



# Empowering Access to Higher Education Through a Circular Economy Solution.

“Life is about making choices ... make your choices count.”

– Verlyn “Swede” Roskam



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EALgreen believes in a global community in which all individuals can improve their lives through education. To achieve this outcome, EALgreen works with corporate donors and colleges and universities in a unique partnership converting excess and obsolete business inventory into financial aid. Whether to improve the management of excess inventory in the supply chain or to fulfill corporate citizenship goals, EALgreen's corporate and college partners add value to the economy, society, and the environment creating constructive, lasting change. For society, we empower individuals to achieve their potential through education; For the environment, we reduce waste and extend the useful life of manufactured products; For the economy, we improve business efficiencies adding value to the bottom line.

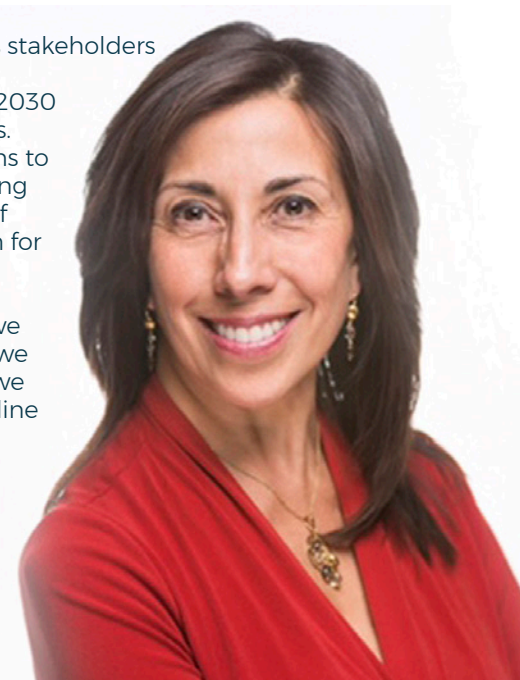
The inspiring story of EAL has unfolded over the last 35 years in which more than 15,000 students have received financial aid exceeding \$18 million. It is the high cost of college tuition, not a lack of talent or deficit of ability, that bars students from education's gateway to workforce opportunities. This reality robs society of the positive impact of ambitious college graduates whose ideas improve our lives and whose salaries purchase homes, offer a stable environment for welcoming children and strengthen their communities. Aspiring students who lack the financial resources to enter, persist, or complete a college education frequently become disadvantaged for life. That is a great injustice. EALgreen offers opportunity with scholarship dollars to interrupt this cycle. By bringing the public and private sectors together, we find new solutions for systemic problems and become an engine for hope.

A pioneer in the circular economy, EALgreen engages with its stakeholders in purpose-driven (conscious) capitalism and corporate social responsibility. With the United Nations' announcement of its 2030 Sustainable Development Goals, momentum for action grows. Business leaders are poised to embrace partners with solutions to their challenges while making a positive impact. Part of making and distributing products requires managing a certain level of excess and EALgreen provides a meaningful business solution for managing these surplus goods.

