

# ANNUAL REPORT 2017

AMBIT  
CARES 



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# LEADING *with* THE HEART

Service is the heart of Ambit Cares and what it means to our Customers, Consultants and our people. It fuels the work we do in our communities. One in seven people face hunger in America today, and while that number startles many, it is all too familiar to some. That's why in 2017 Ambit Cares continued to take a stand and made an even bigger difference in the fight against hunger.

We're committed to serving and leading with heart, one person at a time.





# THE HEART *of* THE MATTER

Ambit has always been a company that helps others build the lives they dream of having. That's why I'm proud that Ambit Cares has successfully completed a second year of fighting hunger and helping people in our communities. Our goal is to help more people than ever achieve the life they want – and that begins by being able to provide enough food for their families.

Last year we spent more time making an impact in our communities – by providing food to mobile food pantries, donating to aid those affected by natural disasters and serving alongside one another as we fed people across the country. Each time our focus was the same – to fight hunger, and to do it together as an Ambit family.

We celebrate our accomplishments of 2017, but recognize there is still more work to do. Thank you for all of your tireless efforts to fight hunger in America, and we look forward to continuing the great work we've started.

**JERE THOMPSON, JR.**  
Co-Founder and CEO, Ambit Energy

# SERVICE

*from* **THE HEART**

Our second full year of Ambit Cares built on the success of 2016. The impact was felt around the country as we hosted food drives, gathered donations, served in soup kitchens and assisted in food pantries. We came to the aid of those in need and supported them with our time, efforts and contributions.

I could not be more proud of the dedication and hard work of our amazing volunteers. They showed how much they care in their respective communities by helping their neighbors and others. Our commitment continues as we press forward and fight back against hunger.

The giving doesn't stop there. Our committee of employee volunteers led the way as they planned a successful second Strike Out Hunger bowling tournament, which raised larger-than-ever before donations. These volunteers researched and hosted other volunteer events year-round to engage our employees and change the way hunger looks in the Dallas and Plano communities.

I'm thankful that I get to serve Ambit Cares with a Board of Directors who recognize the importance of working to end hunger in America. Their loyalty to fighting a problem that many discount as too big to tackle leaves me both humbled and honored.

Thank you for all of your contributions to Ambit Cares. It's my hope that you'll continue to stay on this journey with us as we fight hunger in America.



**LAURIE RODRIGUEZ**  
Board Chairman, Ambit Cares  
CFO, Ambit Energy



# MEASURING *the* IMPACT

The question is how to help those who face hunger every day. Ambit's answer is with unparalleled dedication and a heartfelt commitment to others. Our Consultant and employee volunteers served in communities across the country, gathering and sorting food for various hunger relief organizations. At Simulcast 2017, we kicked off the year matching Customer, Consultant and employee donations dollar-for-dollar, bowled for a good cause at our second annual Strike Out Hunger bowling tournament at AMBITION 2017 and closed out the year with our highest donation totals ever during Giving Tuesday.

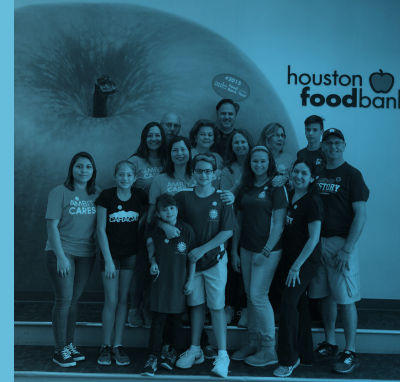
“I am really happy to be part of an organization that cares about the well-being of others and that means a lot to me.”

