

# **OAC Management Team Report**

## **Quarter 2, 2022**

**(April - June)**

### **SUMMARY REPORT FROM CENTRAL SERVICES JOHN CUTLIP (PENNSYLVANIA)**



Some in-house information to keep you in the loop 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

**HERE IS THE LAST SUMMARY REPORT FROM FIELD DIRECTOR, BRIAN HARMON:**



**Ed and Debbie Neimann** are doing well. It was good to spend some time with them in May. Ed is praying about “timing” as he plans to step down from the pastoring position and focusing more fully on developing the Pittsburgh area. I believe he has so many opportunities there.

**Tampa Trip** Brian and Kimberlee Harmon took a team of 10 college and career students from Michigan to spend a ministry week with Richard and Diane Burley. Burleys are doing a great work there in the Tampa area. I am encouraged with the ministry locations and the relationship they have with their local church.

**Zane and Laurie Dempsie** are doing well in Central, PA. It was an encouraging time to spend a week in April with them. The relationship they have with their local church, and churches, is very healthy. I was encouraged to see how Jimmy and Rebecca Coates (Becca Jefferson) have made this area home.

**Kingdom Come Training** continues to be a tool that is helping enable our staff (Itzel, Domont, Powers, Dempsie, and Beaudoin) in the area of team building. We are seeing their financial support percentages increasing, which is an indicator of a growing ministry partnership base.

**Jimmy and Rebecca Coates** In April, Rebecca was brought on as full staff. She is very excited to have reached this mile-marker. Their church is behind them and they seem very happy in Central, PA.

**Paul and Carmiña Adams** Tom and I met with Paul in early June. We encouraged Paul to consider taking on the Richmond, VA area as an OAC Branch Director. He will be in England until mid-December. We will be talking and praying about this further.

**Erin Chervenak** Tom and I met with Erin during our week at SET in June. She is faithfully serving with OAC. Erin's desire is to be where God wants here. For now, that is in the Rochester area. We are praying God would show us a scenario, if it is His will, where Erin could plug into a healthy branch. It is also possible God will raise up a director for the Rochester, NY area. I appreciate Erin's heart of faithfulness and willingness to go where God leads. She was encouraged with our conversation.

**Director's Conference** is scheduled for October 12 – 16 at Joy El Camp in Greencastle, PA. I have invited 15 of our staff and 11 have confirmed that they will be attending.

**Tom Fox** is finishing up his doctoral studies. We just spent a wonderful week together at SET.

### **Prayer Concerns:**

- Brenten and Lena Powers are encouraged and doing well, but they are hovering at 33% of their financial goal.
- The management team would love to provide an OAC Sketchboard Evangelism Training (SET) for the west coast in 2023. Praying the NoCal branch would be a good fit.
- John and Tiffany Copell have health concerns for their children. John has a lot of hours commuting to Boston. They need ministry partners to come alongside them.
- Peter and Isabel O'Driscoll have a continued spiritual battle going on within their family and home. Please pray for them.
- Kurt Schafli, as he continues battling his cancer.
- Dan and Becky Beaudoin as they are really working at reaching 100%, so they can go full time.

- Karen and Chris Williams as she cares for Chris and his health needs.
- Chip and Kim Wolfe and his health issues (tinnitus and cancer)
- John and Sue Cutlip as they work on the big project of their house and new OAC HQ.
- A couple of our staff men are seeking wisdom as pastoral ministry opportunities have presented themselves. Pray for wisdom and that God would affirm them in their callings.
- Satan puts marriages in his cross-hairs. There are a couple of our staff families needing our prayer in this area specifically.
- OAC management team as we look at how to serve and direct the branches and areas of ministry.
- Also, 2025 is fast approaching. OAC's goal: "25 cities by 2025" is a God glorifying goal and His will is perfect. May we be faithful in every place he plants us! Pray God would give the management team His vision for the next 5, 10, 20 year goal(s).

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

# SUMMARY REPORT FROM PERSONNEL DEVELOPMENT

## TOM FOX



### Contact Cards

- \* Moises “Moses” Escobar in the Dallas area has indicated his calling to the ministry and his wife’s full backing. We have emailed and had lengthy telephone conversations regarding next steps for he and his wife, Barbara. Moses and his wife are actively filling out an application.

