

eal
green

2017

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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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,

Workers without a college degree fell further behind in 2017. The earnings gap between the college and non-college-educated population is the widest it's ever been. At EALgreen, our mission is to provide students with financial need the opportunity to go to college. Why is this important? Because we believe education changes lives by opening doors for individuals to reach their full potential.

EALgreen and our corporate and educational partners work together to narrow this opportunity gap. A total of 16,600 students with financial need have transformed their lives with assistance from EALgreen in the past 36 years; 848 students this year alone! EALgreen Scholars receive tuition relief generated by a highly innovative, sustainable, business model that turns excess inventory into financial aid.

People. Planet. Profit. Each strengthened by EALgreen through shared-value partnerships that bridge the for-profit and nonprofit communities in a circular economy. In our commitment to all three resources, we deliver value to our business partners by providing a well-executed, sustainable, and efficient supply chain solution for their slow-moving and obsolete inventory. To our educational partners, we represent a source of significant savings and provide funds that help their institutions stretch operating budgets and increase financial aid resources.

At EAL, we actively support the United Nations' Sustainable Development Goals 2030. We align with three principles established as global priorities to promote quality education, encourage responsible consumption and waste reduction and the pursuit of collaboration across multiple sectors.

As I complete my 25th year leading EALgreen, I close this letter with a deep sense of pride about what EAL means to me—the first scholarship recipient—and celebrate what EALgreen means to each of the students whose lives we help improve and to the world we help sustain.

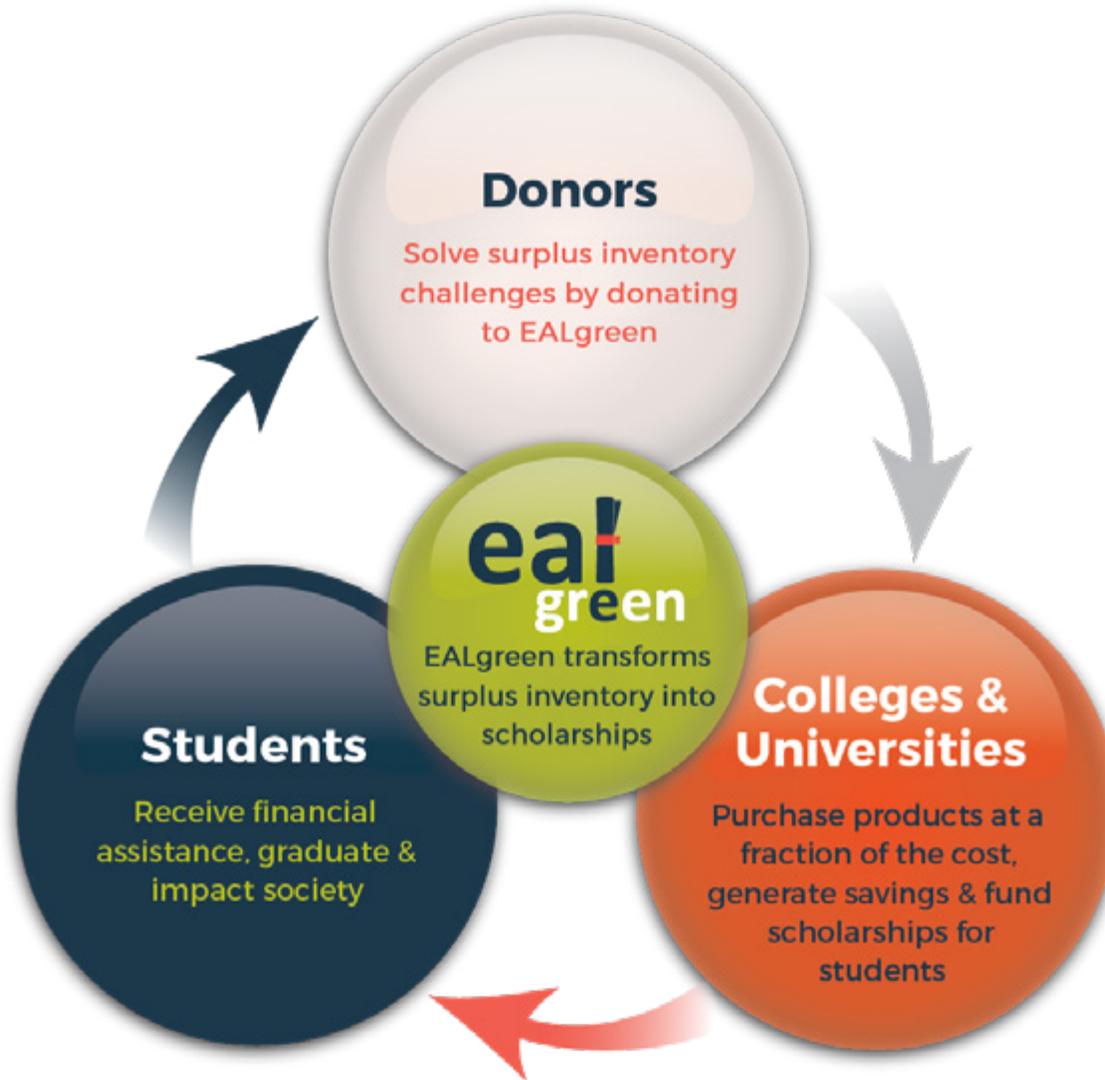
Please join me and our dedicated EALgreen team, Board of Directors, and partners in celebrating the accomplishments of an outstanding 2017 and help us achieve more in 2018! Thank you.

