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AMBIT  CARES

ANNUAL  
REPORT



# contents

- 3** **2020**  
The Year of Unprecedented Challenges
- 4** **Rising Above**  
A Message from Vistra Retail President, Scott Hudson
- 5** **Better Together**  
Strength in Partnership with Feeding America
- 6** **A Record-Breaking Year of Giving**  
Paving the Way at AMBITION
- 7** **Going Above and Beyond**  
Ambit Cares Achievement Award Winner
- 8** **Making an Impact**  
We Give No Matter What
- 9** **A Year of Giving**  
Top Contributors of 2020
- 10** **Leading the Way**  
Our Board of Directors and Board Officers
- 11** **Financial Highlights 2020**  
Statement of Financial Position
- 12** **New Year, New Opportunities**  
Our Hope for 2021





# 2020

## *The Year of Unprecedented Challenges*

2020 was a year of unprecedented challenges. The COVID-19 pandemic hit our country hard, greatly increasing the number of food-insecure people in America and changing the face of organized giving when people needed help the most. In addition, a series of devastating weather events struck over the summer, heavily impacting many communities Ambit serves and compounding the effects of the pandemic.

Despite the difficult year, we made great strides in our mission to fight hunger thanks to Ambit's family of customers, consultants and employees. We set a new fundraising record at AMBITION 2020, raising over \$32,000; and found new and innovative ways to conduct food drives safely, volunteer virtually and raise contributions.

As a Supporting Partner of Feeding America®, the nation's largest organization dedicated to fighting domestic hunger through a network of food banks, we were able to spread our impact across the country and make a difference in the lives of people who struggle to put food on the table.

Thanks to a generous outpouring of support during our AMBITION 2020 virtual event, creative COVID-19 fundraising, and the continued hard work of everyone involved, we were able to make 2020 a year to remember for all the right reasons. We remain steadfast in our commitment to serving our neighbors who struggle with hunger. Nothing can stand in the way of our mission to harness the energy of the Ambit community to change the lives of people in need by fighting hunger in America.





# RISING ABOVE

## *A Message from Vistra Retail President, Scott Hudson*

When I reflect on the challenges 2020 presented for Ambit, I cannot help but be immensely proud of the hard work and giving spirit of our consultants – all that they have done and all they continue to do on behalf of Ambit Cares. As we turn the page on this year and enter 2021, I have seen firsthand the level of compassion that's built into Ambit's DNA, and I can speak for all at Vistra when I say that it hasn't gone overlooked. A devotion to serving others is not just preached, it's put into action. Whether it is a commitment to coworkers and the Ambit family or to people in our communities, actions indeed do speak louder than words, and Ambit Cares continues to be a shining example of what is good in this world.

Even with all the personal obstacles each one of us has faced this year, it was striking to see that the compassion never wavered and the hard work never ceased. The future of Ambit Cares is bright, and I have no doubt we will continue to build on this spirit of giving in 2021 and beyond. I thank all our contributors for their dedication to supporting others and helping to make a meaningful impact in the fight against hunger with Ambit Cares.

All the best,

*Scott A. Hudson*

**SCOTT HUDSON**  
Vistra Energy Retail President





# BETTER TOGETHER

*Strength in Partnership  
with Feeding America*

This year was heartbreaking for our nation; however, having a trusted and reliable partner by our side made all the difference as we worked to make a meaningful impact in 2020. We are honored to once again be a Supporting Partner of Feeding America®, the nation's largest organization dedicated to fighting domestic hunger through a network of food banks. By supporting Feeding America, Ambit Cares donations go directly into the communities where we live and serve. Notably, since the pandemic hit our country, Feeding America's network of food banks have provided over 4.2 billion meals to help people facing hunger, and we are proud to say that we supported these efforts.