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

#### \* MPSD

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

- ♣ Beaudoin coaching is on hold agreed between KCT, Dan, and MT - now at 55%
- ♣ Dempsie coaching in progress - now at 51%
- ♣ Domont coaching in progress - now at 64%
- ♣ Itzel: coaching in progress - now at 81%
- ♣ Powers: coaching in progress - now at 31%

#### \* NTD

- The Baltimore SET: June 13 – 17, 2022 was completed with 8 students from 4 states

- ♣ Belcroft Bible Church (host training facility and food service) was a blessing and were blessed to have us there
- ♣ Courtyard Marriott Bowie is a good hotel one mile from Belcroft

- \* SET 2023 – Looking at San Jose area as a possibility but need a church willing to graciously serve as facility host with a main-stream hotel close by – Brian Harmon and I will need to organize a recon trip at some point

Branch Short Term Housing Fund trips breakdown – housing provided by major donor (Holloway)

- July 3-8 Dallas (& Rochester) to Boston
- July 10-15 Michigan (Scott & Mike) to Boston
- July 17-22 Tampa to Boston
- July 24- 29 Michigan (Brian) to Boston
- July 31 – Aug 6 Pittsburgh to Boston

Staff Conference 2023 – looking into possible locations and host Branch

# **Open Air Campaigners**

**CONFIDENTIAL**

**Staff Support %**

**From January through June, 2022**

**Paul and Carmina Adams**  
Monthly Top = 6599

Appointed to OAC staff in 1996

<b>January</b>	<b>177%</b>
<b>February</b>	<b>55%</b>
<b>March</b>	<b>122%</b>
<b>April</b>	<b>92%</b>
<b>May</b>	<b>114%</b>
<b>June</b>	<b>108%</b>

**Year-To-Date Support Average = 111%**

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**Frank Baldus**  
Monthly Top = 4950

Appointed to OAC staff in 2011

<b>January</b>	<b>1%</b>
<b>February</b>	<b>38%</b>
<b>March</b>	<b>26%</b>
<b>April</b>	<b>39%</b>
<b>May</b>	<b>42%</b>
<b>June</b>	<b>38%</b>

**Year-To-Date Support Average = 31%**

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**Dan & Rebecca Beaudoin**  
Monthly Top = 6904

Appointed to OAC staff in 2015

<b>January</b>	<b>329%</b>
<b>February</b>	<b>44%</b>
<b>March</b>	<b>64%</b>
<b>April</b>	<b>48%</b>
<b>May</b>	<b>56%</b>
<b>June</b>	<b>74%</b>

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

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**David and Joy Braun**  
Monthly Top = 6599

Appointed to OAC staff in 1985

<b>January</b>	<b>163%</b>
<b>February</b>	<b>17%</b>
<b>March</b>	<b>37%</b>
<b>April</b>	<b>12%</b>
<b>May</b>	<b>17%</b>
<b>June</b>	<b>19%</b>

**Year-To-Date Support Average = 44%**

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**Eric and Diane Briscoe**  
Monthly Top = 6599

Appointed to OAC staff in 1982

<b>January</b>	<b>153%</b>
<b>February</b>	<b>68%</b>
<b>March</b>	<b>123%</b>
<b>April</b>	<b>113%</b>
<b>May</b>	<b>127%</b>
<b>June</b>	<b>79%</b>

**Year-To-Date Support Average = 111%**

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**Richard & Diane Burley**  
Monthly Top = 6599

Appointed to OAC staff in 2002

<b>January</b>	<b>49%</b>
<b>February</b>	<b>15%</b>
<b>March</b>	<b>24%</b>
<b>April</b>	<b>37%</b>
<b>May</b>	<b>20%</b>
<b>June</b>	<b>16%</b>

**Year-To-Date Support Average = 27%**

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**Michael & Renae Bussen**  
Monthly Top = 6599

Appointed to OAC staff in 1990

<b>January</b>	<b>110%</b>
<b>February</b>	<b>81%</b>
<b>March</b>	<b>67%</b>
<b>April</b>	<b>106%</b>
<b>May</b>	<b>222%</b>
<b>June</b>	<b>107%</b>

