

eat
green

2019

Empowering Access to Higher Education through a Circular Economy Solution

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

– Leanne 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 from 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 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



Claudia Freed
President and CEO,
EALgreen



Carleton College, who joined the network at the end of 2019, displays its first shipment.



Olivet Nazarene University, one of EAL's most active campus partners, celebrates Commencement 2019.



Christopher C. Netley, Class of 2020, Southern California University of Health Sciences—the first EAL Scholar from the new cohort of California and West Coast institutions.

BY THE NUMBERS EALGREEN'S IMPACT 2019



907
STUDENTS



FROM **50**
COLLEGES AND
UNIVERSITIES



\$3,378
AVERAGE
SCHOLARSHIP

DIVERSITY



555 FEMALE
352 MALE



472 INVENTORY
SCHOLARSHIPS



435 CASH
SCHOLARSHIPS



184 FRESHMEN
244 SOPHOMORES
188 JUNIORS
291 SENIORS



\$3.1 MILLION IN
SCHOLARSHIPS
FROM DONOR
SUPPORT

DEGREES EARNED

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

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

AMERICAN INDIAN OR ALASKA NATIVE
ASIAN
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
ENJOY NEW OPPORTUNITIES.

Donors Diversify EAL Inventory



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 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.



Corporate Partners in Education and the Circular Economy

Sustainability means
doing business the
right way.



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.



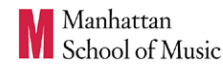
Since this 2019 Impact Report is scheduled to publish during the pandemic, we want to share a thumbnail of what EALgreen is doing to respond to the crisis through which we are all living. First, EAL collected Personal Protective Equipment and made donations to the health departments serving the areas 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



Growing EAL's Higher Education Network of Partnerships



ALABAMA

Stillman College

Tuscaloosa



CALIFORNIA

Colburn School

Los Angeles



Southern California University
of Health Sciences

Whittier



University of La Verne

La Verne



Western University of Health Sciences

Pomona



ILLINOIS

Black Hawk College

Moline/Galva



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

INDIANA

Trinity Christian College

Trinity International University

University of Saint Mary of the Lake

Palos Heights

Deerfield

Mundelein

IOWA

Bethel College

Mishawaka

Butler University

Indianapolis

Calumet College of St. Joseph

Whiting

Grace College/Theo. Sem.

Winona Lake

Saint Mary's College

Notre Dame

KANSAS

McPherson College

McPherson

MICHIGAN

Davenport University

Grand Rapids

Madonna University

Livonia

MINNESOTA

Carleton College

Northfield



NEBRASKA

Nebraska Indian Community College

Macy

NEW YORK

Houghton College

Houghton

Manhattan School of Music

New York

Roberts Wesleyan College

Rochester

Yeshiva Derech Chaim

Brooklyn

OHIO

Ashland University

Ashland

Capital University

Columbus

Defiance College

Defiance

Ohio Northern University

Ada

OREGON

Willamette University

Salem



PENNSYLVANIA

Gwynedd-Mercy University

Gwynedd Valley

Yeshivath Beth Moshe

Scranton

SOUTH CAROLINA

Clafin University

Orangeburg



TENNESSEE

Lee University

Cleveland

Maryville College

Maryville

TEXAS

Jacksonville College

Jacksonville

Lubbock Christian University

Lubbock

VERMONT

Sterling College

Craftsbury Common

WISCONSIN

Beloit College

Beloit

Lakeland University

Sheboygan

Maranatha Baptist University

Watertown

Northland College

Ashland



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 Medals 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