Sincerely,
Claudia

Claudia Freed
President and CEO,
EALgreen



How the Model Works



As a pioneer in the management of end-of-life inventory, EALgreen's triple-bottom, environmentally sustainable model consists of strategically accepting donated, high quality surplus products that can be used on a college campus. Colleges and universities are like small cities and EALgreen provides these institutions an opportunity to lower operating costs allowing them to offer reduced tuition to students with financial need. There are no membership fees and these surplus products act as cost-saving supplements to colleges and universities that partner with EALgreen. Donated products not suitable for placement on campus are recycled, reused, or converted to cash to fund additional scholarships for EALgreen scholars to empower them to reach their full potential through education.



Featured EALgreen Scholars and Education Partners

PASSIONS AND ASPIRATIONS



Eganam Segbefia
Manhattan School of Music
New York
Classical Trumpet
Musician, Music Educator



Andrea Messing
Davenport University
Michigan
Justice, Advocacy
Legal, Public Policy



Victoria Williams
Roosevelt University
Illinois
Animals
Veterinarian



William Samuels
Graceland University
Missouri
Athletics
Health Professions



Elizabeth Landry
Lee University
Tennessee
Service, Academia
Psychiatrist

PARTNER COLLEGES



The Case for Business Partners

EALgreen connects Business Partners with opportunities for significant and direct benefits to the bottom line and to their standing with both their employees who work for them and with the communities where they are located. Donations extend the life of manufactured goods by repurposing them for higher education, by selling the goods in a multi-channel marketplace or by recycling the raw materials found in the items. The revenue resulting from each of these activities generates scholarship dollars. EAL provides guidance on obtaining the maximum tax deductions for these different types of gifts-in-kind.

Business Partners' Benefits

OPPORTUNITIES

Companies must regularly manage surplus, technically-outdated and closeout production to create space for new inventory. Companies coordinating multiple SKUs within a complex inventory management system face a daunting challenge.

EALgreen's 36 years of creating a circular economy provides its business partners with environmentally-friendly options for inventory management. The tax benefits in combination with both internal and external image enhancement for choosing green solutions that work to assist students to complete higher education through scholarships range in value from a few hundred dollars to \$10,000.

SOLUTIONS

Choosing EALgreen as a partner improves outreach to customers, employees and the communities where they do business. The stories of repurposing, reusing and recycling provide active demonstrations about how these donors care for the one environment that society shares.

EALgreen provides a simple, tangible and tax-advantaged way to transform surplus inventory into meaningful scholarships awarded by a network of higher education partners to students with financial need. EALgreen coordinates both a "surplus inventory into scholarships" model and a monetary award distribution that collectively work to assist students who are working to complete their degree programs.

EAL donors directly enjoy a tangible tax credit and the intangible goodwill of creating shared-value with its many constituencies.