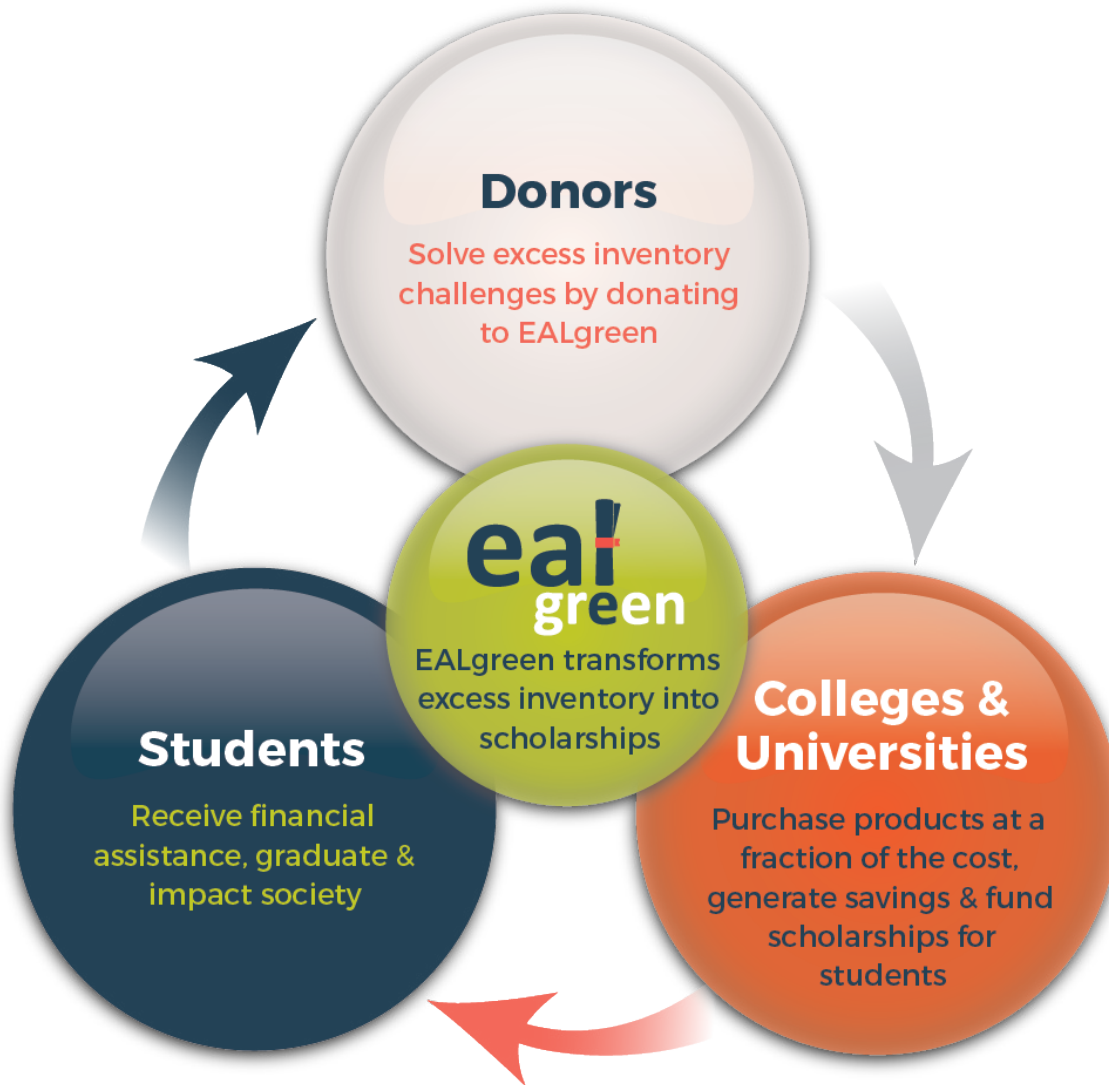
Through a unique model that partners donors and colleges, we nurture the potential of future generations at the same time we strengthen business and champion the health of the planet we all share. That's the true impact of our inspired triple-bottom line solution for a better world.

Sincerely,  
Claudia Freed

**Claudia Freed,**  
CEO and President, EALgreen



## How EALgreen Works

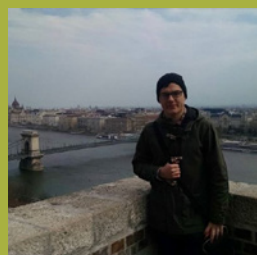


EALgreen is a 501(c)(3) nonprofit organization that redistributes surplus goods to colleges and universities in need of equipment and supplies. These colleges and universities then generate scholarships for financially-disadvantaged students with the money they save on the purchase of these products. Products unsuitable for use by college and university campuses are sold and recycled to generate additional cash for college student scholarships.





## STUDENT STORIES



Hi, my name is Zach and I recently received a scholarship from EALgreen. I want to thank you for this award and to tell you a little bit about myself. I'm majoring in International Studies at Roosevelt University with a minor in History. This is actually my last semester and I cannot wait until graduation! Why? Well, aside from being finished with classes, I'll be leaving the United States in April as a Peace Corps volunteer to teach English in the Republic of Georgia!

I'm beyond excited about this opportunity and know that without your organization's financial support, reaching this goal would have been an extremely difficult process. Again, a huge thank you for your support! I've always wanted to travel and study the world's multitudes of diverse peoples and cultures. Now, thanks to my EALgreen scholarship, I'll be able to realize this dream by serving in the Peace Corps after graduation!