**Year-To-Date Support Average = 116%**

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**Erin Chervenak**  
Monthly Top = 4950

Appointed to OAC staff in 2015

<b>January</b>	<b>56%</b>
<b>February</b>	<b>87%</b>
<b>March</b>	<b>34%</b>
<b>April</b>	<b>31%</b>
<b>May</b>	<b>34%</b>
<b>June</b>	<b>44%</b>

**Year-To-Date Support Average = 48%**

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**John & Tiffany Copell**  
Monthly Top = 6500

Appointed to OAC staff in 2020

<b>January</b>	<b>15%</b>
<b>February</b>	<b>9%</b>
<b>March</b>	<b>13%</b>
<b>April</b>	<b>3%</b>
<b>May</b>	<b>45%</b>
<b>June</b>	<b>6%</b>

**Year-To-Date Support Average = 15%**

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**John and Sue Cutlip**  
Monthly Top = 7391

Appointed to OAC staff in 1980

<b>January</b>	<b>131%</b>
<b>February</b>	<b>100%</b>
<b>March</b>	<b>100%</b>
<b>April</b>	<b>131%</b>
<b>May</b>	<b>146%</b>
<b>June</b>	<b>139%</b>

**Year-To-Date Support Average = 125%**

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**Zane & Laurie Dempsie**  
Monthly Top = 8071

Appointed to OAC staff in 2008

<b>January</b>	<b>44%</b>
<b>February</b>	<b>46%</b>
<b>March</b>	<b>53%</b>
<b>April</b>	<b>43%</b>
<b>May</b>	<b>44%</b>
<b>June</b>	<b>48%</b>

**Year-To-Date Support Average = 46%**

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**Scott & Christine Domont**  
Monthly Top = 7507

Appointed to OAC staff in 2021

<b>January</b>	<b>114%</b>
<b>February</b>	<b>47%</b>
<b>March</b>	<b>42%</b>
<b>April</b>	<b>74%</b>
<b>May</b>	<b>122%</b>
<b>June</b>	<b>50%</b>

**Year-To-Date Support Average = 75%**

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**Bob and Deidra Ewerth**  
Monthly Top = 6599

Appointed to OAC staff in 1976

<b>January</b>	<b>35%</b>
<b>February</b>	<b>31%</b>
<b>March</b>	<b>40%</b>
<b>April</b>	<b>27%</b>
<b>May</b>	<b>39%</b>
<b>June</b>	<b>61%</b>

**Year-To-Date Support Average = 39%**

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**Tom Fox**  
Monthly Top = 6599

Appointed to OAC staff in 2009

<b>January</b>	<b>48%</b>
<b>February</b>	<b>24%</b>
<b>March</b>	<b>28%</b>
<b>April</b>	<b>25%</b>
<b>May</b>	<b>26%</b>
<b>June</b>	<b>27%</b>

**Year-To-Date Support Average = 30%**

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**Brian & Kimberlee Harmon**  
Monthly Top = 12000

Appointed to OAC staff in 2010

<b>January</b>	<b>148%</b>
<b>February</b>	<b>150%</b>
<b>March</b>	<b>58%</b>
<b>April</b>	<b>191%</b>
<b>May</b>	<b>56%</b>
<b>June</b>	<b>103%</b>

**Year-To-Date Support Average = 118%**

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**Russ Hodder**  
Monthly Top = 4950

Appointed to OAC staff in 1977

<b>January</b>	<b>79%</b>
<b>February</b>	<b>63%</b>
<b>March</b>	<b>68%</b>
<b>April</b>	<b>65%</b>
<b>May</b>	<b>81%</b>
<b>June</b>	<b>67%</b>

**Year-To-Date Support Average = 71%**

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**Ryan & Tasia Itzel**  
Monthly Top = 6750

Appointed to OAC staff in 2020

<b>January</b>	<b>90%</b>
<b>February</b>	<b>45%</b>
<b>March</b>	<b>59%</b>
<b>April</b>	<b>65%</b>
<b>May</b>	<b>54%</b>
<b>June</b>	<b>45%</b>

