

AMBIT
CARES 

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ANNUAL REPORT

AMBITCARES.ORG

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FEEDING[®] AMERICA

A COMMUNITY THAT CARES

Ambit Cares believes in the power of a supportive community. Our goal for 2018 was simple: to harness the energy of community and together, make strides in the fight against hunger. One important milestone was being named a Supporting Partner of Feeding America[®], the nation's largest organization dedicated to fighting domestic hunger through a network of food banks. It was your generosity that helped us achieve our new role, and because of this more resources will be directed to the one in eight people who face hunger nationwide.

We take our commitment as a Supporting Partner seriously. By helping children, seniors and families, we fill a need that impacts every community.

BEING A GOOD NEIGHBOR



Ambit's goal has always centered around friends helping friends. Ambit Cares follows in that mission by bringing together our Customers, Consultants and employees in an effort to make a difference for others. I am proud of how we expanded our reach this year and became a Supporting Partner of Feeding America®. The work we do remains vital to the many communities across the country where we live, work and serve.

Our Ambit family remains committed to working together to support Ambit Cares' mission. From our people serving on the Ambit Cares Committee and leading our fundraising efforts to the Consultants who organize food and donation drives in their local communities, we stand together in our mission to find a solution for hunger in America.

This year we truly embodied the Ambit way as we raised the bar for fundraising and food drives. While we celebrate huge milestones, we know there is more work to do. Thank you for working alongside us as we continue to partner together to fight hunger as a community. We look forward to building on the accomplishments of this year.

A handwritten signature in black ink that reads "Jere Thompson, Jr." The signature is fluid and cursive.

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

Our third full year of Ambit Cares was another success. We touched many communities and we helped more people this year by aiding in the distribution of food at food pantries, completing donation challenges, providing food donations and more. We were named a Supporting Partner of Feeding America®, an organization to which we have provided support since our inception in 2015. Now, we can ensure our impact will reach the areas where help is needed the most.

I'm proud of the service of our Board of Directors, and that I get to work with such a talented group of individuals who champion and encourage our role in the fight against hunger. Their steadfast support is one of the many reasons Ambit Cares has been able to achieve so much in such a short amount of time.

Our dedicated volunteers continue to amaze me with their unwavering commitment to fighting hunger. We see evidence each day of how their communities are better because of the work of Ambit Cares. They are building the legacy of our organization and ensuring that those in need benefit from the resources we have available.

The leadership of the employee volunteer committee brought fresh new ideas that both engaged and inspired our employees in Dallas and Plano. They hosted the third annual Strike Out Hunger bowling event, which set new attendance and fundraising records. Equally important, this fun event brought more awareness to the issue of hunger. The impact made by our employees with events like Taco Tuesday and our Can-tastic Sculpture Competition can be directly traced back to the hard work of these individuals.

Lastly, I want to thank you. Whether you are a Customer, Consultant, employee or friend of Ambit, there's no way Ambit Cares could have achieved so much this past year without you. Your trust, as we work for such a good cause, does not go unnoticed. I hope you'll join us again in 2019 as we look to break even more barriers for those who struggle with hunger.



LAURIE RODRIGUEZ
Board Chairman, Ambit Cares
CFO, Ambit Energy

A LEGACY OF
GIVING





MAKING AN IMPACT

Hunger leaves no ZIP code untouched. That's why Ambit Cares matters to those most in need. Our Consultants and employees donated their time, talent and contributions across the country to help their local communities. They volunteered by serving in food kitchens and pantries, with hunger relief organizations, donating and distributing food and raising money. We kicked off the year with our annual Simulcast donation matching campaign. We held our third annual Strike Out Hunger bowling event, which was bigger and better than ever with more attendees taking part and record funds raised. We ended the year on a high note with a Can-tastic sculpture contest and our best Giving Tuesday yet.

In total, we volunteered 1,500 hours, donated 31,000 pounds of food and collected \$182,000 in contributions in our third full year. Hunger affects 40 million people in the U.S. today, and we're doing what we can – all across the country – to fight it.