"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



...Triple Bottom Line in a Circular Economy

EALgreen Education Partners

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

EALgreen Scholars

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

EALgreen Business Partner Donors

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

Selected Business Partners' Profiles



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.



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.



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.



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.

Selected Business Partners' Profiles



Morningstar, Inc. offers an extensive line of leading products and services for individual investors, financial advisors, asset managers, retirement plan providers and sponsors, and institutional investors in the private capital markets. The company provides data and research insights on a wide range of investment offerings in North America, Europe, Australia and Asia, including managed investment products, publicly listed companies, private capital markets, and real-time global market data. Morningstar also offers investment management services through its investment advisory subsidiaries, with more than \$200 billion in assets under advisement and management as of June 30, 2017. The company operates in 27 countries.



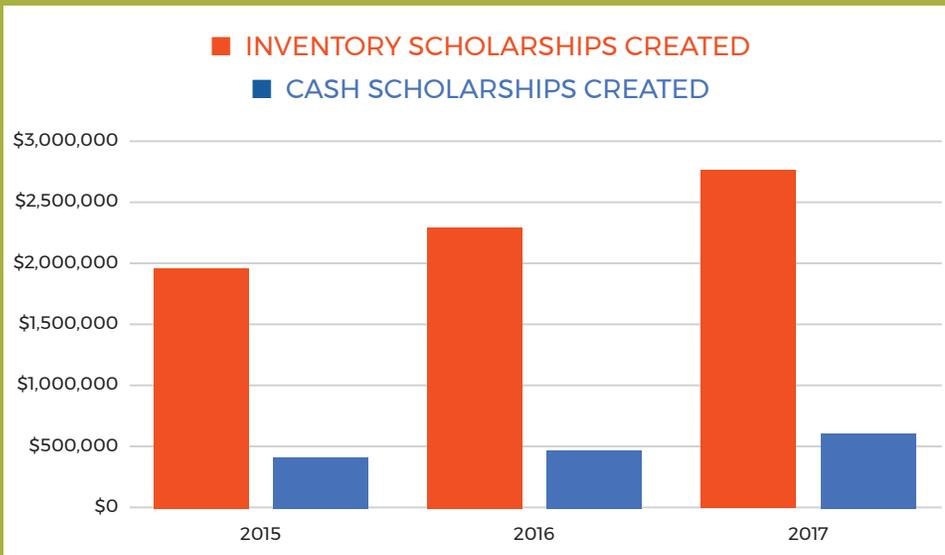
Founded in 1930, American Airlines is now one of the largest airlines in the world. Throughout the years, American has created more than 900,000 jobs worldwide and supported close to 1,400 nonprofit organizations. Together with regional partner American Eagle, we offer an average of nearly 6,700 flights daily to 350 destinations in 50 countries. We're a founding member of the oneworld® alliance, whose members and members-elect offer nearly 14,250 flights daily to 1,000 destinations in 150 countries. In 2016, American Airlines Group Inc. topped Fortune magazine's list of best business turnarounds and its stock (NASDAQ: AAL) joined the S&P 500 index.

"We think sustainability is a business driver, just like any other business driver. It helps us reduce our costs, increase our revenue, enhance our brand, and increase our profit."

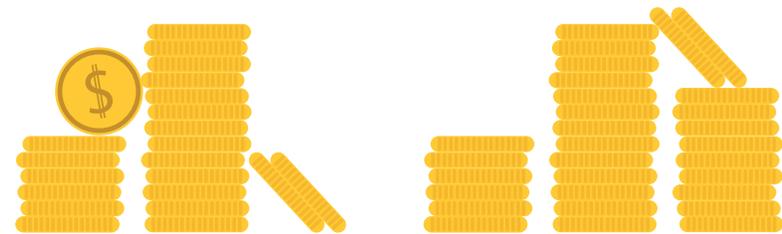
– Paul Camuti,
Senior Vice President Innovation and Chief Technology Officer,
Ingersoll Rand



EALgreen RECENT SCHOLARSHIP HISTORY



Scholarship Values for Donated Products



2016
\$2,795,124

2017
\$3,302,577

“With a Roosevelt education, our students are empowered to be future leaders of their communities.”

