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DEAR FRIENDS:

Ms. Alexander was living the American dream until she faced divorce, the loss of the home she owned, and the loss of her job. Her bills began to mount, and she received a turn-off notice for her power. But she couldn’t lose power – her son has a chronic illness and needs special medical equipment to breathe. “Just because you live in a certain zip code doesn’t mean it can’t happen to you,” Ms. Alexander said. After receiving help from the Fuel Fund, she said, “I will be forever grateful to the wonderful people at the Fuel Fund, and more importantly, to the generous donors who give donations out of the goodness of their hearts. You did not judge me when I was desperate for help, and for that I will always be grateful.”

This is just one of the life-changing outcomes achieved by the Fuel Fund of Maryland, thanks to your support.

Did you know that more than 500,000 Maryland households face an unaffordable home energy burden and qualify for assistance? For these low-income Marylanders—including working parents with children, seniors, veterans, persons with disabilities and those facing extraordinary medical challenges—the prospect of having their home energy shut off due to late payments is all too real. Sadly, our neighbors often must make dangerous choices between buying food, filling prescriptions, or paying their utility bills. Fuel Fund of Maryland provides financial energy assistance in times of crisis as well as long-term, sustainable strategies to reduce energy use, lower costs, and develop innovative energy solutions through our Watt Watchers® program.

Powered by the generosity of more than 17,000 individual donors like you, the Fuel Fund of Maryland safeguarded 10,830 households from the loss of power - more than any other year in our 35 year history! I hope you will take pride in the role you played in helping us achieve this milestone.

In the months ahead, the Board and Staff of the Fuel Fund will:
• Assist those in need when crisis strikes;
• Continue to make home energy more affordable to Marylanders;
• Explore new techniques to augment our existing Watt Watchers® program, by creating a “toolbox” of support based on each client’s needs; and
• Advocate for those in need through meaningful and effective policy change.

Thank you for your support of Ms. Alexander and the thousands of vulnerable Maryland neighbors who turn to the Fuel Fund for help. Together, we can work to ensure that Marylanders stay connected to their home energy.

Jack Ramey  
President, Board of Directors

Jon Rosa  
Executive Director
FY16 BOARD OF DIRECTORS

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Regional Vice President
Fidelity Investments

VICE PRESIDENT
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MidAtlantic Farm Credit

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Bill Stone
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Mobern Lighting

STAFF LEADERSHIP
Jon Rosa
Executive Director

Dick Doran
Director of Program Services

Myriam Tourneux
Director of Strategic Initiatives
OUR PARTNERS

Anne Arundel County Salvation Army

Paul’s Place, Inc.

Maryland Department of Human Resources

40 West Referral and Assistance Center

United Church Assistance Network (UCAN)

Maryland Department of Housing and Community Development

Franciscan Center

Human Services Programs of Carroll County

Community College of Baltimore County

Hampden Family Center

Carroll County Salvation Army

Enoch Pratt Free Library

GEDCO

Community Action Council of Howard County

Baltimore City Salvation Army

Howard County Salvation Army
FY16 RESULTS

10,830 Households
13,187 Children
28,631 Individuals
1,298 Watt Watchers Graduates
9,343 Donors

Households Served by County

OUR VISION

All Marylanders will have the resources to meet their home energy needs.
**FY16 FINANCIALS**

**STATEMENTS OF FINANCIAL POSITION**

**YEAR END JUNE 30, 2016**

<table>
<thead>
<tr>
<th>CURRENT ASSETS</th>
<th>$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>1,731,493</td>
</tr>
<tr>
<td>Contributions Receivable</td>
<td>-</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>2,372</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>1,733,865</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PROPERTY AND EQUIPMENT</th>
<th>$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Furniture and Equipment</td>
<td>34,752</td>
</tr>
<tr>
<td>Software</td>
<td>375,758</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>410,510</td>
</tr>
<tr>
<td><strong>Less Accumulated Depreciation</strong></td>
<td>(190,268)</td>
</tr>
<tr>
<td><strong>Net Property and Equipment</strong></td>
<td>220,242</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>OTHER ASSETS</th>
<th>$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investments</td>
<td>5,059,224</td>
</tr>
<tr>
<td>Deposits</td>
<td>20,426</td>
</tr>
<tr>
<td><strong>Total Other Assets</strong></td>
<td>5,079,650</td>
</tr>
</tbody>
</table>