PARTNERING AGAINST HUNGER

For the one in eight people who struggle with hunger in the United States, Feeding America® provides hope for a brighter future and access to healthy food. We took a huge step toward our goal this year by being named a Supporting Partner of Feeding America®, the nation's largest organization dedicated to fighting domestic hunger through a network of food banks. Since our inception in 2015, Ambit Cares has donated more than \$220,000 to support Feeding America®'s efforts.

Hunger is everywhere – in every community where we live and work. Food insecure households, where there's not enough food to eat, are often a common link to other problems related to housing, education and unemployment. This important new partnership means that Ambit Cares' donations will help deliver more food and resources to the areas where they are most needed. With your help, we can make meaningful progress in the fight to end hunger.



FEEDING
AMERICA



Our Consultants share the spirit of Ambit Cares across the country. They volunteer, work and serve together in their communities. Whether they sort canned goods alongside one another at a food pantry or organize a food drive, they spread the good work that Ambit Cares does across the U.S. Their presence ensures that hunger is addressed one neighborhood, one city and one state at a time.



Ambit Cares is my opportunity to be a go-giver.

RYLONA WATSON
Senior Consultant
New York, NY



North
Texas
Food
Bank

ABOVE AND BEYOND SERVICE

Our employees drive change on the front line serving in Dallas and Plano, Texas. They search for new ways to help those who struggle with putting food on the table while contributing their time, funds and talents to various volunteer efforts. From giving their time to local nonprofit, Hunger Busters, and making more than 1,600 meals for Dallas-area school students, to turning a Taco Tuesday into a record-setting employee fundraiser, our team worked hard to fulfill the Ambit Cares' mission right here at home. They are proud to move the fight against hunger forward by giving back.



Partnering with Ambit Cares is one of my favorite things about working at Ambit Energy. We don't just talk the talk, we walk the walk all year-round and have fun while giving back to the community.

JESSICA BURTON
Field Recognition Coordinator





A WIN AGAINST HUNGER

AMBITION 2018 attendees hit their third strike in a row with the most successful Strike Out Hunger bowling event to date. Through the generous donations of sponsors combined with ticket sales, the crowd turned out record numbers bringing yet another win against hunger. There were more Consultant teams signed up for the yearly tournament and nearly 345 Consultants in attendance, making the event the largest Strike Out Hunger in Ambit Cares' history.

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Many people struggle and don't know how to help themselves. Those of us with time or money to give should help as many as we can. Ambit Cares makes it very easy for all of us to help!

CHRIS SHEIL
Senior Consultant
Spring Grove, IL

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BEST OF THE BEST

While we appreciate the efforts of all our Consultants, each year we have the honor of recognizing those in our Ambit family who stand out as true leaders in volunteerism. These individuals embody the giving spirit of Ambit Cares and continually support our mission to fight hunger. In 2018, the Ambit Cares Achievement Award was awarded to a very special Senior Consultant, who is a valued volunteer in her community. She spends countless hours helping low-income families and individuals in Western Connecticut fight hunger while providing them with the tools to set them on the path to self-sufficiency. 2018's Ambit Cares Achievement award winner was Senior Consultant Diana Cepeda from Danbury, Connecticut. Her service and commitment are true examples of the impact our Consultants have nationwide.



**Diana
Cepeda**
Senior Consultant

LAST CAN STANDING

Ambit employees put a lid on the competition with our second annual Can Sculpture Contest, benefitting the North Texas Food Bank. Three teams competed in our Dallas Corporate Office using canned goods to create stunning holiday tributes, while the Plano Support Center held a canned food drive. This year's theme was 'Season of Giving,' and this year's winner created a full lo-can-motive setup with sound effects included. However, the real winner was the North Texas Food Bank. The food drive totaled 1,500 pounds of food, which provided nearly 2,385 meals to North Texas families.



HOW WE GAVE BACK

Our commitment shows in our giving.
This is how we contributed in 2018.



