

# **Open Air Campaigners Management Team Report**



**Quarter 3, 2024**  
(July - September)

# SUMMARY REPORT FROM CENTRAL SERVICES

## JOHN CUTLIP (PENNSYLVANIA)



In addition to the daily ongoing ministry tasks attended to during this quarter, a number of special projects here at Central Services also took place including:

- \* Received word staff man from Chip Wolfe in that he has purchased a 3D printer which will allow him to make the check and balance object lesson in-house. Chip is gradually gearing up to eventually take on the task of transitioning our open-air supplies from here in eastern Pennsylvania to his location in Central Pennsylvania. Once complete, he will fill all incoming supplies orders from his end and our Central Services office will process all of the invoicing and payment tasks from this end.
- \* I have been in contact with Ed Swehla who deeded some property in Missouri to OAC a number of years ago. Even though the land is currently in our name, Ed uses it and pays taxes until his death at which time we will take possession. The local power company there has just completed installing some utility poles which will enable electric power supply to a neighbor.
- \* Our 2023 annual financial audit (copy included) and related filing with the state of Pennsylvania and IRS have been successfully completed this quarter.
- \* Tom Fox and Brian Harmon visited the Central Services office and while here we conducted a Management Team and Board meeting. It was also a good opportunity to provide them with a tour of our local set-up and go over some of the ongoing protocol of the administrative ministry to our OAC staff which takes place from this location.
- \* Updated our Board of Directors roster rotation list (copy included in this report).
- \* Hosted Eric Briscoe for the night during his trip to Ohio.

Some in-house information follow these Management Team reports to keep you in the loop which include:

- Staff support percentage details
- Inventory valuation for open-air supplies we have on hand to sell
- Budget summary detail report for the current year
- Current Cash Flow report
- Web stats showing visitor information activity broken down by each month

# SUMMARY REPORT FROM FIELD DIRECTOR BRIAN HARMON:



## **Director's Conference 2024:**

Calvary Chapel (Brandon, FL) will be hosting the branch directors for our biennial Director's Conference (December 2 – 6). All 12 branch directors have committed to attending. Paul Adams and Scott Domont are attending as well.

## **Michigan Branch:**

I have asked Scott Domont to consider taking over for me as the Michigan Branch Director (if the BOD agrees). He and Christine are praying about this. They are planning to attend the Director's Conference this year (to "shadow" us for the week).

## **Recruiting more staff:**

In September and October, I was able to work with Moody Bible Institute in Chicago, IL. On October 17th, we took one professor and about 20 students out in the open air for a very effective day of ministry. We have plans for much more involvement there in the near future. Praying for God to raise up an evangelist to start a branch in Chicago. I've talked with the Management Team about recruiting our next generation of evangelists. As God opens doors, I plan to put more of my energies into going to Christian colleges, academies, churches, etc. with the purpose of connecting the called to a great evangelistic ministry called Open Air Campaigners. I have scheduled a trip to Nebraska in February. Next week, I will be at a Christian school here in Michigan. There are also some connections and opportunities at Boyce, Cedarville, and Cornerstone. May God raise up gifted evangelists to join us in this ministry!

## **Ken and Kathy Teeter:**

Minneapolis is now considered an area of ministry, rather than an official OAC Branch. Ken agreed it would be best and more in keeping with the day-to-day function of their ministry.

## **Central PA Branch:**

It was good to spend some time with Zane, Becca, and Chip in September. They are doing well as a team and have great fishing holes at a number of different colleges.

## **Central Services:**

Tom Fox and I were able to spend some time at Central Services. It was good to see the operations and the organization John has put together at HQ. So thankful for John, Sue, Mike, and Renae. We had a management team meeting and a board meeting while we were there. John also showed us the important info we would need to know, in the event of an emergency.

## **Cincinnati:**

It was a great week in Cincinnati as Eric Briscoe, Mike Wilson, and I trained students at GBSC. This is a Christian college that Eric has had decades of relationship with. I pray God raises up staff and vocational evangelists from this school.

**OASUSA:**

Please be praying for our directors as we meet in December. Also, six of the wives will be meeting at Diane Burley's house during the conference. Pray for their time too. The men will be discussing our future vision for OACUSA. The goal of 25 by 2025 is almost here. I believe the Lord would have us (directors) focus our energies over the next few years on discipleship. Specifically, the discipling of a God-called, God-gifted evangelist. We need to procreate in this way. I think we all need to be asking God and intentionally looking for that one person HE has for each of us to be discipling. Pray with us for wisdom.

**Until the net is full, thank you for serving our staff.** Trusting the Lord, with patience. (James 5:7).

# SUMMARY REPORT FROM PERSONNEL DEVELOPMENT

## TOM FOX



### Contact Cards:

Received from Andy & Kirsty Amuwat of UK visiting the LA area in August

- o I continued follow up from previous Contact Cards

- ♣ John & Amanda Wardlaw – on hold pending caregiving of family
- ♣ Proctor Hayes – wrote recently that God is redirecting their path not with OAC

### Applications:

Moises & Barbara Escobar have completed their application. I need their pastoral reference and one more financial background check.

### Ministry Partnership Staff Development & National Training Development Fund (MPSD & NTD)

#### MPSD

- o Update on Kingdom Come Training to equip our newest staff to be fully funded:

- ♣ McKinney – coaching was on hold until after summer - now at 41% (started at 29%)

- o Chris & Bonnie are registered to continue coaching in October.

- ♣ Domont coaching completed and achieved 100%!
- ♣ Powers: coaching on hold temporarily. Working on communicating fund-raising which is frowned upon within the Calvary Chapel circles, according to Brenten.

#### NTD

- o SET 2023 – Baltimore SET July 10 through 14 (check-in on 7/9, check-out 7/15)

- ♣ We had 4 students: 2 from TX, one from MI, one from VA.

- o Potential Dallas SET 2024 in April – confirming with Dr. Mercer at Oak Cliff Bible Fellowship

- o Recon for potential NorCal SET (2025?) completed. Still work to be done in securing ministry locations suitable for SET. Need to finalize working with a local church as well.

### Branch Short Term Housing Fund:

A major donor (Holloway) agreed to finance Airbnb, hotel, and church facility in Boston. Donor committed to funds; however, funds have not yet arrived. Thus, the Management Team authorized reimbursement to me from the MPSD & NTD Fund to cover cost of housing this summer. I will continue to communicate with the donor to ensure funds get deposited back into the MPSD&NTD Fund.

### Branch Short Term Housing Application:

Brian and I will work on a simple application process for the Branch trips in 2024. I was not notified on time to make this a smooth operation and getting the best prices this summer. We will also establish a deadline to ensure the best price and ensure the funds are available.

# **Open Air Campaigners**

**CONFIDENTIAL**

**Staff Support %**

**From January through September, 2024**

**Paul and Carmina Adams**  
Monthly Top = \$6,810

Appointed to OAC staff in 1996

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>188%</b> |
| <b>February</b>  | <b>94%</b>  |
| <b>March</b>     | <b>120%</b> |
| <b>April</b>     | <b>136%</b> |
| <b>May</b>       | <b>110%</b> |
| <b>June</b>      | <b>111%</b> |
| <b>July</b>      | <b>145%</b> |
| <b>August</b>    | <b>139%</b> |
| <b>September</b> | <b>108%</b> |

**Year-To-Date Support Average = 128%**

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**Frank Baldus**  
Monthly Top = \$5,108

Appointed to OAC staff in 2011

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>145%</b> |
| <b>February</b>  | <b>48%</b>  |
| <b>March</b>     | <b>61%</b>  |
| <b>April</b>     | <b>72%</b>  |
| <b>May</b>       | <b>47%</b>  |
| <b>June</b>      | <b>60%</b>  |
| <b>July</b>      | <b>45%</b>  |
| <b>August</b>    | <b>58%</b>  |
| <b>September</b> | <b>63%</b>  |

**Year-To-Date Support Average = 67%**

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**Dan & Rebecca Beaudoin**  
Monthly Top = \$7,125

Appointed to OAC staff in 2015

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>75%</b> |
| <b>February</b>  | <b>65%</b> |
| <b>March</b>     | <b>46%</b> |
| <b>April</b>     | <b>90%</b> |
| <b>May</b>       | <b>44%</b> |
| <b>June</b>      | <b>58%</b> |
| <b>July</b>      | <b>64%</b> |
| <b>August</b>    | <b>82%</b> |
| <b>September</b> | <b>52%</b> |

**Year-To-Date Support Average = 64%**

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**David and Joy Braun**  
Monthly Top = \$6,810

Appointed to OAC staff in 1985

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>130%</b> |
| <b>February</b>  | <b>13%</b>  |
| <b>March</b>     | <b>13%</b>  |
| <b>April</b>     | <b>13%</b>  |
| <b>May</b>       | <b>13%</b>  |
| <b>June</b>      | <b>12%</b>  |
| <b>July</b>      | <b>30%</b>  |
| <b>August</b>    | <b>15%</b>  |
| <b>September</b> | <b>12%</b>  |

**Year-To-Date Support Average = 28%**

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**Eric and Diane Briscoe**  
Monthly Top = \$6,810