THANK YOU!  
Zach F



Dear EALgreen Board of Trustees,

Thank you for providing the funding for a generous scholarship for the 2017-2018 year. This scholarship will help me continue my academic career at Houghton College.

This fall I will be entering my senior year. I'm taking a triple major, studying Communications, Business Administration and Human Resources. My goal is to earn an MBA through a 4+1 program and then to pursue a position in the field of Human Resources.

This past spring, I had the opportunity to travel to Houston, Texas with a team of other Houghton students to compete in a case competition with SHRM (Society of Human Resource Management). It was an amazing opportunity to learn more about the HR field and meet HR professionals. A photo of my team is attached (I am the second from the right).

Thanks to my EALgreen scholarship, I will be able to continue my education and prepare myself for an exciting and productive future.

Jessica R

## PARTNER COLLEGES



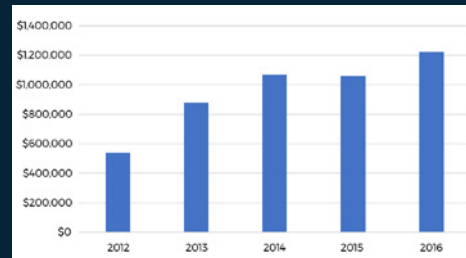


We must use time wisely and forever realize  
that the time is always ripe to do right.

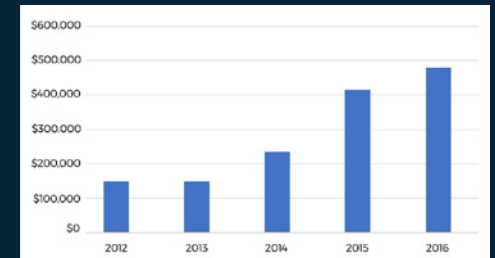
- Nelson Mandela

## EALgreen SCHOLARSHIP HISTORY

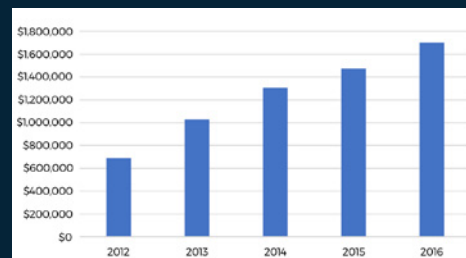
INVENTORY SCHOLARSHIPS  
CREATED



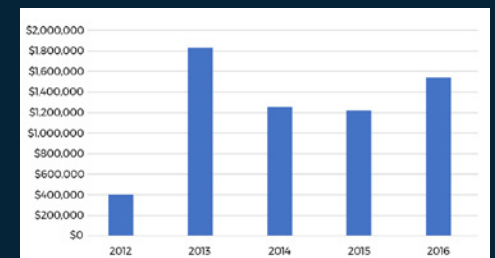
CASH SCHOLARSHIPS  
CREATED



SCHOLARSHIPS CREATED BOTH  
TYPES



SCHOLARSHIPS AWARDED  
BOTH TYPES



## How EALgreen Helps Businesses

EALgreen enables businesses to enjoy a number of significant benefits for their bottom lines and reputations. Donations eliminate the need to pay to dispose of unwanted material while claiming the maximum tax write-off. They also increase a company's overall reputation and boost employee morale.

### PROBLEMS

Companies must get rid of unwanted inventory, from overstocks, end-of-life and closeouts to make room for new inventory. For companies that have many SKUs and a complex inventory management system, this is a particularly large problem.

Disposing of these materials in a landfill can be costly and adversely affect their reputation among their customers, employees and community members concerned about the environment. Liquidating the material by selling it, on the other hand, will take a considerable investment of time and effort and earn only pennies on the dollar.

### SOLUTIONS

EALgreen provides a simple, tangible and tax-advantaged way to turn excess and obsolete inventory into real value for students in need of financial support. EALgreen's direct "inventory into scholarship" model provides a tangible and immediate impact that employees, schools, students and stakeholders can easily understand and even witness in action.

EAL donors not only enjoy a tax credit, their donation also aligns their businesses with an educational cause and creates a shared value with their own talent recruitment initiatives. It also enhances a company's reputation among its customer base, community and employees.