**TOTAL ASSETS** | $ 7,033,757 |

**LIABILITIES AND NET ASSETS**

<table>
<thead>
<tr>
<th>CURRENT LIABILITIES</th>
<th>$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>36,431</td>
</tr>
<tr>
<td>Accrued Expenses</td>
<td>62,236</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>150,444</td>
</tr>
</tbody>
</table>

**NET ASSETS** | $ 6,883,313 |

**UNRESTRICTED NET ASSETS**

<table>
<thead>
<tr>
<th>UNRESTRICTED REVENUES, GAINS, AND OTHER SUPPORT</th>
<th>$</th>
</tr>
</thead>
<tbody>
<tr>
<td>Utility Credits</td>
<td>3,920,083</td>
</tr>
<tr>
<td>Foundation Grant Revenue</td>
<td>198,123</td>
</tr>
<tr>
<td>Individual and Corporate Revenue</td>
<td>1,022,933</td>
</tr>
<tr>
<td>Investment Income</td>
<td>27,623</td>
</tr>
<tr>
<td><strong>Net Assets Released from Restriction</strong></td>
<td>2,896,235</td>
</tr>
<tr>
<td><strong>Total Unrestricted Revenues, Gains, and Other Support</strong></td>
<td>8,064,997</td>
</tr>
</tbody>
</table>

**EXPENSES** | $ 7,933,799 |

| Program Services | 7,121,146 |
| Management and General | 331,391 |
| Fundraising       | 481,262 |
| **Total Expenses** | 7,933,799 |
| **Increase in Unrestricted Net Assets** | 131,198 |

**TEMPORARILY RESTRICTED NET ASSETS** | $ |

| Contributions | 93,995 |
| Net Assets Released from Restriction | (2,896,235) |
| **Decrease in Temporarily Restricted Net Assets** | (2,802,240) |
| **Decrease in Total Net Assets** | (2,671,042) |
| **Net Assets - Beginning of Year** | 9,554,355 |
| **Net Assets - End of Year** | 6,883,313 |
FY16 SUPPORTERS

DONATIONS HELP THE FUEL FUND OF MARYLAND KEEP PEOPLE CONNECTED TO LIFE-SUSTAINING ENERGY.

CHAIRMAN’S CIRCLE $100,000+
Anonymous (1)

PRESIDENT’S CIRCLE $25,000+
BGE
Town Creek Foundation

SPONSORS $10,000+
Anonymous (1)
BGE
Town Creek Foundation

CONTRIBUTORS $2,500+
Anonymous (2)
Barcoding
Carroll’s-Gill’s Endowment Fund
Jane Daniels
Michael DiBerardo
Kathleen Ellis
David Freeman
J.C. Crothers Foundation
Francis C. Manley
The Marksmen Company
Number Ten Foundation
Jane O’Leary
Richard T. Radcliffe
Stephen Rohrs
Kathleen Siciliano
David W. and Bonnie Thompson

NEIGHBORS $1,000+
Christopher and Clementine Andon
Anonymous (22)
B&R Construction Services
David Blum
Brown Investment Advisory
Coldwell Banker
Community Baptist Church
Robert Conn
Stephanie Contag
Karen Crook
Morris and Valerie Cunningham
Samuel and Laurie Cushman
Wallace and Anne Dann
Stella Der
Elizabeth Dorn
Loreen Doyle

John and Kathryn Fader
Lois Flowers
J. Robert Frazee
William Gay
Gouline Family Foundation
Watson and Margarita Gregg
Stuart Grossman
David Hartcorn
Richard Heacocks
Wilson Heaps
Robert and Margaret Helm
Victorio and Diane Hoskins
Jeffrey Howle
Richard Hulit
Mary January
Tanya King
Peter Leffman and Hanna Geldrich-Leffman
Frank Lehnarttt
Kurt Lorenz
Thierry Marbach
Joseph and Kathy Mattos
James and Elizabeth McAvaney
Lindsay McCrory Monti
Theresa McKenty
Nancy Meredith
Thomas and Victoria Milan
Jan Miles and Leslie Bridgett
Miller Pipeline Corporation
Modern Lighting Company
David Mold
Harry and Anna Page
Paternayan/Ramsden Fund
Michael Pellegrini
Melynda Penn