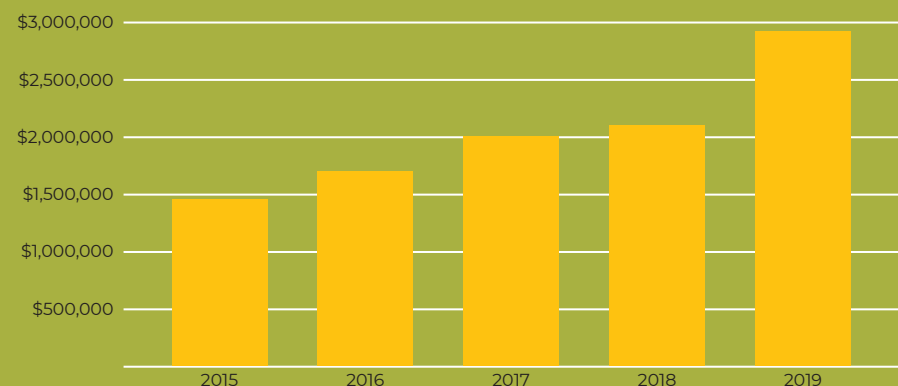
Ashley Lamb, the Metal Shop Manager for the School of the Art Institute, met EAL when she joined the School of the Art Institute. Last summer she

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



Meet Our EAL Scholars



Daniela Aponte

Hometown: Chicago, IL
**Gwendolyn Brooks
 College Preparatory Academy**

Beloit College
Wisconsin

Leaning 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

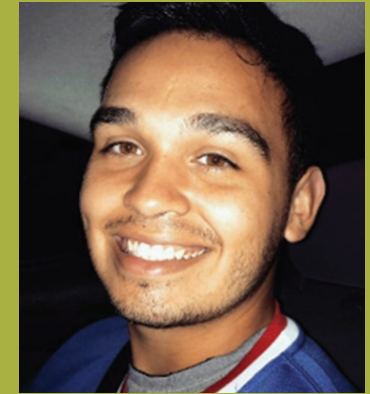


Makenzie Snyder

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



Featured EAL Scholars and Mission Impact

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.

Christopher Netley
Southern California University
of Health Sciences

Olivet College is a legacy experience for Mekenzie. "My dad worked in the admissions office until I was three. My parents even met on campus — they were married in Klock Commons and had their reception in the Kirk Center — and my brother, Justin is a graduating senior; I am a sophomore. Olivet has just always felt like home.

Mekenzie Lamb
Battle Creek, Michigan
Olivet College

The 2018 valedictorian of his Humboldt Senior High School class, Chris chose Mayville College because it was the right fit. "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)." 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."

Christopher Lé Jonté Bryson
Humboldt, Tennessee
Maryville College

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.

Jessica Moran
Elmhurst College

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.

Justin Henderson
Danville, Illinois
Danville Area Community College

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.

Avery Cisné
Chicago, Illinois
Sterling College

I am not your average college student. I am 34, a wife to an amazing husband, a wildland firefighter, with a less than 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.

Jessica Parr
Martinton, Illinois
Olivet Nazarene University

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.

Natalie Samenuk
Westlake, Ohio
Capital 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

2018–2019 Audited Financial Statements

	2019	2018	DIFFERENCE
REVENUE			
Contributions and grants	\$5,052,190	\$3,647,625	\$1,404,565
Investment income	\$9,403	\$2,089	\$7,314
Total revenue	\$5,061,593	\$3,649,714	\$1,411,879
EXPENSES			
Program	\$3,856,253	\$2,923,305	\$932,948
Fundraising	\$279,202	\$268,256	\$10,946
Administration	\$308,214	\$249,448	\$58,766
Total expenses	\$4,443,669	\$3,441,009	\$1,002,660
NET ASSETS OR FUND BALANCES			
Revenue less expenses	\$617,924	\$208,705	\$406,219
Total assets at end of year	\$2,523,487	\$1,938,624	\$584,863
Total liabilities at end of year	\$34,906	\$67,967	<\$33,061>
Net assets/fund balances at end of year	\$2,488,581	\$1,870,657	\$617,924

For a complete copy of EALgreen's 990 Tax Form, please visit 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



Sam Nelson
Board Chair



Elaine Cartier
Board Vice Chair



George Armenta
Board Secretary



Karen Belling
Treasurer



Dan Mickelson
Co-Founder



Patrick J. Arnall
Member



Pamela Bozeman
Member



Albert R. Harris
Member



Terry B. Hatfield
Member



Jason Manning
Member



J. Douglas McDaniel
Member



Hari Pillai
Member



Hyde Perce
Member (Emeritus)



Richard Pflederer
Past President

“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