"When a product meets the end of its lifecycle, it doesn't mean that there isn't an extended need for it. Working with an organization like EALgreen, that product lifecycle extends and ultimately goes to help other people in a meaningful manner. It's a warm and fuzzy feeling when we can say that our donation is helping to fund scholars."

– EALgreen Donor



## ...Colleges, Students and the Environment

### EALgreen Partner Colleges

- Have more scholarship funds
- Procure equipment at lower cost
- Have higher rates of graduation

### EALgreen Scholars

- Worry less about finances
- Graduate with little or no debt
- Feel their success matters to the community

### EALgreen Donors

- Reduce resource consumption
- Lower carbon impact
- Dispose of less waste



W. W. Grainger, Inc. is a Fortune 500 industrial supply company founded in 1927 in Chicago. The company is a business-to-business distributor of products used to maintain, repair and operate facilities. Approximately 3 million businesses and institutions worldwide rely on Grainger for products such as safety gloves, ladders, motors and janitorial supplies, along with services like inventory management and technical support. These customers represent a broad collection of industries including healthcare, manufacturing, government and hospitality.



CDW Corporation, headquartered in Lincolnshire, Illinois, is a provider of technology products and services for business, government and education. The company has a secondary division known as CDW-G, devoted solely to United States governmental entities, such as K-12 schools, universities, non-profit healthcare organizations, State & Local and the Federal government.



Warehouse Direct is America's premier Integrated Workplace Productivity Solutions provider. Founded in 1901, today Warehouse Direct provides more workplace products, equipment and related services than any other workplace supplier. They specialize in offering a complete workplace procurement solution that saves customers time and expense.



United Airlines' approximately 88,400-person workforce is focused on making United the airline customers want to fly, employees want to work for and shareholders want to invest in. It currently has the world's most comprehensive global route network, including international gateways to Asia and Australia, Europe, Latin America, Africa and the Middle East with non-stop or one-stop service from virtually anywhere in the United States. Its modern fleet is the most fuel-efficient among U.S. network carriers (when adjusted for cabin size) and it leads the industry for customer loyalty.



What started as a technology products catalog company, has grown to a \$1 billion communications systems integrator and technology provider. This growth enables Black Box to offer you an unrivaled solutions portfolio and international footprint, all built on the foundation of business-trusted technical advice and support.

Black Box Network Services is a leading communications system integrator and technology provider dedicated to designing, sourcing, implementing and maintaining today's complete communications solutions.



Since 1955, Cole-Parmer has been a leading global source of laboratory and industrial fluid handling products, instrumentation, equipment and supplies. We are proven experts in the fields of temperature measurement and control, electrochemistry and fluid handling. Its products are sold throughout the world through company-owned customer channel outlets and a strong network of international dealers.



Unilever is a Dutch-British transnational consumer goods company co-headquartered in Rotterdam, Netherlands and London, United Kingdom. Its products include food, beverages, cleaning agents and personal care products. It is the world's largest consumer goods company measured by 2012 revenue, including the world's largest producer of food spreads, such as margarine. Unilever is one of the oldest multinational companies; its products are available in around 190 countries.