– Ali R. Malekzadeh, Ph.D.
President, Roosevelt University, Chicago

Driving a Circular Economy

Describing a Circular Economy

A resource efficient alternative to the linear approach to production and consumption, the circular economy embraces growth as a combination of manufacturing, repurposing and recycling extending the use of scarce resources fostering economic development within natural resource limits. Innovate companies engage customers and vendors to do 'more with less' while driving real business value.

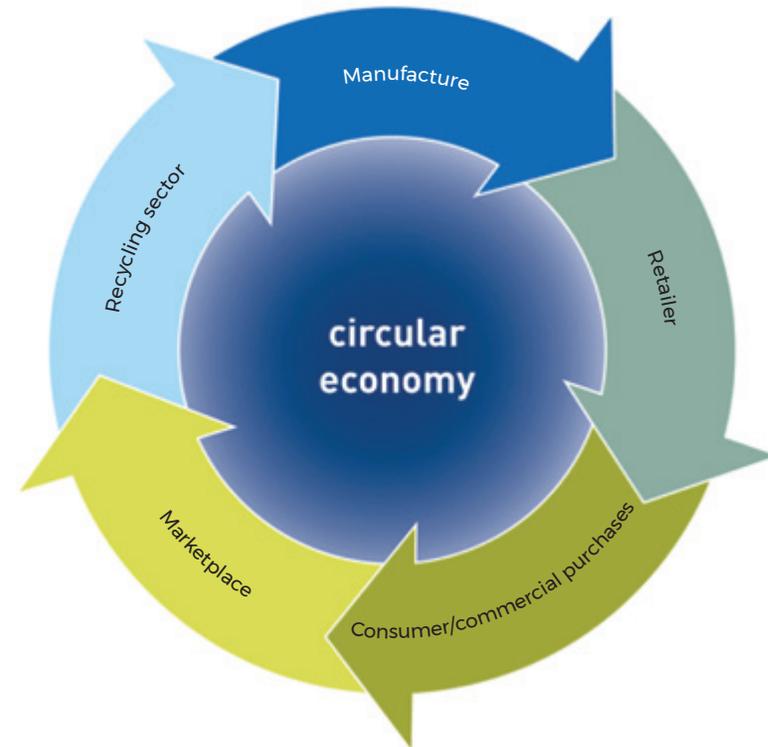
Tangible Benefits of a Circular Economy

While encouraging responsible growth, a circular economy promotes sustainability:

- ▶ Reducing waste
- ▶ Leveraging resource productivity
- ▶ Expanding the competitive nature of both developed and emerging economies
- ▶ Positioning the US on future resource allocation issues relevant to security and scarcity
- ▶ Minimizing environmental impacts of the production and consumption cycle across the planet

**201,000 tons of materials
have been processed**

CIRCULAR ECONOMY



“The ultimate mission of every non-profit is to change the world for the better.”

– Dan Mickelson,
Co-Founder, EALgreen

2016 – 2017 Financial Statement

	2017	2016	DIFFERENCE
REVENUE			
Contributions and grants	\$3,302,577	\$2,795,124	\$507,453
Investment income	\$1,294	\$1,100	\$194
Total revenue	\$3,303,871	\$2,796,224	\$507,647
EXPENSES			
Program	\$2,696,127	\$2,301,861	\$394,266
Fundraising	\$252,033	\$213,706	\$38,327
Administration	\$218,311	\$179,853	\$38,458
Total expenses	\$3,166,471	\$2,695,420	\$471,051
NET ASSETS OR FUND BALANCES			
Revenue less expenses	\$137,400	\$100,804	\$36,596
Total assets at end of year	\$1,706,383	\$1,563,121	\$143,262
Total liabilities at end of year	\$44,431	\$38,569	\$5,862
Net assets/fund balances at end of year	\$1,661,952	\$1,524,552	\$137,400

For a complete copy of EALgreen's 990 Tax Form, please visit www.ealgreen.org

“Education is the cornerstone of liberty.”