Appointed to OAC staff in 1982

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>151%</b> |
| <b>February</b>  | <b>104%</b> |
| <b>March</b>     | <b>125%</b> |
| <b>April</b>     | <b>104%</b> |
| <b>May</b>       | <b>121%</b> |
| <b>June</b>      | <b>106%</b> |
| <b>July</b>      | <b>115%</b> |
| <b>August</b>    | <b>147%</b> |
| <b>September</b> | <b>129%</b> |

**Year-To-Date Support Average = 122%**

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**Richard & Diane Burley**  
Monthly Top = \$6,810

Appointed to OAC staff in 2002

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>54%</b> |
| <b>February</b>  | <b>51%</b> |
| <b>March</b>     | <b>42%</b> |
| <b>April</b>     | <b>37%</b> |
| <b>May</b>       | <b>42%</b> |
| <b>June</b>      | <b>30%</b> |
| <b>July</b>      | <b>65%</b> |
| <b>August</b>    | <b>46%</b> |
| <b>September</b> | <b>83%</b> |

**Year-To-Date Support Average = 50%**

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**Michael & Renae Bussen**  
Monthly Top = \$6,810

Appointed to OAC staff in 1990

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>79%</b>  |
| <b>February</b>  | <b>89%</b>  |
| <b>March</b>     | <b>197%</b> |
| <b>April</b>     | <b>107%</b> |
| <b>May</b>       | <b>101%</b> |
| <b>June</b>      | <b>105%</b> |
| <b>July</b>      | <b>76%</b>  |
| <b>August</b>    | <b>82%</b>  |
| <b>September</b> | <b>92%</b>  |

**Year-To-Date Support Average = 103%**

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**Erin Chervenak**  
Monthly Top = \$5,108

Appointed to OAC staff in 2015

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>79%</b> |
| <b>February</b>  | <b>77%</b> |
| <b>March</b>     | <b>63%</b> |
| <b>April</b>     | <b>59%</b> |
| <b>May</b>       | <b>78%</b> |
| <b>June</b>      | <b>57%</b> |
| <b>July</b>      | <b>60%</b> |
| <b>August</b>    | <b>59%</b> |
| <b>September</b> | <b>57%</b> |

**Year-To-Date Support Average = 65%**

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**Rebecca & Jimmy Coates**

Appointed to OAC staff in 2015

Monthly Top = \$5,108

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>27%</b> |
| <b>February</b>  | <b>24%</b> |
| <b>March</b>     | <b>15%</b> |
| <b>April</b>     | <b>33%</b> |
| <b>May</b>       | <b>19%</b> |
| <b>June</b>      | <b>26%</b> |
| <b>July</b>      | <b>27%</b> |
| <b>August</b>    | <b>28%</b> |
| <b>September</b> | <b>27%</b> |

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**Year-To-Date Support Average = 25%**

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**John and Sue Cutlip**

Appointed to OAC staff in 1980

Monthly Top = \$9,500

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>161%</b> |
| <b>February</b>  | <b>113%</b> |
| <b>March</b>     | <b>88%</b>  |
| <b>April</b>     | <b>107%</b> |
| <b>May</b>       | <b>90%</b>  |
| <b>June</b>      | <b>69%</b>  |
| <b>July</b>      | <b>105%</b> |
| <b>August</b>    | <b>80%</b>  |
| <b>September</b> | <b>72%</b>  |

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**Year-To-Date Support Average = 98%**

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**Zane & Laurie Dempsie**

Appointed to OAC staff in 2008

Monthly Top = \$8,329

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>83%</b> |
| <b>February</b>  | <b>54%</b> |
| <b>March</b>     | <b>52%</b> |
| <b>April</b>     | <b>54%</b> |
| <b>May</b>       | <b>37%</b> |
| <b>June</b>      | <b>52%</b> |
| <b>July</b>      | <b>50%</b> |
| <b>August</b>    | <b>46%</b> |
| <b>September</b> | <b>39%</b> |

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**Year-To-Date Support Average = 52%**

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**Scott & Christine Domont**

Appointed to OAC staff in 2021

Monthly Top = \$7,747

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>160%</b> |
| <b>February</b>  | <b>114%</b> |
| <b>March</b>     | <b>103%</b> |
| <b>April</b>     | <b>180%</b> |
| <b>May</b>       | <b>138%</b> |
| <b>June</b>      | <b>157%</b> |
| <b>July</b>      | <b>293%</b> |
| <b>August</b>    | <b>142%</b> |
| <b>September</b> | <b>145%</b> |

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**Year-To-Date Support Average = 159%**

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**Tom & Carmen Fox**  
Monthly Top = \$5,108

Appointed to OAC staff in 2009

|                  |            |
|------------------|------------|
| <b>March</b>     | <b>36%</b> |
| <b>April</b>     | <b>32%</b> |
| <b>May</b>       | <b>36%</b> |
| <b>June</b>      | <b>40%</b> |
| <b>July</b>      | <b>40%</b> |
| <b>August</b>    | <b>50%</b> |
| <b>September</b> | <b>24%</b> |

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**Year-To-Date Support Average = 37%**

**Brian & Kimberlee Harmon**  
Monthly Top = \$12,384

Appointed to OAC staff in 2010

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>361%</b> |
| <b>February</b>  | <b>82%</b>  |
| <b>March</b>     | <b>147%</b> |
| <b>April</b>     | <b>462%</b> |
| <b>May</b>       | <b>100%</b> |
| <b>June</b>      | <b>74%</b>  |
| <b>July</b>      | <b>79%</b>  |
| <b>August</b>    | <b>92%</b>  |
| <b>September</b> | <b>84%</b>  |

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**Year-To-Date Support Average = 165%**

**Ryan & Tasia Itzel**  
Monthly Top = \$6,966

Appointed to OAC staff in 2020

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>101%</b> |
| <b>February</b>  | <b>75%</b>  |
| <b>March</b>     | <b>76%</b>  |
| <b>April</b>     | <b>109%</b> |
| <b>May</b>       | <b>93%</b>  |
| <b>June</b>      | <b>76%</b>  |
| <b>July</b>      | <b>93%</b>  |
| <b>August</b>    | <b>101%</b> |
| <b>September</b> | <b>84%</b>  |

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**Year-To-Date Support Average = 90%**

**Steve & Connie Johnson**  
Monthly Top = \$6,810

Appointed to OAC staff in 2015

|                  |           |
|------------------|-----------|
| <b>January</b>   | <b>1%</b> |
| <b>February</b>  | <b>1%</b> |
| <b>March</b>     | <b>1%</b> |
| <b>April</b>     | <b>1%</b> |
| <b>May</b>       | <b>1%</b> |
| <b>June</b>      | <b>1%</b> |
| <b>July</b>      | <b>1%</b> |
| <b>August</b>    | <b>1%</b> |
| <b>September</b> | <b>1%</b> |

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**Year-To-Date Support Average = 1%**

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**Mark & Angela Kennedy**

Appointed to OAC staff in 2004

Monthly Top = \$6,967

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>72%</b> |
| <b>February</b>  | <b>55%</b> |
| <b>March</b>     | <b>54%</b> |
| <b>April</b>     | <b>52%</b> |
| <b>May</b>       | <b>43%</b> |
| <b>June</b>      | <b>63%</b> |
| <b>July</b>      | <b>67%</b> |
| <b>August</b>    | <b>65%</b> |
| <b>September</b> | <b>47%</b> |

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**Year-To-Date Support Average = 58%**

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**Chris & Bonnie McKinley**

Appointed to OAC staff in 2016

Monthly Top = \$7,125

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>63%</b> |
| <b>February</b>  | <b>40%</b> |
| <b>March</b>     | <b>69%</b> |
| <b>April</b>     | <b>47%</b> |
| <b>May</b>       | <b>42%</b> |
| <b>June</b>      | <b>48%</b> |
| <b>July</b>      | <b>49%</b> |
| <b>August</b>    | <b>52%</b> |
| <b>September</b> | <b>53%</b> |

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**Year-To-Date Support Average = 51%**

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**Juan & Dawn Monzon**

Appointed to OAC staff in 1990

Monthly Top = \$7,436

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>1%</b>  |
| <b>February</b>  | <b>1%</b>  |
| <b>March</b>     | <b>1%</b>  |
| <b>April</b>     | <b>14%</b> |
| <b>May</b>       | <b>1%</b>  |
| <b>June</b>      | <b>1%</b>  |
| <b>July</b>      | <b>1%</b>  |
| <b>August</b>    | <b>1%</b>  |
| <b>September</b> | <b>1%</b>  |

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**Year-To-Date Support Average = 2%**

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**Rick and Dovie Moore**

Appointed to OAC staff in 2007

Monthly Top = \$6,810

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>84%</b> |
| <b>February</b>  | <b>73%</b> |
| <b>March</b>     | <b>42%</b> |
| <b>April</b>     | <b>40%</b> |
| <b>May</b>       | <b>45%</b> |
| <b>June</b>      | <b>39%</b> |
| <b>July</b>      | <b>36%</b> |
| <b>August</b>    | <b>61%</b> |
| <b>September</b> | <b>41%</b> |

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**Year-To-Date Support Average = 51%**

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**Ed & Debbie Neimann**  
Monthly Top = \$6,810