This year has seen a striking number of people in need due in large part to the effects of COVID-19. In April, as the severity of the pandemic became clear, Ambit Cares made a \$50,000 donation to Feeding America. And when Hurricanes Hanna and Isaias struck, we responded with a \$20,000 donation to help our neighbors impacted by these natural disasters. Finally, as COVID-19 continued to spread in the last months of 2020, we accelerated our efforts to help, with another \$180,000 donation to Feeding America.

Thanks to the diligence and compassion of our Ambit family, Ambit Cares was able to break previous donation records and make more of an impact than ever before. It's because of our supporting partnership with Feeding America that Ambit Cares can meet the nutritional needs of families and children in communities across the country and be a part of their network's work to end hunger. We look forward to continuing this important relationship for many years to come.



2020 impacted all aspects of our business, including our biggest consultant event of the year, AMBITION. Although the event was completely virtual for the first time in its existence, something magical happened. Ambit Cares set an all-time fundraising record with more than \$32,000 in donations, which coincidentally occurred in September during national Hunger Action Month.

Vistra pledged to match every donation that was made during the event from September 17-19, which averaged out to more than \$16,000 per day. This culminated in a record-breaking mark by more than \$3,000 set by the previous donation record at AMBITION.

This monumental achievement was especially notable given the complete virtual redesign of an always well-attended in-person event. The online format did not change the generosity of our consultants who gave even more than years previous, which is a testament to the giving nature that lives within the Ambit Cares community.

Eric Johnstone, Ambit's Vice President of Marketing and Field Services, put it best when he said, "We know that many of our consultants are also feeling the effects of a tighter economy due to the pandemic, and we truly appreciate that they were still willing to reach into their pockets and do something to help others in their community."

The generous donations from consultants have aided countless families over the years, and especially this year when help is so greatly needed. We all have felt life-changing impacts in 2020, but the Ambit family setting a donation record showed the true colors of our community and lent itself to Ambit's spirit of caring for others.

## A RECORD-BREAKING YEAR OF GIVING

*Paving the Way at AMBITION*





EXECUTIVE CONSULTANT STEPHANI SPRUILL

# GOING ABOVE AND BEYOND

## *Ambit Cares Achievement Award Winner*

As a consultant, winning the Ambit Cares Achievement Award once is a testament to one's notable philanthropy. To win it twice is a great honor that can only be enjoyed by Executive Consultant Stephani Spruill.

The Ambit Cares Achievement Award is given to the special few who go above and beyond the call of service. Stephani did all that and more when the COVID-19 pandemic hit her community hard. 2020 turned countless lives upside down, including Stephani's, but she wouldn't let it get in the way of her determination. She took matters into her own hands and worked out creative ways to continue her volunteer work. With the help of email, social media and coordinating pickup and drop-offs, Stephani continued to gather and deliver food safely to food banks in her community.

Stephani is the embodiment of what Ambit Cares is all about – serving people in need with selflessness and kindness. It's this spirit that helps continue the mission of Ambit Cares.





# MAKING AN IMPACT

*We Give No Matter What*

Our commitment shows in our giving.  
Here's how we contributed in 2020.

**192**  
INDIVIDUAL  
CONTRIBUTORS



**\$314,164**  
TOTAL  
CONTRIBUTIONS



# A YEAR OF GIVING

## Top Contributors of 2020

Thank you to our generous donors who helped Ambit Cares grow tremendously because of their contributions.

**Vistra Corp**

**Ambit Energy**

**Jim Burke**

**Brian McClure**

**Cesar Baffoni**

**Scott Hudson**

**Carlos Marin**

**Sonia Baffoni**

**Darrell Starkweather**

**Anthony Furniss**

**Tommie Rains**

**Charlotte Goldberg**

**Coralee Mrazek**

**Larry and Sheryl  
Vensel**

**Gabe Vazquez**

**Michael A Alford**

**Nancy Cappiello-  
Larson**

**Joseph Faubel**

**John Duessel**

**Sydney Seiger**





# BOARD GOVERNANCE

## BOARD OF DIRECTORS

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Carrie Kirby  
Jim Burke  
Scott Hudson