– Eleanor Roosevelt

Leadership

“Leadership is the art
of giving people
a platform for
spreading ideas that work.”
– Seth Godin

“Unless you walk out into the
unknown, the odds of making
a profound difference in your
life are pretty low.”
– Tom Peters



Dan Mickelson



Dick Pflederer
President



Hyde Perce
Treasurer



Terry Morabito



George Armenta



Connie Esparza



Doug McDaniel



Jason Manning



Karen Belling



Patrick Arnall



Sam Nelson



Terry Hatfield



Al Harris



Elaine Cartier

Scholars Share their Stories

The opportunity to focus on studying Computer Networking Administration rather than to work for my senior year means a lot to me. I completed an Associate of Arts at Clinton Community College and then transferred to St. Ambrose University to complete my degree. The EALgreen scholarship means that I will not have to pay out-of-pocket to attend St. Ambrose during my final year. Again I would like to thank you for the opportunity to be granted this scholarship.

Ryan Lueders-Cronk
St. Ambrose University
Davenport, Iowa

During college, I encountered multiple personal challenges. The one that impacted me the most was Hurricane "Maria" that destroyed Puerto Rico. This event was devastating to the Island as well as to me. I was unable to communicate with my parents for almost a month, but I nevertheless finished the semester with good grades.

By awarding me an EAL Scholarship, you have lightened my financial burden allowing me to focus on the most important aspect of college, learning. Your generosity inspires me to give back to the community. I hope one day I will be able to help other students achieve their goals just as you have helped me to achieve mine.

Jesse Jay Lopez
Robert Morris University
Chicago, Illinois

Coming from a household of nine siblings to working parents from Ghana—I was 10 when we immigrated—my family's financial resources weren't stable enough to fund all our college tuitions. I was granted a full music education scholarship to South Carolina State University and after graduating, I decided to continue my education by applying to Manhattan School of Music's Master of Music – Classical Trumpet program.

Following my Master's audition, I was confident that I would be accepted to MSM, but I wasn't sure how I would be able to pay the tuition. With great appreciation for your belief in my hard work, dedication, and passion, the EALgreen Scholarship, allowed me to say "Yes!" to Manhattan School of Music and to continue pursuing my dreams of becoming a world-class Trumpeter and Music Educator.

Eganam Kwawu Segbefia
Manhattan School of Music
New York, New York

I am majoring in human services and plan to become a high school counselor in Chicago. My life experiences from growing up in Chicago have inspired me to love working with those in need. I believe that the high school years are very different for some young people and I want to help in any way that I can. Through my education, I am learning how to be a competent professional in a field about which I am passionate.

I plan to graduate in the Fall of 2020. I am enjoying my time in college and am beginning to plan my practicum hours for this coming year. With EALgreen's assistance, my educational pursuits are possible.

Thank you, again, for EAL's thoughtful and generous gift.

Carmen Ferrer
Calumet College of St. Joseph
Whiting, Indiana

My aspiration is to become a veterinarian, so I am majoring in biology. I really love animals. I first want to go to veterinary school and then to open an animal hospital on the South Side of Chicago so that people who are less fortunate can care for their animals.

Receiving the EALgreen Scholarship showed me that there are people out there who are willing to help me further my education. I am able to go to college and graduate because these people helped me become who and what I hope to be. I am blessed and appreciative.

Victoria Williams
Roosevelt University
Chicago, Illinois

I am overjoyed that I was selected to become an EALgreen Scholar and receive this award. I am expressing my gratitude by saying "thank you" for helping me to finance my college education.

I am a psychology major, planning to become a Child life Advocate. I will be able to help families through challenging and stressful medical events. This scholarship relieves my financial burden which will allow me to concentrate on my studies without worrying about finances.

Thank you for your generosity.

Tabitha M. Joyner
Olivet Nazarene University
Bourbonnais, Illinois

The EALgreen Scholarship made it possible for me to continue my college education. Knowing that I have received this extra support makes me feel both happy and extremely thankful. Without it, I would not have been able to continue my education and achieve my goal of becoming a nurse.

I pay for my own tuition without the help of my parents. Because of this, I have had to take on multiple jobs in order to be financially stable and afford school at the same time. However, with the help of this scholarship, I have had less pressure and stress on myself.

I hope you know you have given me the ability to move forward and I cannot thank you enough. Again, thank you for your kindness in supporting me and allowing me to move forward.

Andrea Caruso
Dominican University
River Forest, IL

"Tell me and I will forget,
show me and
I may remember,
involve me and
I'll understand."

– Chinese Proverb

Please visit our website – 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.