**DACIA MOODIE**

Marketing Consultant  
West Yarmouth, MA

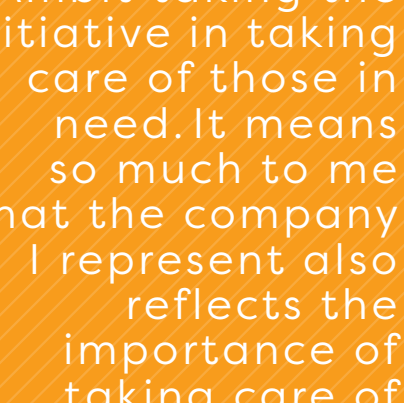
Ambit Cares donated countless Consultant and employee hours to help meet the needs of those who face hunger. In our second full year, we volunteered 6,700 hours, donated 180,000 pounds of food and collected \$176,000 in donations. We set the bar high in our first year, and we're continuing to raise it as we fight hunger.





# A DESIRE to SERVE

Our Consultants are the fabric that weaves Ambit Cares through communities across our country. They work, live and serve others daily in support of our mission to fight hunger. That fabric ensures the mission lives on as we help one person at a time.



I appreciate Ambit taking the initiative in taking care of those in need. It means so much to me that the company I represent also reflects the importance of taking care of those in need.

**JESSICA KNIGHT**  
Regional Consultant  
North Richland Hills, TX

## WINNING *the* FIGHT AGAINST HUNGER

The heartbeats of Ambit — our employees — embody the spirit of Ambit Cares throughout the Dallas and Plano communities. Whether it's collecting 650 pounds of food for the Reverse Food Truck, a mobile pantry, or participating in the annual Chili Cook-Off contest with proceeds benefitting Ambit Cares, Ambit employees serve and lead in the fight against hunger.

I feel great satisfaction working for Ambit knowing that as a company we place a priority on helping our community by developing an initiative to address a major issue like hunger in America.

**STEPHANIE MCKIBBEN**  
Ambit Energy Employee



# THE PERFECT GAME *to* BEAT HUNGER

AMBITION attendees rolled a double with the return of our second annual Strike Out Hunger bowling tournament. The Consultant-favorite event raised money from ticket sales and sponsors that went directly back into the communities where we serve to help those with the most need. Ambit Cares' approach is to change the way hunger looks in America.

Homelessness and hunger are a big deal in our country, and it's not something that our media publicizes enough. It feels good to contribute to that cause, knowing that it doesn't get enough attention.

**CARTER MOOK**

Executive Consultant  
Fairview, PA

STRIKE OUT



Hunger

# A FAMILY *Affair*

A few Consultants in our Ambit family lead the way in volunteerism. In 2017, the Ambit Cares Achievement Award went to a very special couple who have truly made an impact in their community. The winners of the 2017 Ambit Cares Achievement award were Regional Consultants Scott and Pamela Gaylord from Pittsburg, California. The coordinator for their local Senior Food Assistance Program describes them as “invaluable, hard-working and dedicated volunteers who have put in countless hours to help seniors who struggle with hunger.” This husband-and-wife volunteer duo embody the giving spirit of Ambit Cares and we’re thankful that they continually support our mission to fight hunger.

“ We have been able to encourage people, not only in our Community, but also among other Independent Ambit Consultants, to volunteer and provide food for those less fortunate.

**PAMELA GAYLORD**  
Regional Consultant

“ Our regular participation in Ambit Cares has allowed us to meet and make friends with our “customers” and with the other volunteers.

**SCOTT GAYLORD**  
Regional Consultant



# WE CAN *Do* IT!

You can play with your food and have a good time – while making an impact against hunger. Our Fall Food Drive for employees at our Dallas Headquarters and Plano Support Center put a dent in hunger with the first Canned Food Sculpture Contest benefitting the North Texas Food Bank. From city landscapes made entirely of cans and other food items to can tributes to the countries we serve, employees put their creativity on display for a good cause.

With an increase in employee donations of 104 percent, the effort crushed prior years' donations. The Food Drive was an astounding success ending with more than 5,000 pounds of food, which provided nearly 4,200 meals to North Texas residents.



“Ambit Cares is important to me because it shows the community we truly care, by taking time out to give a helping hand. Volunteering is not only good for the community but also for ourselves.”