Appointed to OAC staff in 2016

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>33%</b> |
| <b>February</b>  | <b>13%</b> |
| <b>March</b>     | <b>18%</b> |
| <b>April</b>     | <b>18%</b> |
| <b>May</b>       | <b>19%</b> |
| <b>June</b>      | <b>19%</b> |
| <b>July</b>      | <b>19%</b> |
| <b>August</b>    | <b>20%</b> |
| <b>September</b> | <b>19%</b> |

**Year-To-Date Support Average = 20%**

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**Peter and Isabel O'Driscoll**  
Monthly Top = \$7,281

Appointed to OAC staff in 1996

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>69%</b> |
| <b>February</b>  | <b>29%</b> |
| <b>March</b>     | <b>18%</b> |
| <b>April</b>     | <b>9%</b>  |
| <b>May</b>       | <b>18%</b> |
| <b>June</b>      | <b>9%</b>  |
| <b>July</b>      | <b>9%</b>  |
| <b>August</b>    | <b>9%</b>  |
| <b>September</b> | <b>25%</b> |

**Year-To-Date Support Average = 22%**

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**Brenten & Lena Powers**  
Monthly Top = \$7,740

Appointed to OAC staff in 2020

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>63%</b> |
| <b>February</b>  | <b>36%</b> |
| <b>March</b>     | <b>32%</b> |
| <b>April</b>     | <b>71%</b> |
| <b>May</b>       | <b>40%</b> |
| <b>June</b>      | <b>41%</b> |
| <b>July</b>      | <b>32%</b> |
| <b>August</b>    | <b>40%</b> |
| <b>September</b> | <b>35%</b> |

**Year-To-Date Support Average = 43%**

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**Ken & Kathy Teeter**  
Monthly Top = \$6,810

Appointed to OAC staff in 2011

|                  |             |
|------------------|-------------|
| <b>January</b>   | <b>29%</b>  |
| <b>February</b>  | <b>26%</b>  |
| <b>March</b>     | <b>34%</b>  |
| <b>April</b>     | <b>120%</b> |
| <b>May</b>       | <b>24%</b>  |
| <b>June</b>      | <b>96%</b>  |
| <b>July</b>      | <b>37%</b>  |
| <b>August</b>    | <b>37%</b>  |
| <b>September</b> | <b>24%</b>  |

**Year-To-Date Support Average = 47%**

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**Karen Williams**

Appointed to OAC staff in 1984

Monthly Top = \$6,810

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>41%</b> |
| <b>February</b>  | <b>12%</b> |
| <b>March</b>     | <b>9%</b>  |
| <b>April</b>     | <b>44%</b> |
| <b>May</b>       | <b>9%</b>  |
| <b>June</b>      | <b>11%</b> |
| <b>July</b>      | <b>40%</b> |
| <b>August</b>    | <b>17%</b> |
| <b>September</b> | <b>10%</b> |

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**Year-To-Date Support Average = 21%**

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**Mike & Christine Wilson**

Appointed to OAC staff in 2016

Monthly Top = \$7,436

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>9%</b>  |
| <b>February</b>  | <b>9%</b>  |
| <b>March</b>     | <b>17%</b> |
| <b>April</b>     | <b>9%</b>  |
| <b>May</b>       | <b>9%</b>  |
| <b>June</b>      | <b>9%</b>  |
| <b>July</b>      | <b>22%</b> |
| <b>August</b>    | <b>9%</b>  |
| <b>September</b> | <b>20%</b> |

---

**Year-To-Date Support Average = 13%**

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**Chip & Kim Wolfe**

Appointed to OAC staff in 2000

Monthly Top = \$7,626

|                  |            |
|------------------|------------|
| <b>January</b>   | <b>61%</b> |
| <b>February</b>  | <b>45%</b> |
| <b>March</b>     | <b>66%</b> |
| <b>April</b>     | <b>64%</b> |
| <b>May</b>       | <b>57%</b> |
| <b>June</b>      | <b>69%</b> |
| <b>July</b>      | <b>54%</b> |
| <b>August</b>    | <b>60%</b> |
| <b>September</b> | <b>58%</b> |


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**Year-To-Date Support Average = 59%**




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# OPEN AIR CAMPAIGNERS BOARD OF DIRECTORS

ROTATION OVERVIEW REVISED SEPTEMBER 2024

 = Management Team member

 = OAC Staff

|   | 2009 | 2010 | 2011 | 2012  | 2013   | 2014   | 2015   | 2016 | 2017 | 2018 | 2019  | 2020   | 2021   | 2022   | 2023   | 2024   | 2025 | 2026   | 2027   | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 |  |
|---|------|------|------|-------|--------|--------|--------|------|------|------|-------|--------|--------|--------|--------|--------|------|--------|--------|------|------|------|------|------|------|--|
| Eric Briscoe  |      |      |      | April | Term 1 | Term 2 |        |      |      |      | April | Term 1 | Term 2 |        |        |        |      |        |        |      |      |      |      |      |      |  |
| Tom Fox        |      |      |      |       |        |        |        |      |      |      | April | Term 1 | Term 2 |        |        |        |      |        |        |      |      |      |      |      |      |  |
| Brian Harmon   |      |      |      |       |        |        |        |      |      |      |       |        |        | March  | Term 1 | Term 2 |      |        |        |      |      |      |      |      |      |  |
| Matt Harvey   |      |      |      |       |        |        |        |      |      |      |       |        |        |        |        |        | Sept | Term 1 | Term 2 |      |      |      |      |      |      |  |
| Hugh Holmes   |      |      |      |       |        |        |        |      |      |      |       |        |        |        |        |        | Sept | Term 1 | Term 2 |      |      |      |      |      |      |  |
| Gregg Hunter  |      |      |      |       |        |        |        |      |      |      |       |        |        | March  | Term 1 | Term 2 |      |        |        |      |      |      |      |      |      |  |
| Gordon Loop   |      |      |      |       |        |        |        |      |      |      | Feb   | Term 1 | Term 2 |        |        |        |      |        |        |      |      |      |      |      |      |  |
| Matt Martin   |      |      |      |       |        |        |        |      |      |      |       |        | April  | Term 1 | Term 2 |        |      |        |        |      |      |      |      |      |      |  |
| Jon Shader  |      |      |      |       | Jan    | Term 1 | Term 2 |      |      |      |       | Jan    | Term 1 | Term 2 |        |        |      |        |        |      |      |      |      |      |      |  |
| Dan Suttles   |      |      |      |       |        |        |        |      |      |      |       | Sept   | Term 1 | Term 2 |        |        |      |        |        |      |      |      |      |      |      |  |
|   |      |      |      |       |        |        |        |      |      |      |       |        |        |        |        |        |      |        |        |      |      |      |      |      |      |  |
|   |      |      |      |       |        |        |        |      |      |      |       |        |        |        |        |        |      |        |        |      |      |      |      |      |      |  |
|   |      |      |      |       |        |        |        |      |      |      |       |        |        |        |        |        |      |        |        |      |      |      |      |      |      |  |
|   |      |      |      |       |        |        |        |      |      |      |       |        |        |        |        |        |      |        |        |      |      |      |      |      |      |  |
|   |      |      |      |       |        |        |        |      |      |      |       |        |        |        |        |        |      |        |        |      |      |      |      |      |      |  |
|   |      |      |      |       |        |        |        |      |      |      |       |        |        |        |        |        |      |        |        |      |      |      |      |      |      |  |
| John Cutlip  |      |      |      |       |        |        |        |      |      |      |       |        |        |        |        |        |      |        |        |      |      |      |      |      |      |  |

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**DECEMBER 31, 2023**

**OPEN AIR CAMPAIGNERS, U.S., INC.  
DECEMBER 31, 2023**

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**WENTZEL and COMPANY, PC**

Certified Public Accountant

**INDEPENDENT AUDITOR'S REPORT**

**To the Board of Directors of  
Open Air Campaigners, U.S., Inc.**

*Opinion*

**We have audited the accompanying financial statements of Open Air Campaigners, U.S., Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2023, and the related statements of activities, cash flows, and functional expenses for the year then ended, and the related notes to the financial statements.**

**In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Open Air Campaigners U.S., Inc. as of December 31, 2023, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.**

*Basis for Opinion*

**We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Open Air Campaigners, U.S., Inc. and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.**

*Responsibilities of Management for the Financial Statements*

**Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.**

**In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Open Air Campaigners, U.S., Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.**

## *Auditor's Responsibilities for the Audit of the Financial Statements*

**Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.**

**In performing an audit in accordance with generally accepted auditing standards, we:**

- **Exercise professional judgment and maintain professional skepticism throughout the audit.**
- **Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.**
- **Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Open Air Campaigners, U.S., Inc.'s internal control. Accordingly, no such opinion is expressed.**
- **Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.**
- **Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Open Air Campaigners, U.S., Inc.'s ability to continue as a going concern for a reasonable period of time.**

**We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.**

*Wentzel and Company, PC*

Fleetwood, Pennsylvania  
August 8, 2024

**OPEN AIR CAMPAIGNERS, U.S., INC.  
STATEMENT OF FINANCIAL POSITION  
AS OF DECEMBER 31, 2023**

**ASSETS:**

|  |           |                                |
|--|-----------|--------------------------------|
| Cash and Cash Equivalents                        | \$        | 488,579                        |
| Operating Investments                            |           | 100,008                        |
| Inventory  |           | 29,154                         |
| Operating Lease Right-of-Use Assets              |           | 12,955                         |
| Property and Equipment, Net                      |           | 110,151                        |
| Other Asset                                      |           | 125,000                        |
| Investments Held Under Split-Interest Agreements |           | 20,336                         |
| Endowment:                                       |           |                                |
| Cash   |           | 1,008                          |
| Investments                                      |           | 332,721                        |
|  |           | <u>333,729</u>                 |
| <b>TOTAL ASSETS</b>                              | <b>\$</b> | <b><u><u>1,219,912</u></u></b> |