31,000
POUNDS OF FOOD



1,500
VOLUNTEER HOURS



\$182,000
TOTAL CONTRIBUTIONS

TOP AMBIT CARES DONORS 2018

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

Ambit Energy Holdings, LLC
Brian & Betsy McClure
Laurie Rodriguez
Sonia S. Baffoni
Robert S. Thompson
Buffalo Sabres Foundation
Frank Schmaeling
Chris & Debbie Atkinson
Ray Montie
Dundy Aipoalani
Kellie Dernoshek
Nancy Larson
Clint Hummel
Jere W. Thompson, Jr.
Robert Mucha
Jeffrey Klugman
Tommie Rains
Follett Higher Education Group
Arlan Daniels
John Hwang

FINANCIAL HIGHLIGHTS 2018

STATEMENT OF FINANCIAL POSITION

ASSETS	2017	2018
Cash and cash equivalents	\$ 95,960	\$ 56,954
Accounts receivable	\$ (1)	\$ 0
TOTAL ASSETS	\$ 95,959	\$ 56,954

LIABILITIES & NET ASSETS	2017	2018
Accounts payable & accrued expenses	\$ 64,394	\$ 30,876
TOTAL LIABILITIES	\$ 64,394	\$ 30,876

COMMITMENTS & CONTINGENCIES

NET ASSETS	2017	2018
Unrestricted	\$ 26,078	\$ 31,564
Temporarily restricted	\$ -	\$ -
Permanently restricted	\$ 0	\$ -
TOTAL NET ASSETS	\$ 31,564	\$ 26,078
TOTAL LIABILITIES & NET ASSETS	\$ 95,959	\$ 56,954

STATEMENT OF ACTIVITIES

SUPPORT AND REVENUES	2017	2018
<i>UNRESTRICTED</i>		
CONTRIBUTIONS//		
TOTAL CONTRIBUTIONS	\$ 165,891	\$ 130,736
SPECIAL EVENTS//		
Ticket Sales/sponsorships	\$ 9,883	\$ 15,125
Less: Direct costs	\$ 16,687	\$ 12,705
TOTAL NET SPECIAL EVENTS	(\$ 6,804)	(\$ 2,420)
Contributions in-kind	\$ 45,642	\$ 38,863
Investment and other income	\$ -	\$ -
TOTAL UNRESTRICTED SUPPORT AND REVENUE	\$ 204,730	\$ 172,019
TOTAL SUPPORT AND REVENUES	\$ 204,730	\$ 172,019

EXPENSES	2017	2018
Program services	\$ 226,069	\$ 167,007
Management & general	\$ 8,774	\$ 8,161
Fundraising	\$ 3,670	\$ 2,337
TOTAL LIABILITIES	\$ 238,513	\$ 177,505
INCREASE / (DECREASE) IN NET ASSETS YTD	(\$33,783)	(\$5,486)
NET ASSETS / BEGINNING OF PERIOD	\$ 65,347	\$ 31,564
NET ASSETS / END OF PERIOD	\$ 31,564	\$ 26,078

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 international 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 GOVERNANCE



board officers

Todd Brock

SENIOR VICE PRESIDENT
OF ACCOUNTING & FINANCE

Todd Brock has been at Ambit Energy for more than 6 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 in the state of Arkansas, and has almost 25 years of professional experience.

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 Spiller
- *Katherine Nguyen
- Katie Koch
- **Maria Sandoval
- Stephen Smith

BOARD GOVERNANCE

*Katherine Nguyen - stepped down from service during fiscal year 2018.

**Maria Sandoval - commenced service during fiscal year 2018.

AMBIT CARES

Each year, we celebrate our progress but recognize the importance of the work we have to do in the year ahead. We recognize the need that still exists for the 40 million people who go hungry each day in the United States. There's more to do, and we remain committed in our efforts. Thank you for your help in 2018. We hope you'll continue to stand with us as we help others in the fight against hunger in our communities.

**Learn more and join us at
ambitcares.org.**

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