



**AMBIT ENERGY**  
INDEPENDENT CONSULTANT

# AMBITION

Summer 2019

August | Shawn M Odneal

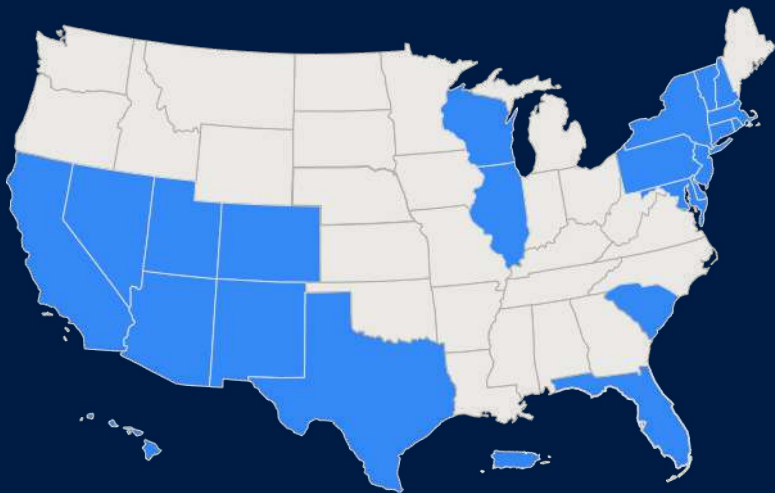


**SUNRUN**



- Today, less than 3% of the total US power grid is generated by solar
- Year 2021 US grid will grow to at least 10% solar and investment in solar will reach....  
**\$630Billion!!**
- By year 2035 global investment in solar will reach.....  
**\$3.5Trillion!!!**





We have **255,000+** customers and sell our solar service in **23 states**, the District of Columbia and Puerto Rico.

# Sunrun at a Glance.

## OUR MISSION

To create a planet run by the sun.

## OUR BEGINNINGS

- Founded in 2007
- HQ in San Francisco
- Pioneered Residential “Solar as a Service”