**LIABILITIES AND NET ASSETS:**

**LIABILITIES:**

|   |    |                      |
|---|----|----------------------|
| Operating Lease Liabilities                 | \$ | 12,955               |
| Liabilities Under Split-Interest Agreements |    | 20,336               |
|   |    | <u>33,291</u>        |
| <b>TOTAL LIABILITIES</b>                    |    | <b><u>33,291</u></b> |

**NET ASSETS:**

|   |           |                                |
|---|-----------|--------------------------------|
| Without Donor Restrictions              |           | 727,892                        |
| With Donor Restrictions                 |           | 458,729                        |
|   |           | <u>1,186,621</u>               |
| <b>TOTAL NET ASSETS</b>                 |           | <b><u>1,186,621</u></b>        |
| <b>TOTAL LIABILITIES AND NET ASSETS</b> | <b>\$</b> | <b><u><u>1,219,912</u></u></b> |

See notes to financial statements.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED DECEMBER 31, 2023**

| <b>SUPPORT AND REVENUE:</b>                     | <u>WITHOUT DONOR<br/>RESTRICTIONS</u> | <u>WITH DONOR<br/>RESTRICTIONS</u> | <u>TOTAL</u>        |
|---|---------------------------------------|------------------------------------|---------------------|
| Contributions                                   | \$ 1,702,779                          | \$ 1,008                           | \$ 1,703,787        |
| Income, Supplies                                | 13,713                                |                                    | 13,713              |
| Interest  | 14,071                                |                                    | 14,071              |
| Investment Return, net                          | 8                                     | 42,691                             | 42,699              |
| Change in Value of<br>Split-Interest Agreements |                                       | (1,620)                            | (1,620)             |
| <b>TOTAL SUPPORT AND REVENUE</b>                | <u>1,730,571</u>                      | <u>42,079</u>                      | <u>1,772,650</u>    |
| <br><b>EXPENSES:</b>                            |                                       |                                    |                     |
| Program   | 1,430,238                             |                                    | 1,430,238           |
| Administration and General                      | 218,173                               |                                    | 218,173             |
| Fundraising                                     | 76,639                                |                                    | 76,639              |
| <b>TOTAL EXPENSES</b>                           | <u>1,725,050</u>                      | <u>0</u>                           | <u>1,725,050</u>    |
| <br><b>CHANGE IN NET ASSETS FOR THE YEAR</b>    | <br>5,521                             | <br>42,079                         | <br>47,600          |
| <b>NET ASSETS, BEGINNING OF YEAR</b>            | <u>722,371</u>                        | <u>416,650</u>                     | <u>1,139,021</u>    |
| <b>NET ASSETS, END OF YEAR</b>                  | <u>\$ 727,892</u>                     | <u>\$ 458,729</u>                  | <u>\$ 1,186,621</u> |

See notes to financial statements.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED DECEMBER 31, 2023**

**CASH PROVIDED (USED) BY OPERATING ACTIVITIES:**

|  |               |
|--|---------------|
| Change in Net Assets   | \$ 47,600     |
| <b>Adjustments to reconcile the change in net assets to net cash provided by operating activities:</b> |               |
| Depreciation   | 26,328        |
| (Gains) Losses on Investment Transactions  | (39,009)      |
| Change in Inventory  | (4,213)       |
| Change in Value of Split-Interest Agreement  | (712)         |
|  | 29,994        |
| <b>TOTAL CASH PROVIDED (USED) BY OPERATING ACTIVITIES</b>  | <b>29,994</b> |

**CASH PROVIDED (USED) BY INVESTING ACTIVITIES:**

|   |                  |
|---|------------------|
| Purchases of Property and Equipment                       | (80,602)         |
| (Purchases)/Sales of Investments                          | (101,358)        |
|   | (181,960)        |
| <b>TOTAL CASH PROVIDED (USED) BY INVESTING ACTIVITIES</b> | <b>(181,960)</b> |

|  |            |
|--|------------|
| NET CHANGE IN CASH, CASH EQUIVALENTS, AND RESTRICTED CASH      | (151,966)  |
| CASH, CASH EQUIVALENTS, AND RESTRICTED CASH, BEGINNING OF YEAR | 641,553    |
| CASH, CASH EQUIVALENTS, AND RESTRICTED CASH, END OF YEAR       | \$ 489,587 |

See notes to financial statements.

**OPEN AIR CAMPAIGNERS, U.S., INC.  
STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED DECEMBER 31, 2023**

| <b>ACCOUNT:</b>       | <b><u>Program</u></b>      | <b>Administration<br/>and<br/><u>General</u></b> | <b><u>Fundraising</u></b> | <b><u>TOTAL<br/>EXPENSES</u></b> |
|-----------------------|----------------------------|--|---------------------------|----------------------------------|
| Salaries              | \$ 1,061,150               | \$ 124,841                                       | \$ 62,421                 | \$ 1,248,412                     |
| Payroll Taxes         | 71,288                     | 8,387  | 4,194                     | 83,869                           |
| Affiliation Expenses  | 3,224                      | 3,224  | 2,764                     | 9,212                            |
| Depreciation          | 19,746                     | 5,266  | 1,316                     | 26,328                           |
| Evangelism Supplies   | 173,238                    |  |                           | 173,238                          |
| Insurance             | 4,570                      | 4,113  | 457                       | 9,140                            |
| Meetings              | 2,101                      | 3,152  |                           | 5,253                            |
| Occupancy Costs       | 8,816                      | 1,653  | 551                       | 11,020                           |
| Office Supplies       | 33,002                     | 11,787   | 2,357                     | 47,146                           |
| Postage               | 2,144                      | 2,679  | 536                       | 5,359                            |
| Professional Services |                            | 8,300  |                           | 8,300                            |
| Promotion             | 654                        | 327  | 327                       | 1,308                            |
| Staff Conferences     | 27,464                     | 41,196   |                           | 68,660                           |
| Telephone             | 3,262                      | 2,610  | 652                       | 6,524                            |
| Travel                | 19,579                     | 638  | 1,064                     | 21,281                           |
|                       | <hr/>                      | <hr/>  | <hr/>                     | <hr/>                            |
| <b>TOTAL EXPENSES</b> | <b>\$ <u>1,430,238</u></b> | <b>\$ <u>218,173</u></b>                         | <b>\$ <u>76,639</u></b>   | <b>\$ <u>1,725,050</u></b>       |

See notes to financial statements.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**1. Organization and Nature of Activities**

Open Air Campaigners, U.S., Inc. (OAC) is a nonprofit corporation dedicated to evangelism by proclaiming the Gospel in the United States of America and abroad. OAC also assists and equips local churches in effective open-air outreaches, working through field offices located throughout the United States and abroad.

**2. Summary of Significant Accounting Policies**

The significant accounting policies of Open Air Campaigners, U.S., Inc. are as follows:

**Basis of Accounting**

The financial statements of Open Air Campaigners, U.S., Inc. have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities.

**Basis of Presentation**

Financial statement presentation follows the Financial Accounting Standards Board in its Accounting Standards Codification (ASC) No. 958. Under ASC No. 958, Open Air Campaigners, U.S., Inc. is required to report information regarding its financial position and activities according to two classes of net assets, as follows:

Without donor restrictions – Net assets available for use in general operations and not subject to donor-imposed restrictions.

With donor restrictions – Net assets that are subject to donor-imposed restrictions that will be satisfied by the passage of time or by fulfilling a specific purpose.

**Cash and Cash Equivalents**

Cash and cash equivalents consist of cash held in checking and money market accounts and certificates of deposit with initial maturities of less than 90 days. Cash restricted for the James A. Duffecy Endowment is excluded from this definition.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**2. Summary of Significant Accounting Policies, (continued)**

**Contributions of Nonfinancial Assets**

Materials and other assets received as donations are recorded and reflected in the accompanying financial statements at their fair values at the date of receipt, when reliable estimates of the fair value of such items are available. Contributed services are reported as contributions at their fair value if such services create or enhance nonfinancial assets or would have been purchased if not provided by donation, require special skills, and are provided by individuals possessing such specialized skills. OAC relies on the services of volunteers; however, the value of these services has not been reflected in the statement of activities since it does not meet the aforementioned recognition requirements. No significant contributions of such goods or services were received during the year ended December 31, 2023.

**Expense Allocation**

Administration and general expenses include those expenses for supporting activities of the organization that are not directly identifiable with one or more program or fundraising activities. The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Those expenses include salaries, payroll taxes, affiliation, depreciation, insurance, occupancy, office supplies, postage, promotion, utilities, and travel. Salaries and payroll taxes are allocated based on estimates of time and effort; occupancy and utilities are allocated based on estimates of percentage of time the building is utilized; depreciation, office supplies, postage, printing and website are allocated based on estimates of usage.