Richard Phelps
Thomas Pilon
Garrett and Penelope Power
Barbara Pratt
Jack Ramey
Kenneth Renning
William and Theodora Reynolds
Maureen Ritter
John and Audrey Rogers
Roland Park Presbyterian Church
Mary Rowe
David Sawitzki
James and Paula Schauble
Michael Schmeckpeper
Michael and Cheri Scobie
Sheila Shaw
Stanley Black and Decker
Brian and Carolan Stanisky
Katharine Stierhoff
William Stone
A. Sumner
Sean and Sandra Sweeney
Angelina Taylor
James Teesdale
Mary Ellen Vanni
David and Christine Wallace
Harold White
Steven Wicinski
Edward and Mary Jo Wiese
Wolman Family Foundation
Womens Fellowship of First Presbyterian
Judith Wood
Zerodraft Maryland
Thank you to all that have donated!

ACQUAINTANCES $500+
Mary Alexander
Anonymous (55)
Susan Ayres
Cynthia Ballard
Mitche Batza
Michael and Mary Baxter
Rebecca Becker
Judith Binkley
Thomas Blakey
Bruce Burns and Bonnie Dubel
John Carey
David Carman
Catholic Community of St. Francis
Xavier
Douglas and Linda Chell
Jane Christie
Edward and Jeanne Clapp
Mary Close
Kenneth Cohen
Harry and Felipa Coleman
Delia Coronel
Jody Costa
Deborah Cowell
David and Jan Craine
Richard Crone
Jill Cyford
Stephen Dallmus and Linda Bells
Patricia Davis
Mary Delaney
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Thomas and Sharon Dissinger
Aziza Doumanii
Charles and Alice Dyer
Roger and Michelle Eastman
Rebecca Ehrlich
Rajaa El Meskini
Ben Etheridge
Exelon
George and Elaine Farrant
Bradley Fine
Ruth Finglass
Bravette Fleet
David Forman
Janet Gehman
Megan Gillick
T.E. Gingrich and Julie Wollam-Gingrich
W. Gore
Rita Gottlieb
Elias and Elena Goul
Cheryl Griffin
Robert Harmon
Janet Heald
John Hearn
Alan Heck and Korva Coleman
Philip Henjum
Charles Hirsch and Mary Miller
Anne Imboden
Robert Ingram
Hugh Ivory
Robert and Helen Jakobe
Laura Jansen
Ronald and Nancy Jarashow
Marguerite Jenkins
Pamela Johnson
Mary Johnson
Sharon Johnson
Melissa Junge
Tobi Karchmer
Mark and Lisa Kaufman
Paul Keene
Thomas Kenney
Kittamaqundi Community
Lyle Knight
Knights of Columbus, St. Bartholomew Council #9127
David Lambdin
Susan Lancelotta
John Larabee
Kevin Larrowe
Raymond LeVesse
Andrea Lewis
Joe and Lonnie Lowrance
Donald Mac Vean
Brian and Kathleen Mallare
Marian Martin
Anthony Martino
Janetta McFarland
Kathleen McGuire
Nancy Melvin
Alan Meyer
Miller Land Company
Kyle Miller
Taghi and Anne Modarressi
Maria Montgomery
Harold Morganstern
Burnett Morsell
Stephen Myers
Samuel and Anna Nissen
Charles Noell
Alexander Obaza
Richard O’Brien
John O’Hara
Harry and Anna O’Neill
Laurine Ottmar
Gerald Page
Lawrence Pakula
Linda Panitz
Helen Peddicord
Mary Perschy
Malika Peterson
Stephen and Devon Pinkett
Virginia Pond
Jack Pugatsky
James Richey
Kathleen Schmidt
Stuart Seltzer
Bayinnah Shabazz
Daniel and Gay Shackelford
Abby Sheppard
Derrick Siddall
Margaret Siewert
David Sill
John Singleton
Beth Slepiian
Jeffrey and Judith Smallwood
Wayne and F. Louise Smith
Scott Stanchfield
Phillip and Janet Stein
Ronald Steinberg
H. Lee Stierhoff
Robert Tapp
Vernita Thompson
Robert Tomlinson
Timothy Trageser
William Trimble
Henry Turner
John and Carole Vincent
Maribeth Vogel
Walter and Jennifer Walge
Dale Walker
Patricia Walter
Maria Wawer
John Wells
Daniel Whelton
James Wilhelm
Jeffrey Winter
Dale and Colette Willig
Steven Wofford
David and Patricia Wynkoop

This list reflects contributions recorded from July 1, 2015 to June 30, 2016. Please let us know if your name is incorrect, or if you are missing from the list.