## BOARD OFFICERS

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Anna Batman  
Brad Watson  
Carla Howard  
Christy Dobry  
Eric Johnstone  
Gabe Vazquez  
Kristopher Moldovan  
Ruben Garcia  
Scott Hudson  
Seth Rasmussen

## COMMITTEE MEMBERS

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Ann-Marie Nanny  
Anna Batman  
Claire Mathison  
David Whitlark  
Irene Irving  
Jennifer Brasch  
Juan Nieves  
Katie Koch  
Maria Sandoval





# FINANCIAL HIGHLIGHTS 2020

ASSETS	2019	2020
Cash and cash equivalents	\$ 65,881	\$ 80,954
Accounts receivable	\$ (1)	\$ (1)
<b>TOTAL ASSETS</b>	<b>\$ 65,880</b>	<b>\$ 80,953</b>

LIABILITIES & NET ASSETS	2019	2020
Accounts payable & accrued expenses	\$ 35,240	\$ 50,485
<b>TOTAL LIABILITIES</b>	<b>\$ 35,240</b>	<b>\$ 50,485</b>

## COMMITMENTS & CONTINGENCIES

NET ASSETS	2019	2020
Unrestricted	\$ 30,640	\$ 30,468
Temporarily restricted	\$ -	\$ -
Permanently restricted	\$ -	\$ -
<b>TOTAL NET ASSETS</b>	<b>\$ 30,640</b>	<b>\$ 30,468</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 65,880</b>	<b>\$ 80,953</b>

## STATEMENT OF ACTIVITIES

SUPPORT AND REVENUES	2019	2020
<i>UNRESTRICTED</i>		
<b>CONTRIBUTIONS//</b>		
<b>TOTAL CONTRIBUTIONS</b>	<b>\$ 142,485</b>	<b>\$ 314,164</b>
<b>SPECIAL EVENTS//</b>		
Ticket Sales/sponsorships	\$ 17,060	\$ -
Less: Direct costs	\$ 19,620	\$ -
<b>TOTAL NET SPECIAL EVENTS</b>	<b>(\$ 2,560)</b>	<b>(\$ -)</b>
Contributions in-kind	\$ 49,297	\$ 19,440
Investment and other income	\$ -	\$ -
<b>TOTAL UNRESTRICTED SUPPORT AND REVENUE</b>	<b>\$ 189,223</b>	<b>\$ 333,604</b>
<b>TOTAL SUPPORT AND REVENUES</b>	<b>\$ 189,223</b>	<b>\$ 333,604</b>

EXPENSES	2019	2020
Program services	\$ 182,963	\$ 331,289
Management & general	\$ 9,094	\$ 411
Fundraising	\$ 2,605	\$ 2,076
<b>TOTAL LIABILITIES</b>	<b>\$ 194,661</b>	<b>\$ 333,776</b>
<b>INCREASE / (DECREASE) IN NET ASSETS YTD</b>	<b>( \$5,438)</b>	<b>( \$172)</b>
<b>NET ASSETS / BEGINNING OF PERIOD</b>	<b>\$ 36,078</b>	<b>\$ 30,640</b>
<b>NET ASSETS / END OF PERIOD</b>	<b>\$ 30,640</b>	<b>\$ 30,468</b>







# NEW YEAR, NEW OPPORTUNITIES

*Our Hope for 2021*

Although 2020 was an extraordinarily tough year, we can still celebrate all that we have achieved to overcome the hardships that have come our way. Because our country will continue to face a higher level of need in the coming year, we are fully committed to continuing our mission. Through events, advocacy and corporate contributions, Ambit Cares will provide year-round opportunities for Ambit customers, consultants and employees to contribute to the fight against hunger in 2021.

We understand that no true win exists when there are still one in nine people going hungry every day. So our work must go on, and we need the support of our Ambit family to keep the momentum going. Thank you for your generosity in 2020. We hope you will continue with us in 2021 and beyond as we make progress in the fight against hunger.

Learn more and join us at  
[AmbitCares.org](https://AmbitCares.org).

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