**Fair Value Measurements**

Open Air Campaigners, U.S., Inc. adopted the provisions of ASC No. 820, Fair Value Measurements and Disclosures (“ASC 820”). ASC 820 does not require additional fair value measurements, but defines fair value, establishes a framework for measuring fair value in accordance with generally accepted accounting principles and expands disclosures about fair value measurements.

**Income Tax Status**

Open Air Campaigners, U.S., Inc. is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. However, income from certain activities not directly related to the organization’s tax-exempt purpose is subject to taxation as unrelated business income. In addition, OAC qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as a public charity under Section 509(a)(1).



**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**2. Summary of Significant Accounting Policies, (continued)**

**Income Tax Status, continued**

ASC No. 740, Income Taxes (“ASC 740”) clarifies the accounting for uncertainty in income taxes recognized in an enterprise’s financial statements, and prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. There were no uncertain income tax positions identified that would have a material effect on the financial statements for the year ended December 31, 2023.

**Leases**

OAC determines if an arrangement is or contains a lease at inception. Leases are included in right-of-use (ROU) assets and lease liabilities in the statement of financial position. ROU assets and lease liabilities reflect the present value of the future minimum lease payments over the lease term. OAC has made an accounting policy election to use a risk-free rate in lieu of its incremental borrowing rate to discount future lease payments. Operating lease expense is recognized on a straight-line basis over the lease term. OAC does not report ROU assets and leases liabilities for its short-term leases (leases with an initial term of 12 months or less). Instead, the lease payments of those leases are reported as lease expense on a straight-line basis over the lease term.

**Promises to Give**

Unconditional promises to give are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

**Property and Equipment**

Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. The organization’s capitalization policy is to capitalize property and equipment when the cost exceeds \$500. Depreciation is computed using primarily the straight-line method over the estimated useful lives of the assets, generally 3 to 5 years for equipment and 5 years for vehicles.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**2. Summary of Significant Accounting Policies, (continued)**

**Revenue Recognition**

Contributions received are recorded as net assets with donor restrictions or net assets without donor restrictions depending on the existence or nature of any donor restrictions. When a donor restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Unconditional contributions are recognized as revenue when the contribution is received. Conditional contributions are recorded as refundable advances until the conditions are substantially met. When the conditions are substantially met, the contribution becomes unconditional and is recognized as revenue. Revenues from contracts or grants with governmental or nongovernmental funding agencies are considered conditional contributions. Conditions are met when services have been provided or as costs are incurred, as appropriate to a specific grant or contract.

**Split-Interest Agreements**

Under charitable gift annuity contracts, OAC receives immediate title to contributed assets and agrees to make fixed recurring payments over the stipulated period. Contributed assets are recorded at fair value on the date of receipt. The related liability for future payments to be made to the specified beneficiaries is recorded at fair value using present value techniques and risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the liability. The excess of contributed assets over the annuity liability is recorded as a contribution with donor restrictions, as part of the James A. Duffecy Endowment. In subsequent years, the liability for future annuity payments is reduced by payments made to the specified beneficiaries and is adjusted to reflect changes in the fair value of the liability at the end of the year. Upon termination of the annuity contract, the remaining liability is removed and recognized as contributions with donor restrictions for the James A. Duffecy Endowment.

**Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**3. Cash, Cash Equivalents, and Restricted Cash**

At December 31, 2023 cash, cash equivalents, and restricted cash consist of:

|                                     |                       |
|-------------------------------------|-----------------------|
| Petty Cash                          | \$ 650                |
| Checking Accounts                   | 307,997               |
| Money Market Funds                  | 179,932               |
| Checking Accounts – Endowment Funds | <u>1,008</u>          |
| <br>Total                           | <br>\$ <u>489,587</u> |

**4. Investments and Fair Value Measurements**

At December 31, 2023 investment values consist of:

|  |                       |
|--|-----------------------|
| Operating Investments                            | \$ 100,008            |
| Investments Held Under Split-Interest Agreements | 20,336                |
| Endowment Investments                            | <u>332,721</u>        |
| <br>Total  | <br>\$ <u>453,065</u> |

Open Air Campaigners, U.S., Inc. adopted ASC 820 as discussed in Note 2. This standard defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. ASC 820 establishes a valuation hierarchy for disclosure of the inputs to valuation used to measure fair value. This hierarchy prioritizes the inputs into three broad levels as follows. Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities. Level 2 inputs are quoted prices for similar assets and liabilities in active markets or inputs that are observable for the asset or liability, either directly or indirectly through market corroboration, for substantially the full term of the financial instrument. Level 3 inputs are unobservable inputs based upon the organization's own assumptions used to measure assets and liabilities at fair value. A financial asset or liability's classification within the hierarchy is determined based on the lowest level of input that is significant to the fair value measurement.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**4. Investments and Fair Value Measurements, continued**

The following table presents assets and liabilities measured at fair value on a recurring basis, according to the valuation techniques used to determine their fair values, as of December 31, 2023:

|   | Quoted Prices<br>in Active<br>Markets<br>(Level 1) | Other<br>Observable<br>Inputs<br>(Level 2) | Other<br>Unobservable<br>Inputs<br>(Level 3) | Total Fair<br>Value      |
|---|--|--|--|--------------------------|
| <b>Assets:</b>                                      |  |  |  |                          |
| <b>Operating Investments:</b>                       |  |  |  |                          |
| Certificates of Deposit                             | \$ <u>100,008</u>                                  | \$ <u>    0</u>                            | \$ <u>    0</u>                              | \$ <u>100,008</u>        |
| <b>Assets Held Under Split-Interest Agreements:</b> |  |  |  |                          |
| Equities – US Common Stocks                         | \$ <u>20,336</u>                                   | \$ <u>    0</u>                            | \$ <u>    0</u>                              | \$ <u>20,336</u>         |
| <b>Endowment Investments:</b>                       |  |  |  |                          |
| Money Market Funds                                  | \$ 11,058  | \$ 0                                       | \$ 0   | \$ 11,058                |
| Equities – US Common Stocks                         | 88,557   | 0  | 0  | 88,557                   |
| Equities – Foreign Common Stocks                    | 22,084   | 0  | 0  | 22,084                   |
| Mutual Funds – Bonds                                | 40,505   | 0  | 0  | 40,505                   |
| Mutual Funds – Equities                             | 18,858   | 0  | 0  | 18,858                   |
| Exchange-Traded Funds – Bonds                       | 75,367   | 0  | 0  | 75,367                   |
| Exchange-Traded Funds – Commodities                 | 28,911   | 0  | 0  | 28,911                   |
| Exchange-Traded Funds – Global Equities             | 11,244   | 0  | 0  | 11,244                   |
| Exchange-Traded Funds – US Equities                 | 14,665   | 0  | 0  | 14,665                   |
| Exchange-Traded Funds – Other                       | 12,437   | 0  | 0  | 12,437                   |
| Real Estate Investment Trusts                       | <u>9,035</u>                                       | <u>    0</u>                               | <u>    0</u>                                 | <u>9,035</u>             |
| <b>Total Endowment Investments</b>                  | <b>\$ <u>332,721</u></b>                           | <b>\$ <u>    0</u></b>                     | <b>\$ <u>    0</u></b>                       | <b>\$ <u>332,721</u></b> |
| <b>Liabilities:</b>                                 |  |  |  |                          |
| Split-Interest Agreements                           | \$ <u>    0</u>                                    | \$ <u>20,336</u>                           | \$ <u>    0</u>                              | \$ <u>20,336</u>         |

The carrying amount of liabilities under split-interest agreements is based on the discounted net present value of the expected future cash payments.

Fair values of assets measured on a nonrecurring basis at December 31, 2023 are as follows:

|   | Quoted Prices<br>in Active<br>Markets<br>(Level 1) | Other<br>Observable<br>Inputs<br>(Level 2) | Other<br>Unobservable<br>Inputs<br>(Level 3) | Total Fair<br>Value |
|---|--|--|--|---------------------|
| <b>Other Asset:</b>   |  |  |  |                     |
| Property occupied by the donor<br>for the remainder of his life | \$ <u>    0</u>                                    | \$ <u>125,000</u>                          | \$ <u>    0</u>                              | \$ <u>125,000</u>   |

The carrying amount of the property was determined at the time of donation based on realtor listings of similar properties in the same area.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**5. Liquidity and Availability of Financial Assets**

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the statement of financial position date, comprise the following:

|                           |                   |
|---------------------------|-------------------|
| Cash and cash equivalents | \$ 488,579        |
| Operating Investments     | <u>100,008</u>    |
| Total                     | \$ <u>588,587</u> |

The James A. Duffecy Endowment consists of donor-restricted endowment funds. Income from the donor-restricted endowment funds is restricted for future purposes and is not available for general use. Donor-restricted endowment funds are not available for general expenditure.

OAC has a policy to structure its financial assets to be available as general expenditures, liabilities, and other obligations become due. As part of its liquidity management plan, OAC invests cash in excess of daily requirements in money market funds and certificates of deposit.

**6. Inventory**

Inventory consists of materials held for use by evangelists and others in the course of their ministries. They are valued at the lower of cost or market on an average cost basis.

