



2018

# Empowering Access to Higher Education through a Circular Economy Solution

“Education is the cornerstone of liberty.”

– Eleanor Roosevelt



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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,

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



Claudia Freed  
President and CEO,  
EALgreen

## 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.

# 41

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

**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.

## 1 Financial Aid Director with Imagination:

**Greg Bruner**  
Olivet Nazarene University

## MEET THE CLASS OF 2019

Dear EALgreen  
Board of Directors...

Faculty member, Mrs. Darlene Swanson, would call my me 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



## Selected Corporate Partners' Profiles and Sample Inventory Items



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.

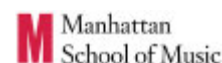


A fortunate introduction provided an opportunity for Lennox, one of the HVAC's industry leaders to incorporate product donations into its supply chain and management of out-of-date inventory. This first-time innovative collaboration between EAL and Lennox embraces new ways of thinking about marketing, 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

### PARTNER COLLEGES





## 2018 Higher Education Partners' Locations



### ILLINOIS

Danville Area Community College  
 Dominican University  
 Elmhurst College  
 Judson University  
 North Park University  
 Olivet Nazarene University  
 Quincy University  
 Robert Morris University  
 Roosevelt University  
 School of The Art Institute of Chicago  
 Trinity Christian College  
 Trinity International University  
 University of Saint Mary of the Lake

Danville  
 River Forest  
 Elmhurst  
 Elgin  
 Chicago  
 Bourbonnais  
 Quincy  
 Chicago  
 Chicago  
 Chicago  
 Palos Heights  
 Deerfield  
 Mundelein

### INDIANA

Bethel College  
 Butler University  
 Calumet College of St. Joseph  
 Grace College/Theo. Sem.  
 Saint Mary's College

Mishawaka  
 Indianapolis  
 Whiting  
 Winona Lake  
 Notre Dame

### IOWA

Faith Baptist Bible College  
 and Theological Seminary  
 Graceland University  
 Saint Ambrose University

Ankeny  
 Lamoni  
 Davenport

### KANSAS

McPherson College

McPherson

### MICHIGAN

Davenport University  
 Madonna University

Grand Rapids  
 Livonia

### NEBRASKA

Nebraska Indian Community College

Macy

### NEW YORK

Houghton College  
 Manhattan School of Music  
 Roberts Wesleyan College  
 Yeshiva Derech Chaim

Houghton  
 New York  
 Rochester  
 Brooklyn

### OHIO

Ashland University  
 Capital University  
 Defiance College  
 Ohio Northern University

Ashland  
 Columbus  
 Defiance  
 Ada

### PENNSYLVANIA

Gwynedd-Mercy University  
 Yeshivath Beth Moshe

Gwynedd Valley  
 Scranton

### TENNESSEE

Lee University  
 Maryville College

Cleveland  
 Maryville

### TEXAS

Jacksonville College  
 Lubbock Christian University

Jacksonville  
 Lubbock

### VERMONT

Southern Vermont College  
 Sterling College

Bennington (Closed)  
 Craftsbury Common

### WISCONSIN

Beloit College  
 Lakeland University  
 Northland College

Beloit  
 Sheboygan  
 Ashland

### PASSIONS AND ASPIRATIONS



**Bonny Alexandro  
Figueroa Chavez**

Lakeland University  
Wisconsin

Sports Management, Coaching



**Madysen Zachmeier**

Northland College  
Wisconsin

Business,  
Ice Hockey



**Savannah Ko**

Olivet Nazarene University  
Illinois

Naturopathic Medicine and  
Spanish Missions



**Jamal Hawkins-Sconiers**

Lakeland University  
Wisconsin

Coaching,  
Clothing Design



**Stephanie Little**

Lee University  
Tennessee

Teaching,  
Community Service

### 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.



### Triple Impact



\$21,281,964



200m tons waste diverted



17,447 college students

**PROFIT • PLANET • PEOPLE**

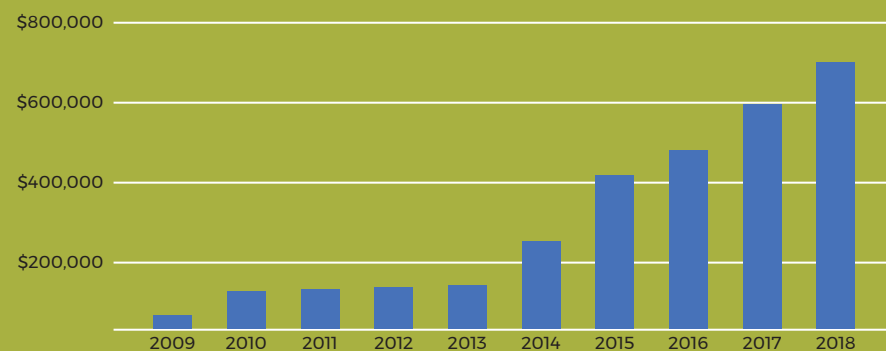


# HOW IT WORKS

## INVENTORY SCHOLARSHIPS



## Celebrating 10 Years of Direct Cash Scholarships



## 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](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](mailto:info@ealgreen.org)

## 2017 – 2018 Financial Statements

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

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



## Leadership



Theresa Morabito  
Board Chair



Sam Nelson  
Board Vice Chair



George Armenta  
Board Secretary



J. Douglas McDaniel  
Treasurer



Dan Mickelson  
Co-Founder



Richard Pflederer  
Past President



Patrick J. Arnall  
Member



Karen Belling  
Member



Pamela Bozeman  
Member



Elaine Cartier  
Member



Albert R. Harris  
Member



Terry B. Hatfield  
Member



Jason Manning  
Member



Hari Pillai  
Member



Hyde Perce  
Member (Emeritus)

"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