**"Do not go where the path may lead, go instead  
where there is no path and leave a trail."**

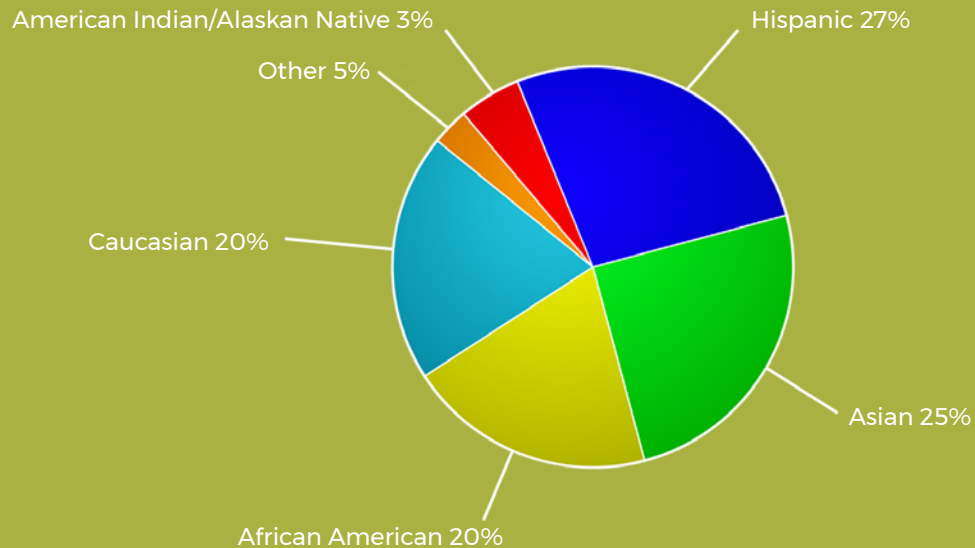
**– Ralph Waldo Emerson**



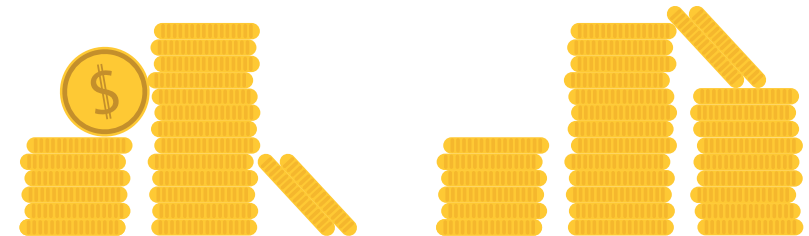
## EALgreen's Commitment to Education



### STUDENT DEMOGRAPHICS



### Scholarship Values for Donated Products



**2015**  
\$2,352,084

**2016**  
\$2,741,267

"Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it is the only thing that ever has."

- Margaret Mead

# How EALgreen Supports a Circular Economy

## What is the Circular Economy?

The circular economy is a resource efficient alternative to the traditional wasteful linear economy. It decouples growth from scarce resource use, allowing economic development within natural resource limits. This permits innovate companies to enable customers and users to do 'more with less' while driving real business value.

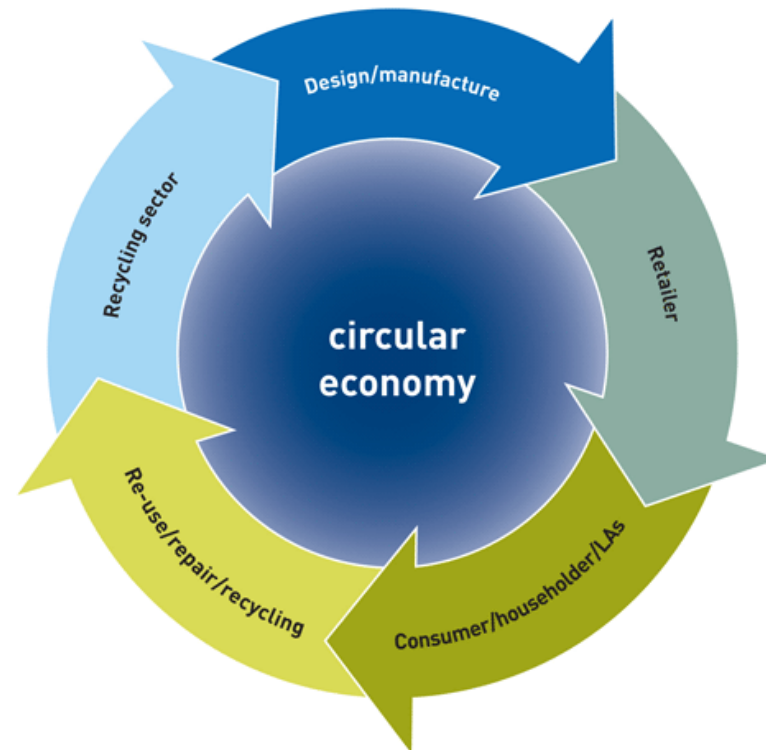
## The Immediate Benefits of a Circular Economy.

As well as creating new opportunities for growth, a more circular economy will:

- Reduce waste
- Drive greater resource productivity
- Deliver a more competitive US economy
- Position the US to better address emerging resource security/scarcity issues in the future
- Help reduce the environmental impacts of our production and consumption both in the US and abroad

**200,000 tons of materials  
have been processed**

## CIRCULAR ECONOMY



“...companies are placing greater emphasis on taking a lifecycle approach to understanding the total impact of their products and operations across their entire value chain. ...”