SUNRUN SERVES

255,000+  
customers

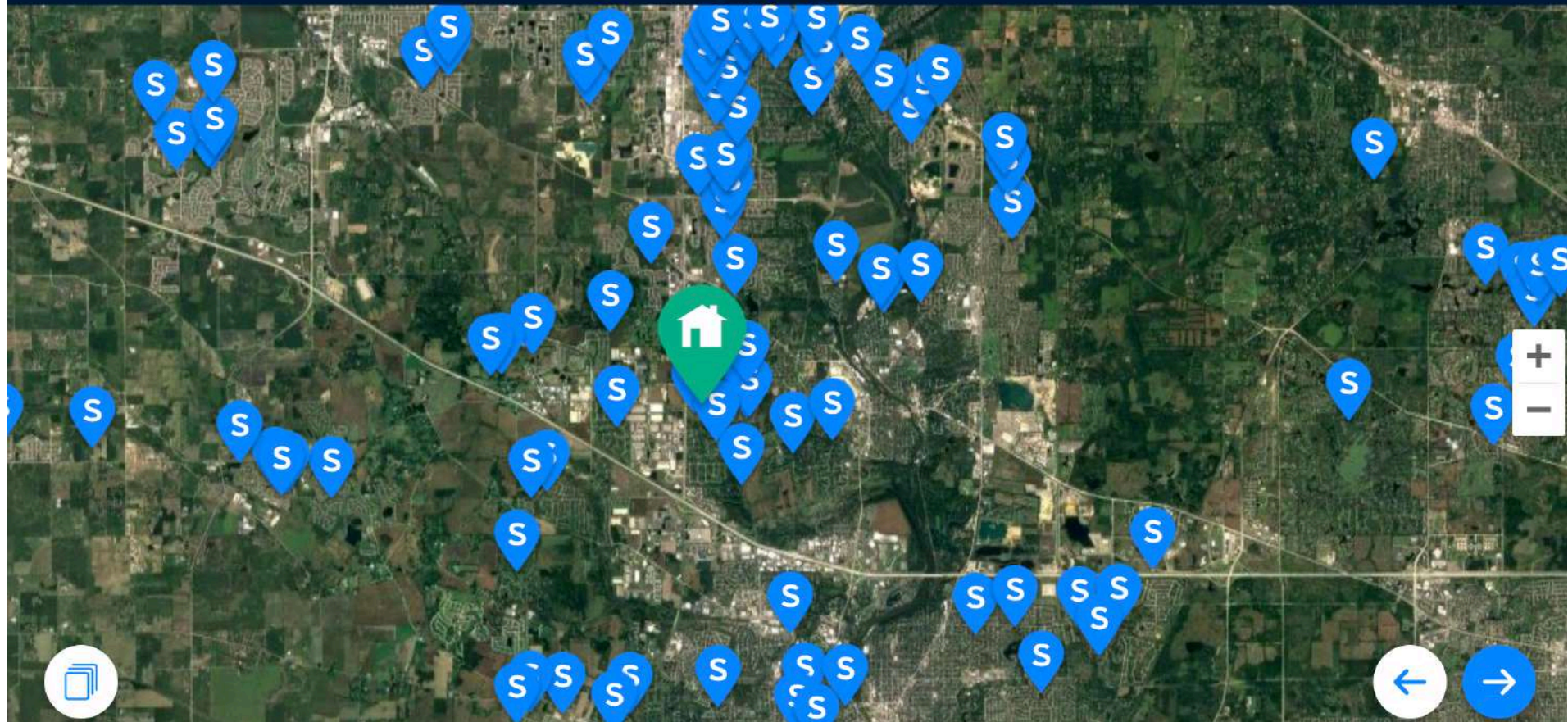
LOCATED IN

23 states

PLUS THE DISTRICT OF COLUMBIA  
AND PUERTO RICO



1,758 of your neighbors within 25 miles have gone solar with Sunrun.



# Sunrun is Led by Seasoned Professionals with Extensive Industry Experience

 <p><b>LYNN JURICH</b> CEO &amp; Co-Founder</p> <p> </p>	 <p><b>EDWARD FENSTER</b> Executive Chairman &amp; Co-Founder</p> <p> </p>
 <p><b>BOB KOMIN</b> Chief Financial Officer</p> <p>  </p>	 <p><b>CHRIS DAWSON</b> Chief Operating Officer</p> <p> </p>





# The Time for Solar is Now

Power for the people. By the people.

The U.S. is lagging in the energy revolution, and it's costing us. It's time to rally Americans towards a cleaner, more reliable and affordable energy system - one that empowers each and every household to be part of the solution.

**sunrun**

# Future Generation

Home solar could meet 40% of America's power needs. The path to a sustainable energy future and healthier communities is one of partnership, collaboration and innovation.



## Embrace Common Sense

State and federal policymakers must create forward-looking policy that enables solar and battery integration into traditional power grids.



## Think Small

Focus on one home at a time, as home solar is key to overall community health and economic viability.



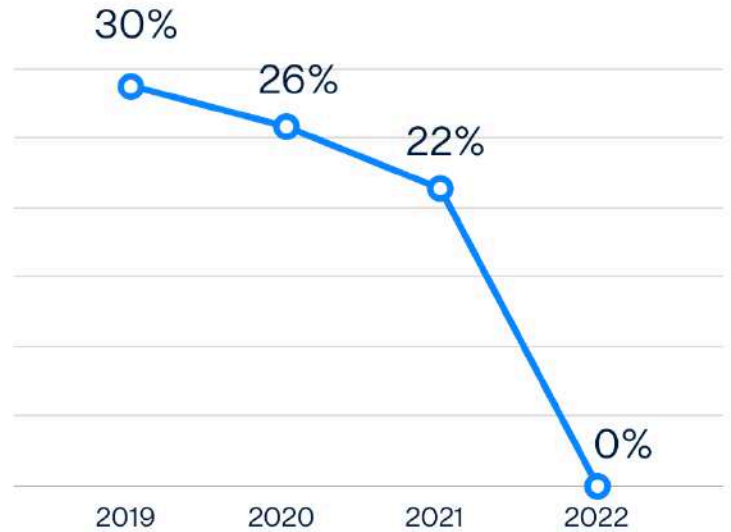
## Encourage Adoption

Use smart policies and incentives to keep a handle on the utility spending binge and encourage clean, local power.



# Today is the best day to go solar!

**Federal solar tax credit schedule**




If you have taxable income and own the system, you may qualify for the Federal Solar Tax Credit in your next federal income tax return. Consult a qualified tax professional for assistance and details. Sunrun does not guarantee when your system will be installed.

Read Dates	Meter Number	Load Type	Reading Type	Previous	Present	Difference	Multiplier	Usage
9/6-10/7	[REDACTED]	General Service	Total kWh	21584	Actual	22381	Actual	797
								x 1
								797

## CHARGE DETAILS

Residential - Single 9/6/19 - 10/7/19 (31 Days)

 <b>SUPPLY</b>		<b>\$58.50</b>
Electricity Supply Charge	797 kWh X 0.05998	\$47.80
Transmission Services Charge	797 kWh X 0.01226	\$9.77
Purchased Electricity Adjustment		\$0.93

 <b>DELIVERY - ComEd</b>		<b>\$45.61</b>
Customer Charge		\$11.30
Standard Metering Charge		\$5.15
Distribution Facilities Charge	797 kWh X 0.03537	\$28.19
IL Electricity Distribution Charge	797 kWh X 0.00122	\$0.97