**7. Other Asset**

In September, 2015 a donor contributed property to OAC, consisting of 18 acres of land and a home located in Mountain Grove, Missouri. The property is owned by OAC with the stipulation that the donor maintains the right of possession and occupancy of the property for the remainder of his natural life. The property is designated as net assets with donor restrictions until the right of possession and occupancy is fully relinquished to OAC. The asset is recorded at fair value.

**OPEN AIR CAMPAIGNERS, U.S., INC.  
NOTES TO THE FINANCIAL STATEMENTS  
DECEMBER 31, 2023**

**8. Property and Equipment**

Property and Equipment, at December 31, 2023 consists of:

|           | <u>Cost</u>       | <u>Accumulated<br/>Depreciation</u> | <u>Net Book<br/>Value</u> |
|-----------|-------------------|-------------------------------------|---------------------------|
| Vehicles  | \$ 312,623        | \$ 206,580                          | \$ 106,043                |
| Equipment | <u>18,779</u>     | <u>14,671</u>                       | <u>4,108</u>              |
| Total     | \$ <u>331,402</u> | \$ <u>221,251</u>                   | \$ <u>110,151</u>         |

Depreciation expense for the year was \$26,328.

**9. Leases**

OAC has operating leases for office space and office equipment. Office space is leased under a short-term lease. The office equipment is leased under a long-term lease with a remaining lease term of 2.58 years.

The components of lease expense for the year ended December 31, 2023 were as follows

|   |                  |
|---|------------------|
| Operating lease expense, included in office supplies  | \$ 5,321         |
| Short-term lease expense, included in occupancy costs | <u>8,730</u>     |
| Total lease expense                                   | \$ <u>14,051</u> |

Other information related to leases for the year ended December 31, 2023:

Cash paid for amounts included in the measurement of lease liabilities:

|  |            |
|--|------------|
| Operating cash flows from operating leases               | \$ 5,321   |
| Weighted average remaining lease term – operating leases | 2.58 years |
| Weighted average discount rate – operating leases        | 4.50 %     |

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**9. Leases, continued**

Future minimum lease payments under non-cancellable operating leases with terms greater than one year are listed below as of December 31, 2023:

|                                    |                  |
|------------------------------------|------------------|
| 2024                               | \$ 5,321         |
| 2025                               | 5,321            |
| 2026                               | <u>3,105</u>     |
| Total lease payments               | 13,747           |
| Less imputed interest              | <u>(792)</u>     |
| Present value of lease liabilities | \$ <u>12,955</u> |

**10. James A. Duffecy Endowment**

The James A. Duffecy Endowment (the Endowment) consists of contributions from donors to establish an endowment fund to provide financial resources for general operating expenses in future years. The goal of the Endowment is to accumulate the donations and investment return until the accumulated balance reaches \$1,000,000 before any of the investment earnings will be appropriated for expenditure.

OAC's Board of Directors has interpreted the State Prudent Management of Institutional Funds Act (SPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, OAC retains in perpetuity (a) the original value of initial and subsequent gift amounts donated to the Endowment and (b) any accumulations to the endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added.

In accordance with SPMIFA, OAC considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: (1) the duration and preservation of the fund, (2) the purposes of the donor-restricted endowment fund, (3) general economic conditions, (4) the possible effect of inflation and deflation, (5) the expected total return from income and the appreciation of investments, (6) other resources of the organization, and (7) the investment policies of the organization.

***Investment Return and Spending Policies***

OAC's Board of Directors has adopted investment and spending policies for the Endowment that attempt to provide a predictable stream of funding for operations while seeking to maintain the purchasing power of the Endowment assets. Over time, long-term rates of return should be equal to an amount sufficient to maintain the purchasing power of the Endowment assets, to provide the necessary capital to fund the spending policy, and to cover the costs of managing the Endowment investments.

**OPEN AIR CAMPAIGNERS, U.S., INC.  
NOTES TO THE FINANCIAL STATEMENTS  
DECEMBER 31, 2023**

**10. James A. Duffecy Endowment, continued**

*Investment Return and Spending Policies, continued*

The target average rate of return is 7 percent annually. Actual returns in any given year may vary from this amount. To satisfy this long-term rate-of-return objective, the investment portfolio is structured on a total-return approach through which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). A significant portion of the funds are invested to seek growth of principal over time. The current spending rate is zero appropriation of earnings until the Endowment has accumulated assets of \$1,000,000.

Endowment net asset composition as of December 31, 2023 is as follows:

**Donor-restricted endowment funds**

|   |                |
|---|----------------|
| Original donor-restricted gift amounts<br>required to be maintained in perpetuity | \$ 271,326     |
| Accumulated investment return   | 72,355         |
| Change in value of split-interest agreements                                      | <u>(9,952)</u> |
| <br>Total endowment funds   | <br>\$ 333,729 |

Changes in Endowment net assets for the year ended December 31, 2023 are as follows:

**Donor restricted endowment funds**

|  |                       |
|--|-----------------------|
| Endowment net assets, beginning of year      | \$ 291,650            |
| Investment return, net                       | 42,691                |
| Contributions                                | 1,008                 |
| Change in value of split-interest agreements | <u>(1,620)</u>        |
| <br>Endowment net assets, end of year        | <br>\$ <u>333,729</u> |

**11. Net Assets with Donor Restrictions**

Net assets with donor restrictions are subject to the following restrictions:

**Subject to time restrictions:**

|   |                |
|---|----------------|
| Property occupied by the donor for the remainder of his life  | \$ 125,000     |
| Perpetual endowment, earnings from which are subject to<br>endowment spending policy and appropriation: |                |
| James A. Duffecy Endowment  | <u>333,729</u> |

Total net assets with donor restrictions \$ 458,729



**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2023**

**12. Transactions with Related Parties**

Certain members of the board of directors are also officers and missionaries of OAC. As is generally the case with deputized support fund raising systems, missionaries raise funds for their own support and for a significant portion of the ministry expenses which they incur, so there is no conflict of interest in setting salaries. Expenses related to their ministries are reimbursed under an accountable reimbursable expense policy and are recorded in appropriate expense categories in the statement of functional expenses.

Members of the board of directors serve without pay for service on the board.

**13. Concentrations**

*Deposits with Financial Institutions*

OAC manages deposit concentration risk by placing cash and money market accounts with financial institutions believed by management of OAC to be creditworthy. Occasionally, the cash balances aggregate to amounts which may exceed the insured limits. Accordingly, those balances would have been at risk of loss in the event of nonperformance by the institutions. To date, OAC has not experienced losses in any of these accounts.

*Sources of Funding*

Contributions and grants are received from many individuals, foundations and church organizations throughout the world. During the year ended December 31, 2023, five contributors represented approximately 10.4% of total contributions.

**14. Subsequent Events**

*Evaluation of Subsequent Events*

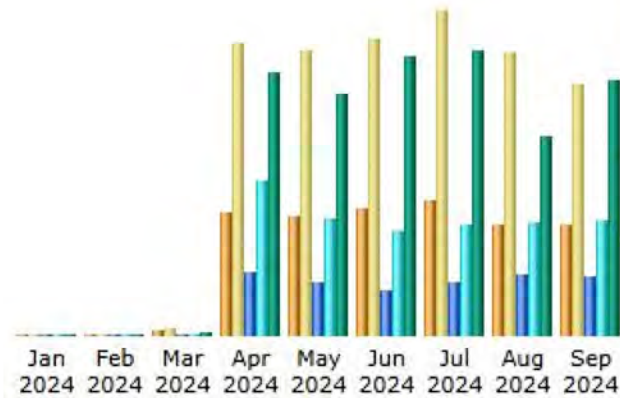
Subsequent events have been evaluated through August 8, 2024. This is the date these financial statements were available to be issued.