**MONICA SAENZ**  
Ambit Energy Employee



# HOW WE *Gave* BACK

Our commitment shows in our giving. This is how we contributed in 2017.



**6,700**  
VOLUNTEER  
HOURS



**180,000**  
POUNDS OF FOOD



**\$176,000**  
TOTAL  
DONATIONS

# TOP AMBIT CARES *Donors* FOR 2017

Thank you to our generous donors who helped Ambit Cares grow tremendously in 2017 because of their contributions.

AMBIT ENERGY *Holdings LLC*

BRIAN *McClure*

RAY *Montie*

GENA *Curtis*

KIM *Terreira*

TIM AND SONJA *Devine*

LAURIE *Rodriguez*

CESAR AND SONIA *Baffoni*

STEVE *Thompson*

CHRIS AND DEBBIE *Atkinson*

JOHN *Burke*

CLINT AND SHANA *Hummel*

ALICE *Hinckley*

ROBERT *Simpson*

RICHARD AND MARY *Amoeda*

AARON *Moore*

JOSEPH AND KATHLEEN *Faubel*

# FINANCIAL

## Highlights 2017

### STATEMENT OF FINANCIAL POSITION

ASSETS	2017	2016
Cash and cash equivalents	\$ 95,960	\$ 53,689
Accounts receivable	\$ (1)	\$ 11,791
<b>TOTAL ASSETS</b>	<b>\$ 95,959</b>	<b>\$ 65,480</b>
<b>LIABILITIES &amp; NET ASSETS</b>	<b>2017</b>	<b>2016</b>
Accounts payable & accrued expenses	\$ 64,394	\$ 133
<b>TOTAL LIABILITIES</b>	<b>\$ 64,394</b>	<b>\$ 133</b>
<b>COMMITMENTS &amp; CONTINGENCIES</b>		
<b>NET ASSETS</b>	<b>2017</b>	<b>2016</b>
Unrestricted	\$ 31,564	\$ 65,347
Temporarily restricted	\$ -	\$ -
Permanently restricted	\$ 0	\$ -
<b>TOTAL NET ASSETS</b>	<b>\$ 31,564</b>	<b>\$ 65,347</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 95,959</b>	<b>\$ 65,480</b>

### STATEMENT OF ACTIVITIES

SUPPORT AND REVENUES	2017	2016
<i>UNRESTRICTED</i>		
<b>CONTRIBUTIONS//</b>		
<b>TOTAL CONTRIBUTIONS</b>	<b>\$ 165,891</b>	<b>\$ 65,496</b>
<b>SPECIAL EVENTS//</b>		
Ticket Sales/sponsorships	\$ 9,883	\$ -
Less: Direct costs	\$ 16,687	\$ 63
<b>TOTAL NET SPECIAL EVENTS</b>	<b>(\$ 6,804)</b>	<b>(\$ 63)</b>
Contributions in-kind	\$ 45,642	\$ 133,717
Investment and other income	\$ -	\$ 657
<b>TOTAL UNRESTRICTED SUPPORT AND REVENUE</b>	<b>\$ 204,730</b>	<b>\$ 199,806</b>
<b>TOTAL SUPPORT AND REVENUES</b>	<b>\$ 204,730</b>	<b>\$ 199,806</b>
<b>EXPENSES</b>	<b>2017</b>	<b>2016</b>
Program services	\$ 226,069	\$ -
Management & general	\$ 8,774	\$ 96,542
Fundraising	\$ 3,670	\$ 37,916
<b>TOTAL LIABILITIES</b>	<b>\$ 238,513</b>	<b>\$ 134,459</b>
<b>INCREASE / (DECREASE) IN NET ASSETS YTD</b>	<b>( \$33,783)</b>	<b>\$ 65,347</b>
<b>NET ASSETS / BEGINNING OF PERIOD</b>	<b>\$ 65,347</b>	<b>\$ -</b>
<b>NET ASSETS / END OF PERIOD</b>	<b>\$ 31,564</b>	<b>\$ 65,437</b>

# BOARD *of* DIRECTORS



**Jere Thompson, Jr.**  
Co-Founder and  
CEO, Ambit Energy

Jere Thompson, Jr. co-founded Ambit Energy in 2006 in response to new opportunities created by energy deregulation. Under his leadership, Ambit has grown from a start-up to a leading national retail energy provider operating in 16 states and the District of Columbia, Japan and Canada.