<b>TAXES &amp; FEES</b>		<b>\$10.95</b>
Environmental Cost Recovery Adj	797 kWh X 0.00021	\$0.17
Renewable Portfolio Standard	797 kWh X 0.00189	\$1.51
Zero Emission Standard	797 kWh X 0.00190	\$1.51
Energy Efficiency Programs	797 kWh X 0.00065	\$0.52
Franchise Cost	\$45.02 X 2.06400%	\$0.93
State Tax		\$2.63
Municipal Tax		\$3.68

Service Period Total **\$115.06**

Total Amount Due **\$114.61**

## UPDATES

### ComEd

- **PRICE TO COMPARE:** The ComEd electric supply price to compare is 7.224 cents per kWh. This price does not include a monthly purchased electricity adjustment factor that may range between +\$0.005 and -\$0.005 per kWh. For more information and supplier offers visit <https://www.pluginillinois.org/fixedrate.aspx>. For more information on ComEd bill line items go to [ComEd.com/UnderstandBill](http://ComEd.com/UnderstandBill).
- **YOUR COMED BILL:** Need help understanding your bill line item definitions? Please visit us at [ComEd.com/UnderstandBill](http://ComEd.com/UnderstandBill) or call 800-334-7661
- **ENVIRONMENTAL DISCLOSURE STATEMENT:** ComEd's Environmental Disclosure Statement can now be found online at [ComEd.com/EnvironmentalDisclosure](http://ComEd.com/EnvironmentalDisclosure)
- **WAYS TO PAY:** Looking for ways to pay your bill? Visit [ComEd.com/PAY](http://ComEd.com/PAY)
- **ILLINOIS COMMERCE COMMISSION CONSUMER DIVISION:** The Consumer Services Division is available at 800-524-0795 to help resolve disputes with ComEd. However, customers should contact ComEd before seeking assistance from the ICC.



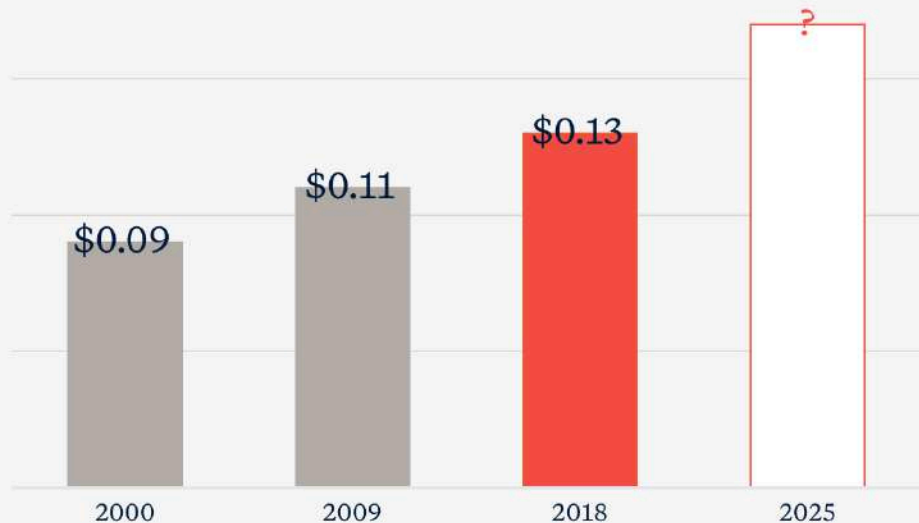


Since 2006,  
average ComEd  
rates have gone up  
50%.

Historical Rates

Future Bills

Average residential rates



This is based on the U.S. Energy Information administration's EIA-861 data. Your rates may vary.

Read Dates	Meter Number	Load Type	Reading Type	Previous	Present	Difference	Multiplier	Usage
8/13-9/16	273263141	I/O w/ Flow Thru	kWh From Grid		Actual	Actual		203
8/13-9/16	273263141	I/O w/ Flow Thru	kWh To Grid		Actual	Actual		438

## CHARGE DETAILS

Residential - Single 8/13/19 - 9/16/19 (34 Days)



### SUPPLY

Electricity Supply Charge	203 kWh X 0.05608	\$11.38	
Transmission Services Charge	203 kWh X 0.01115	\$2.26	
Purchased Electricity Adjustment		-\$0.01	
Net Metering Credit - Supply	203 kWh X -0.06717	-\$13.64	



### DELIVERY - ComEd

Customer Charge		\$11.30	
Standard Metering Charge		\$5.15	
Distribution Facilities Charge	203 kWh X 0.03537	\$7.18	
IL Electricity Distribution Charge	203 kWh X 0.00122	\$0.25	
Net Metering Credit - Delivery	203 kWh X -0.03659	-\$7.43	