**Open Air Campaigners**  
**2024 Inventory Valuation Summary**  
**Quarter 03**

|   | Item Description  | On Hand | Sales Price | Retail Value |
|---|---|---------|-------------|--------------|
| <b>Inventory</b>  |   |         |             |              |
| bk (from Michigan) (Board Kit)  | Board Kit   | 2       | 70.00       | 140.00       |
| bk (from Nazareth) (Board Kit)  | Board Kit   | 16      | 70.00       | 1,120.00     |
| BLU (from Michigan) (LED Blacklight Unit - Nazareth warehouse)                | LED Blacklight Unit - Nazareth warehouse                  | 1       | 200.00      | 200.00       |
| BLU (from Nazareth) (LED Blacklight Unit - Nazareth warehouse)                | LED Blacklight Unit - Nazareth warehouse                  | 14      | 200.00      | 2,800.00     |
| box (Paint Box)   | Paint Box   | 95      | 7.00        | 665.00       |
| bts (Ball to Square)  | Ball to Square  | 3       | 6.00        | 18.00        |
| cb (Checks & Balances Object Lesson)  | Checks & Balances Object Lesson                           | 43      | 2.00        | 86.00        |
| cbi (Checks & Balances INSTRUCTION sheet)                                     | Checks & Balances INSTRUCTION sheet                       | 125     | 0.25        | 31.25        |
| ccc (Chemical Cross Crystals (small bag))                                     | Chemical Cross Crystals (small bag)                       | 235     | 3.00        | 705.00       |
| ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)                 | Chemical Cross - PVC Nazareth warehouse                   | 124     | 10.00       | 1,240.00     |
| ct (Chalk & Talk)   | Chalk & Talk  | 86      | 5.00        | 430.00       |
| dvdkb (Miss Karen "Get Out of the Boat" DVD)                                  | Miss Karen "Get Out of the Boat" DVD                      | 19      | 15.00       | 285.00       |
| dvdol (Object Lessons For The Open Air DVD)                                   | Object Lessons For The Open Air DVD                       | 44      | 10.00       | 440.00       |
| dvdsm (Sketch Board Messages: Adult Presentations DVD)                        | Sketch Board Messages: Adult Presentations DVD            | 15      | 10.00       | 150.00       |
| eccp (EvangCube Carry Pouch)  | EvangCube Carry Pouch                                     | 8       | 8.00        | 64.00        |
| eccpws (EvangCube carry pouch / WITH CARRY STRAP)                             | EvangCube carry pouch / WITH CARRY STRAP                  | 2       | 8.00        | 16.00        |
| eckc (EvangCube Key Chain)  | EvangCube Key Chain                                       | 20      | 6.00        | 120.00       |
| fb (Fisherman's Basket)   | Fisherman's Basket  | 202     | 10.00       | 2,020.00     |
| fol (Film of Life)  | Film of Life  | 8       | 4.00        | 32.00        |
| FPPBLU (Pint of Fluorescent Concentrate (Blue))                               | Pint of Fluorescent Concentrate (Blue)                    | 28      | 10.00       | 280.00       |
| FPPGRN (Pint of Fluorescent Concentrate (Green))                              | Pint of Fluorescent Concentrate (Green)                   | 27      | 10.00       | 270.00       |
| FPPOR (Pint of Fluorescent Concentrate (Orange))                              | Pint of Fluorescent Concentrate (Orange)                  | 25      | 10.00       | 250.00       |
| FPPRD (Pint of Fluorescent Concentrate (Red))                                 | Pint of Fluorescent Concentrate (Red)                     | 34      | 10.00       | 340.00       |
| FPPYW (Pint of Fluorescent Concentrate (Yellow))                              | Pint of Fluorescent Concentrate (Yellow)                  | 29      | 10.00       | 290.00       |
| fsb (from Michigan) (Folding Sketchboard - Nazareth warehouse)                | Folding Sketchboard - Nazareth warehouse                  | 1       | 200.00      | 200.00       |
| fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)                | Folding Sketchboard - Nazareth warehouse                  | 9       | 200.00      | 1,800.00     |
| gps (Gospel Puppet Stories)   | Gospel Puppet Stories                                     | 98      | 5.00        | 490.00       |
| hb (Bible Coloring Book Object Lesson)  | Bible Coloring Book Object Lesson                         | 13      | 12.00       | 156.00       |
| hbb (Holy Bible BLANK edition)  | Holy Bible BLANK edition                                  | 34      | 6.00        | 204.00       |
| hbb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)           | Portable Hand-Held Board - Nazareth warehouse             | 6       | 18.00       | 108.00       |
| hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth ware... | Portable Hand-Held Board Carry Pouch - Nazareth wareho... | 2       | 18.00       | 36.00        |
| hiaj (Heaven In A Jar)  | Heaven In A Jar   | 84      | 5.00        | 420.00       |
| is (Indian Symbols Tell The Gospel)   | Indian Symbols Tell The Gospel                            | 262     | 5.00        | 1,310.00     |
| itg (Illustrating The Gospel)   | Illustrating The Gospel                                   | 70      | 5.00        | 350.00       |
| lol (Loop of Life Object Lesson)  | Loop of Life Object Lesson                                | 170     | 2.00        | 340.00       |
| loli (Loop of Life Instruction Booklet)                                       | Loop of Life Instruction Booklet                          | 10      | 0.25        | 2.50         |
| LTW (Living The Last Words of Jesus book)                                     | Living The Last Words of Jesus book                       | 16      | 25.00       | 400.00       |
| mpk (Modified Paint Kit)  | Modified Paint Kit  | 18      | 50.00       | 900.00       |
| oae (Open Air Evangelism)   | Open Air Evangelism                                       | 238     | 5.00        | 1,190.00     |
| oass (Open Air Sketchboard Stories)   | Open Air Sketchboard Stories                              | 212     | 6.00        | 1,272.00     |
| paper (Newsprint Paper (36" x 54"))   | Newsprint Paper (36" x 54")                               | 8,880   | 0.25        | 2,220.00     |
| pb (Paint Brush)  | Paint Brush   | 84      | 8.50        | 714.00       |
| pod-public (Problem of Death tract)   | Problem of Death tract                                    | 4,572   | 0.40        | 1,828.80     |
| pod-staff (Problem of Death tract - OAC staff discount applied)               | Problem of Death tract - OAC staff discount applied       | 4,290   | 0.35        | 1,501.50     |
| ppblack (Powdered Paint (Black))  | Powdered Paint (Black)                                    | 25      | 5.00        | 125.00       |
| RANS (from Michigan) (Rich Art BLACK quart)                                   | Rich Art BLACK quart                                      | 1       | 25.00       | 25.00        |
| RANS (from Nazareth) (Rich Art BLACK quart)                                   | Rich Art BLACK quart                                      | 186     | 25.00       | 4,650.00     |
| RAS (Rich Art BLACK quart (Special staff pricing))                            | Rich Art BLACK quart (Special staff pricing)              | 154     | 20.00       | 3,080.00     |
| RGN (The Really Great News of the Bible booklet)                              | The Really Great News of the Bible booklet                | 272     | 1.00        | 272.00       |
| rppblack (Pint - Regular Pint (Black))  | Pint - Regular Pint (Black)                               | 49      | 7.00        | 343.00       |
| rppblu (Pint - Regular Pint (Blue))   | Pint - Regular Pint (Blue)                                | 17      | 7.00        | 119.00       |
| rppgrn (Pint - Regular Pint (Green))  | Pint - Regular Pint (Green)                               | 33      | 7.00        | 231.00       |
| rpprd (Pint - Regular Pint (Red))   | Pint - Regular Pint (Red)                                 | 17      | 7.00        | 119.00       |
| rppyw (Pint - Regular Pint (Yellow))  | Pint - Regular Pint (Yellow)                              | 67      | 7.00        | 469.00       |
| rpqbk (Regular Paint (Quart) - Black)   | Regular Paint (Quart) - Black                             | 60      | 13.00       | 780.00       |
| rpqblue (from Michigan) (Regular Paint (Quart) - Blue)                        | Regular Paint (Quart) - Blue                              | 1       | 13.00       | 13.00        |
| rpqblue (from Nazareth) (Regular Paint (Quart) - Blue)                        | Regular Paint (Quart) - Blue                              | 41      | 13.00       | 533.00       |
| rpqgreen (from Michigan) (Regular Paint (Quart) - Green)                      | Regular Paint (Quart) - Green                             | 1       | 13.00       | 13.00        |
| rpqgreen (from Nazareth) (Regular Paint (Quart) - Green)                      | Regular Paint (Quart) - Green                             | 31      | 13.00       | 403.00       |
| rpqred (from Michigan) (Regular Regular Paint (Quart) - Red)                  | Regular Regular Paint (Quart) - Red                       | 1       | 13.00       | 13.00        |
| rpqred (from Nazareth) (Regular Regular Paint (Quart) - Red)                  | Regular Regular Paint (Quart) - Red                       | 52      | 13.00       | 676.00       |
| rpqyellow (from Michigan) (Regular Paint (Quart) - Yellow)                    | Regular Paint (Quart) - Yellow                            | 1       | 13.00       | 13.00        |
| rpqyellow (from Nazareth) (Regular Paint (Quart) - Yellow)                    | Regular Paint (Quart) - Yellow                            | 18      | 13.00       | 234.00       |
| RT (Rat Trap Object Lesson)   | Rat Trap Object Lesson                                    | 15      | 4.00        | 60.00        |
| RWG (How To Have The Relationship With God You Really Need booklet)           | How To Have The Relationship With God You Really Nee...   | 446     | 1.00        | 446.00       |
| sm (Sketchboard Messages)   | Sketchboard Messages                                      | 389     | 6.00        | 2,334.00     |
| sms (Sketchboard Messages (SPANISH))  | Sketchboard Messages (SPANISH)                            | 32      | 6.00        | 192.00       |
| st (Sketch & Tell)  | Sketch & Tell   | 172     | 6.00        | 1,032.00     |
| STEPSNS (Counseling Booklets*)  | Counseling Booklets*                                      | 13,420  | 0.25        | 3,355.00     |
| STEPSS (Counseling Booklets - Special discount for OAC staff)                 | Counseling Booklets - Special discount for OAC staff      | 9,114   | 0.12        | 1,093.68     |
| tab (Tricky Arrow Board)  | Tricky Arrow Board  | 41      | 5.00        | 205.00       |
| tc (from Nazareth) (Ten Commandments in stone - Nazareth warehouse)           | Ten Commandments in stone - Nazareth warehouse            | 61      | 8.00        | 488.00       |
| tcts (The Church Team (SPANISH))  | The Church Team (SPANISH)                                 | 63      | 3.00        | 189.00       |
| tes (The Evangelist (SPANISH))  | The Evangelist (SPANISH)                                  | 7       | 4.00        | 28.00        |
| tf (The Fool Flashcard Story Set)   | The Fool Flashcard Story Set                              | 14      | 20.00       | 280.00       |
| tl (Three LOOPS Object Lesson)  | Three LOOPS Object Lesson                                 | 100     | 3.00        | 300.00       |
| tli (Three LOOP Instruction Booklet)  | Three LOOP Instruction Booklet                            | 85      | 0.25        | 21.25        |
| tm1 (Training Manual (One-Week Edition))                                      | Training Manual (One-Week Edition)                        | 14      | 12.00       | 168.00       |
| tm3 (Training Manual (Three-Week Edition))                                    | Training Manual (Three-Week Edition)                      | 20      | 20.00       | 400.00       |
| tr (Three ROPES Object Lesson)  | Three ROPES Object Lesson                                 | 834     | 2.00        | 1,668.00     |
| tri (Three ROPES Instruction Booklet)   | Three ROPES Instruction Booklet                           | 105     | 0.25        | 26.25        |
| tw (Truceless Warfare Advances)   | Truceless Warfare Advances                                | 10      | 8.00        | 80.00        |
| uq (Ultimate Questions Booklet)   | Ultimate Questions Booklet                                | 80      | 2.00        | 160.00       |
| WB (The Wonderful Wordless Bible)   | The Wonderful Wordless Bible                              | 5       | 2.00        | 10.00        |
| WBS (The Wonderful Wordless Bible - Small Edition)                            | The Wonderful Wordless Bible - Small Edition              | 252     | 0.50        | 126.00       |
| yep (Young People's Evangelistic Programs)                                    | Young People's Evangelistic Programs                      | 218     | 6.00        | 1,308.00     |
| Total Inventory   |   | 46,798  |             | 53,516.23    |