**Chris Chambless**  
Co-Founder and  
CMO, Ambit Energy

As Co-Founder and Chief Marketing Officer for Ambit Energy, Chris Chambless leads the company's effort to acquire residential and small business Customers in deregulated electricity and gas markets through a growing base of independent entrepreneurs who are learning from him how to tell a great story.



**John Burke**  
Chief Information Officer,  
Ambit Energy

John Burke is the Chief Information Officer and one of the founding partners of Ambit Energy. He is responsible for all system software development and support and oversees Ambit's security and infrastructure systems.



**Laurie Rodriguez**  
CFO, Ambit Energy  
Board Chairman, Ambit Cares

Laurie Rodriguez is the Chief Financial Officer of Ambit Energy and has served in that capacity since 2011. She oversees the company's Finance Department, including Accounting, Tax, Revenue Assurance, Financial Planning and Analysis, Risk Management and Energy Trading, Billing, Credit and Collections, Legal and Regulatory Compliance, Human Resources, Fulfillment, and Facilities.

# BOARD *Officers*

## **Todd** *Brock*

SENIOR VICE PRESIDENT OF ACCOUNTING & FINANCE

Todd Brock has been at Ambit Energy for more than 5 years, most recently serving as the Senior VP of Accounting and Finance and Controller. In addition to this role, he is also responsible for the billing of the company. Todd is a licensed Certified Public Accountant.

## **Julie** *Jacob*

TREASURY DIRECTOR

Julie Jacob leads the Treasury Department for Ambit Energy and has been with the company since 2011. She brings more than 20 years of cash and risk management experience and is responsible for its banking, lending and risk management services and relationships.

## **Patricia** *Zacharie*

VICE PRESIDENT OF LEGAL AND REGULATORY AFFAIRS  
BOARD SECRETARY, AMBIT CARES

Patricia Zacharie is the Vice President of Legal and Regulatory Affairs at Ambit Energy. She is responsible for the company's management of legal and regulatory compliance functions. Patricia has been a licensed attorney in Texas for more than 20 years and has served as in-house counsel for more than 10 years. Patricia also serves as the Board Secretary for Ambit Cares.

## **Eric** *Johnstone*

VICE PRESIDENT OF MARKETING AND FIELD SERVICES

Eric Johnstone is the Vice President of Marketing and Field Services for Ambit Energy. He leads the company's marketing communications, advertising, digital and social media, public relations, audio/visual and creative design teams. Additionally, he acts as a field development leader with more than 10 years' experience supporting the success of Ambit Consultants.

## **Anna** *Batman*

DIRECTOR, MARKETING COMMUNICATIONS  
PROGRAM DIRECTOR, AMBIT CARES

Anna Batman is responsible for the Marketing Communications team at Ambit Energy. This includes project management, email and social media marketing, digital strategy and public relations. Since its inception in 2015, she has also spearheaded Ambit Cares' program management and is passionate about spreading the mission to fight hunger.

## COMMITTEE MEMBERS

- Ann-Marie Nanny
- Anna Batman
- Aron Steven
- Ashley Davis
- Brian Jones
- Claire Mathison
- David Whitlark
- Irene Irving
- Jamye Johnson
- Katherine Nguyen
- Katie Koch
- Stephen Smith



# AMBIT CARES

## LOOKING FORWARD

While we've ended a successful year helping those who face hunger, we know that we can't stop. There's more work to be done, and we're steadfast in our commitment to help those who need us the most. We hope you'll continue with us on this journey to fight hunger in America.

Learn more at [ambitcares.org](https://ambitcares.org)