## TAXES & FEES

Environmental Cost Recovery Adj	203 kWh X 0.00021	\$0.04	
Renewable Portfolio Standard	203 kWh X 0.00189	\$0.38	
Zero Emission Standard	203 kWh X 0.00190	\$0.39	
Energy Efficiency Programs	203 kWh X 0.00065	\$0.13	
Net Metering Credit - Other	203 kWh X -0.00465	-\$0.94	

Service Period Total **\$16.44**

## MISCELLANEOUS

Net Metering Excess Gen - Rollover 235 kWh

Thank you for your payment of \$62.42 on September 12, 2019

Total Amount Due

**\$16.44**

## UPDATES

### ComEd

- **PRICE TO COMPARE:** The ComEd electric supply price to compare is 6.723 cents per kWh. This price does not include a monthly purchased electricity adjustment factor that may range between +\$0.005 and -\$0.005 per kWh. For more information and supplier offers visit <https://www.pluginillinois.org/fixedrate.aspx>. For more information on ComEd bill line items go to [ComEd.com/UnderstandBill](http://ComEd.com/UnderstandBill).
- **WAYS TO PAY:** Looking for ways to pay your bill? Visit [ComEd.com/PAY](http://ComEd.com/PAY)
- **ILLINOIS COMMERCE COMMISSION CONSUMER DIVISION:** The Consumer Services Division is available at 800-524-0795 to help resolve disputes with ComEd. However, customers should contact ComEd before seeking assistance from the ICC.
- Past due balances are subject to late charges.



SUNRUN helps recruit NEW CONSULTANTS into AMBIT

500%

FASTER!!



# Who is your Sunrun Buddy?

[Shawn.Odneal@sunrun.com](mailto:Shawn.Odneal@sunrun.com) 224.220.4815 or 708.427.1509





# NO COST SOLAR

## AMBIT - SUNRUN

This partnership gives us the unique ability to remove the cost of the solar equipment for customers. The customer is responsible for the cost of solar energy ONLY.... NOT the cost of solar equipment hardware!



# Insights and takeaways.



**PREDICTABILITY.** Customers will know exactly what their electric bills will be for the next 20-25 years!



**CONTROL.** Customers fix electric cost and protect themselves from future electrical price increases!



**VALUE.** Customers increase home values by installing a reliable, proven and amazing technology to the home that lasts for decades!



**ENVIRONMENT.** Customers help save the planet by creating a home energized by clean energy!



**LONGEVITY.** There is strong scientific evidence solar panels will produce energy for 50-100 yrs!



**NETWORK.** Customers are excited to learn how they can join the solar revolution and make \$\$ referring friends and family!!



SEPTEMBER 1 - 30, 2019

# SOLAR 250

Sunrun will give homeowners in ALL Ambit Energy Sunrun markets \$250 when they sign up for solar energy. That's right. Sunrun is literally paying Customers to lease an energy-saving, money-saving\* solar system. That's an offer they can't refuse!

## Eligibility Requirements:

Open to individuals who (i) own a home in a partner market of Ambit Energy and Sunrun (ii) personally receive an invitation by email or in-person to participate from either Ambit Energy Holdings, LLC ("Ambit"), Sunrun Inc. ("Sunrun") or a Sunrun authorized sales representative, (iii) mention Ambit during his or her initial consultation with Sunrun and (iv) sign a Customer Agreement and receive Sunrun Sign Off to that Customer Agreement by September 30, 2019 (the "Participant"). Individuals who receive invitations to participate from third parties are not eligible to receive an Offer Reward.

By participating in the promotion, the Participant agrees to the terms of the Sunrun \$250 Offer and to the Terms and Conditions for Sunrun Inc. Promotional Offers (the "Offer Terms and Conditions, available at [sunrun.com/tos/general-terms-and-conditions-for-sunrun-inc-promotional-offers](http://sunrun.com/tos/general-terms-and-conditions-for-sunrun-inc-promotional-offers)) which constitute the entire understanding and agreement between Sunrun and Participant and supersede all other agreements, whether written or oral. All capitalized terms not defined herein, shall have the meaning ascribed in the Offer Terms and Conditions.

## Offer Reward:

Each eligible Participant will receive \$250 (the "Offer Reward") to be issued in a form to be determined by Sunrun in its sole discretion. The Offer Reward may be issued in the form of a VISA® gift card issued by U.S. Bank National Association pursuant to a license from VISA U.S.A. Inc. Rewards Cards. Rewards Cards expire six (6) months after issuance. For the cardholder agreement or terms and conditions, visit <http://www.sunrun.com/mysunrun-Rewards/CHAgreement>. The Offer Reward shall be payable 4 to 8 weeks after (i) installation has begun on the Participant's Solar Facility and (ii) confirmation that Participant's Sunrun accounts are in good standing as defined in the Sunrun Customer Agreement.



# SUNRUN®





Thank you.

Shawn Odneal

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