## WWW.OACUSA.ORG WEB STATS

### Monthly history



| Month    | Unique visitors | Number of visits | Pages  | Hits    | Bandwidth |
|----------|-----------------|------------------|--------|---------|-----------|
| Jan 2024 | 0               | 0                | 0      | 0       | 0         |
| Feb 2024 | 0               | 0                | 0      | 0       | 0         |
| Mar 2024 | 183             | 224              | 590    | 1,339   | 38.64 MB  |
| Apr 2024 | 4,174           | 9,988            | 51,377 | 125,520 | 4.09 GB   |
| May 2024 | 4,074           | 9,713            | 42,349 | 94,910  | 3.76 GB   |
| Jun 2024 | 4,341           | 10,082           | 36,817 | 84,329  | 4.35 GB   |
| Jul 2024 | 4,621           | 11,071           | 42,122 | 89,898  | 4.44 GB   |
| Aug 2024 | 3,754           | 9,608            | 49,696 | 91,497  | 3.09 GB   |
| Sep 2024 | 3,769           | 8,553            | 48,468 | 93,927  | 3.97 GB   |

**Open Air Campaigners – USA**  
**Quarterly Budget Overview - National Operating Fund (NOF)**  
**2024**

|  | Budget            | Quarter 1<br>Actual | Quarter 2<br>Actual | Quarter 3<br>Actual | Quarter 4<br>Actual | Year-To-Date      | Difference |
|--|-------------------|---------------------|---------------------|---------------------|---------------------|-------------------|------------|
| <b>NOF INCOME</b>                            |                   |                     |                     |                     |                     |                   |            |
| NOF related                                  | 30,000            | 33,985              | 81,174              | 56,782              |                     | \$ 171,941        | 141,941    |
| Goods Sold                                   | 9,000             | 2,930               | 3,256               | 4,607               |                     | \$ 10,793         | 1,793      |
| Shipping Income                              | 2,000             | 689                 | 789                 | 1,020               |                     | \$ 2,498          | 498        |
| Orientation-Candidate School                 | 1,000             | -                   | -                   | -                   |                     | \$ -              | (1,000)    |
| MPSD   | -                 | 800                 | 1,275               | 2,276               |                     | \$ 4,351          | 4,351      |
| Service Charge                               | 160,000           | 41,847              | 47,149              | 47,194              |                     | \$ 136,190        | (23,810)   |
| Staff Conference                             | -                 | 750                 | -                   | -                   |                     | \$ 750            | 750        |
| Reimbursement income                         | 12,000            | 3,246               | 3,655               | 4,118               |                     | \$ 11,019         | (981)      |
| Misc (interest income, etc)                  | 10,000            | 5,564               | 5,708               | 5,386               |                     | \$ 16,658         | 6,658      |
| <b>TOTAL NOF INCOME</b>                      | <b>\$ 224,000</b> | <b>\$ 89,811</b>    | <b>\$ 143,006</b>   | <b>\$ 121,383</b>   | <b>\$ -</b>         | <b>\$ 354,200</b> | 130,200    |
| <b>NOF EXPENSES</b>                          |                   |                     |                     |                     |                     |                   |            |
| Affiliation ( ECFA / OACI)                   | 7,000             | 1,500               | 3,293               | 1,500               |                     | \$ 6,293          | (707)      |
| Assist / Encourage & Train Staff             | 1,500             | 412                 | 245                 | 262                 |                     | \$ 919            | (581)      |
| Audit  | 9,000             | -                   | -                   | -                   |                     | \$ -              | (9,000)    |
| Branch Development (Directors meetings, etc) | 5,000             | -                   | -                   | -                   |                     | \$ -              | (5,000)    |
| Cost of Goods Sold                           | 6,000             | 918                 | 6,531               | 731                 |                     | \$ 8,180          | 2,180      |
| Evangelism & Discipleship                    | -                 | -                   | 47                  | -                   |                     | \$ 47             | 47         |
| Bank & other fees                            | 25,000            | 7,084               | 6,076               | 5,713               |                     | \$ 18,873         | (6,127)    |
| Insurance (Multi-Peril)                      | 4,500             | 3,875               | (340)               | -                   |                     | \$ 3,535          | (965)      |
| Insurance (Workman's Comp)                   | 5,000             | 998                 | 834                 | 990                 |                     | \$ 2,822          | (2,178)    |
| Meetings (Board / Management Team)           | 2,000             | -                   | -                   | -                   |                     | \$ -              | (2,000)    |
| Miscellaneous                                | -                 | -                   | -                   | -                   |                     | \$ -              | 0          |
| MPSD   | -                 | 350                 | 1,300               | 11,495              |                     | \$ 13,145         | 13,145     |
| Office Supply / Equipment / Repair           | 17,000            | 2,061               | 3,042               | 4,301               |                     | \$ 9,404          | (7,596)    |
| Orientation / Candidate School               | 1,000             | -                   | -                   | -                   |                     | \$ -              | (1,000)    |
| Payroll Taxes                                | 95,000            | 22,797              | 21,201              | 20,002              |                     | \$ 64,000         | (31,000)   |
| Communication (Phone/web/social media)       | 6,000             | 1,644               | 1,074               | 1,172               |                     | \$ 3,890          | (2,110)    |
| Postage                                      | 5,000             | 2,044               | 1,053               | 1,244               |                     | \$ 4,341          | (659)      |
| Promotion                                    | 1,000             | 195                 | -                   | 18                  |                     | \$ 213            | (787)      |
| Reimbursement expenses                       | 6,000             | 755                 | 1,336               | 1,715               |                     | \$ 3,806          | (2,194)    |
| Rent   | 13,000            | 2,993               | 2,791               | 3,037               |                     | \$ 8,821          | (4,179)    |
| Shipping / Handling                          | 4,000             | 975                 | 1,197               | 982                 |                     | \$ 3,154          | (846)      |
| Staff Conference                             | -                 | -                   | -                   | -                   |                     | \$ -              | 0          |
| Travel                                       | 11,000            | 4,034               | 3,104               | 4,554               |                     | \$ 11,692         | 692        |
| <b>TOTAL NOF EXPENSES</b>                    | <b>224,000</b>    | <b>52,635</b>       | <b>52,784</b>       | <b>57,716</b>       | <b>0</b>            | <b>\$ 163,135</b> | (60,865)   |
|  |                   | <b>37,176</b>       | <b>90,222</b>       | <b>63,667</b>       | <b>0</b>            | <b>191,065</b>    |            |

Inc. minus exp.



Report for:  
September, 2024

**CASH IN THE BANK = \$ 971,841**

|                    |            |
|--------------------|------------|
| Truist Checking    | \$ 16,123  |
| Fulton Checking    | \$ 99,595  |
| PayPal             | \$ 8,248   |
| PNC Checking       | \$ -       |
| Schwab - Endowment | \$ 454,093 |
| Money Market       | \$ 393,782 |
|                    | \$ 971,841 |

**Designated For Staff & Branch Use = \$ 233,432**

**Total Funds Available For National Use = \$ 738,444**

|  |                   |
|--|-------------------|
| Committed to Short Term Branch Ministry  | \$ (62)           |
| Duffey Endowment funds on hand   | \$ (454,093)      |
| Committed to MPSD-NTD  | \$ (1,878)        |
| Committed to Rainy Day Fund  | \$ (15,000)       |
| Committed for Staff Assistance   | \$ (10,000)       |
| Coming back to us next month from staff bills we paid on their behalf this month | \$ 187            |
| NOF committed funding  | \$ (480,846)      |
| <b>Net cash available for national use (ie not designated for anything else)</b> | <b>\$ 257,598</b> |
| Duffey Endowment Pledges not yet received - Future Income                        | <b>\$ 700,000</b> |