- Ed Rogers, Senior Director  
of Global Sustainability, UPS

## EALgreen 2015 - 2016 Financial Statement

	2016	2015	DIFFERENCE
<b>REVENUE</b>			
Contributions and grants	\$2,795,124	\$2,407,500	\$387,624
Investment income	\$1,100	\$1,056	\$44
Total revenue	\$2,796,224	\$2,408,556	\$387,688
<b>EXPENSES</b>			
Grants and similar amounts paid	\$480,000	\$415,000	\$65,000
Salaries, other compensation, employee benefits	\$467,748	\$400,153	\$67,595
Other expenses	\$1,747,672	\$1,480,431	\$267,241
Total expenses	\$2,695,420	\$2,295,584	\$399,836
<b>NET ASSETS OR FUND BALANCES</b>			
Revenue less expenses	\$100,804	\$112,972	- \$12,168
Total assets at end of year	\$1,563,121	\$1,449,448	\$113,673
Total liabilities at end of year	\$38,569	\$25,700	\$12,869
Net assets/fund balances at end of year	\$1,524,552	\$1,423,748	\$100,804

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

"Education is the most powerful weapon which you can  
use to change the world. "

- Nelson Mandela

## EALgreen Board Members

“Choice is more than picking ‘x’ over ‘y.’ It is a responsibility to separate the meaningful and the uplifting from the trivial and the disheartening. It is the only tool we have that enables us to go from who we are today to who we want to be tomorrow.”

- Sheena Lyengar



Dan Mickelson



Dick Pflederer



Hyde Perce



Terry Morabito



George Armenta



Connie Esparza



Doug McDaniel



Jason Manning



Karen Belling



Patrick Arnall



Sam Nelson



Terry Hatfield



Al Harris



Elaine Cartier



## The Ultimate Reward - Appreciation from Students

Thank you for working with Roosevelt University to provide scholarships to students in need. Watching the budget crisis unfold here in Illinois made figuring out how I would pay for school this year a very stressful process. This scholarship helped ease my distress. EALgreen is a refreshing concept for a business to me. I am very glad you choose to help students as well as the environment through your recycling efforts. Once again, thank you so much for helping me continue my degree this year.

Sincerely,  
Ariel R.

Thank you so much for such a great opportunity! I'm very grateful that you decided to pick me as a scholarship honoree. I appreciate the fact that you believe in my success and potential to become someone great in this world. Again, thank you kindly!

Best Regards,  
Leshia L.

Thank you so much in assisting with my education. It means a lot to me because I'm struggling with my financial aid. I am a fully independent student studying Biblical studies and communications. I am working as the assistant manager of BC Pilot Radio attempting to make it a tool that Bethel College can use for the recruitment of the student body. So your contribution to my education is greatly appreciated.

Sincerely,  
James P.

I would like to thank you for the EAL scholarship. I am so thankful to receive this scholarship because it will enable me to pay my tuition at Lee. Attending Lee means I can get a degree in Early Childhood Education to become a preschool or kindergarten teacher. As a teacher, I hope to not only educate kids, but also to build their self esteem. Thank you for investing in my life, so I can invest in the lives of others.

Mariah H.

I would like to personally thank you for my EALgreen Scholarship. I am extremely grateful for this scholarship, because it is helping pay for my college experience and education. I am overwhelmed with gratitude. Thank you again!

Best,  
Ashley R.

Thank you so much for the scholarship I have received. It is a greatly appreciated blessing. Because of your help, I am able to further my education and achieve the next step in reaching my goals. I am very grateful for your help because it has helped reduce my financial burden.

Thanks again!  
Sincerely,  
Jeffrey G.

**"A thankful heart is not only the greatest virtue,  
but the parent of all other virtues."**

**- Cicero**

Please visit our website - [www.ealgreen.org](http://www.ealgreen.org) - to learn more about how EALgreen is working to help young scholars achieve their dreams, colleges and corporations become more cost efficient and our linear economy transition into a more circular one.

If you'd like to become a donor, please call **630-690-0010** to arrange an informational consultation with a member of our team.