**Year-To-Date Support Average = 60%**

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**Rebecca Jefferson**  
Monthly Top = 4950

Appointed to OAC staff in 2015

<b>January</b>	<b>66%</b>
<b>February</b>	<b>15%</b>
<b>March</b>	<b>29%</b>
<b>April</b>	<b>20%</b>
<b>May</b>	<b>27%</b>
<b>June</b>	<b>21%</b>

**Year-To-Date Support Average = 30%**

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**Steve & Connie Johnson**  
Monthly Top = 6599

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>0%</b>

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

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**Mark & Angela Kennedy**  
Monthly Top = 6751

Appointed to OAC staff in 2004

<b>January</b>	<b>33%</b>
<b>February</b>	<b>35%</b>
<b>March</b>	<b>27%</b>
<b>April</b>	<b>36%</b>
<b>May</b>	<b>49%</b>
<b>June</b>	<b>33%</b>

**Year-To-Date Support Average = 36%**

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**Sue MacNeil**  
Monthly Top = 4950

Appointed to OAC staff in 2000

<b>January</b>	<b>2%</b>
<b>February</b>	<b>6%</b>
<b>March</b>	<b>2%</b>
<b>April</b>	<b>0%</b>
<b>May</b>	<b>0%</b>
<b>June</b>	<b>2%</b>

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

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**Betty Naggy-Masten**  
Monthly Top = 6599

Appointed to OAC staff in 1970

<b>January</b>	<b>0%</b>
<b>February</b>	<b>0%</b>
<b>March</b>	<b>3%</b>
<b>April</b>	<b>0%</b>
<b>May</b>	<b>0%</b>
<b>June</b>	<b>3%</b>

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

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**Chris & Bonnie McKinley**  
Monthly Top = 6904

Appointed to OAC staff in 2016

<b>January</b>	<b>117%</b>
<b>February</b>	<b>18%</b>
<b>March</b>	<b>18%</b>
<b>April</b>	<b>17%</b>
<b>May</b>	<b>25%</b>
<b>June</b>	<b>17%</b>

**Year-To-Date Support Average = 35%**

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**Juan & Dawn Monzon**  
Monthly Top = 7205

Appointed to OAC staff in 1990

<b>January</b>	<b>0%</b>
<b>February</b>	<b>0%</b>
<b>March</b>	<b>0%</b>
<b>April</b>	<b>0%</b>
<b>May</b>	<b>0%</b>
<b>June</b>	<b>0%</b>

**Year-To-Date Support Average = 0%**

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**Rick and Dovie Moore**  
Monthly Top = 6599

Appointed to OAC staff in 2007

<b>January</b>	<b>107%</b>
<b>February</b>	<b>46%</b>
<b>March</b>	<b>69%</b>
<b>April</b>	<b>70%</b>
<b>May</b>	<b>51%</b>
<b>June</b>	<b>49%</b>

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

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**Ed & Debbie Neimann**  
Monthly Top = 6599

Appointed to OAC staff in 2016

<b>January</b>	<b>29%</b>
<b>February</b>	<b>0%</b>
<b>March</b>	<b>0%</b>
<b>April</b>	<b>3%</b>
<b>May</b>	<b>31%</b>
<b>June</b>	<b>36%</b>

**Year-To-Date Support Average = 17%**

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**Peter and Isabel O'Driscoll**  
Monthly Top = 7055

Appointed to OAC staff in 1996

<b>January</b>	<b>91%</b>
<b>February</b>	<b>12%</b>
<b>March</b>	<b>2%</b>
<b>April</b>	<b>8%</b>
<b>May</b>	<b>2%</b>
<b>June</b>	<b>0%</b>

**Year-To-Date Support Average = 19%**

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**Chuck Phelps**  
Monthly Top = 4950

Appointed to OAC staff in 1970

<b>January</b>	<b>29%</b>
<b>February</b>	<b>22%</b>
<b>March</b>	<b>22%</b>
<b>April</b>	<b>22%</b>
<b>May</b>	<b>22%</b>
<b>June</b>	<b>19%</b>

**Year-To-Date Support Average = 23%**

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**Brenten & Lena Powers**  
Monthly Top = 7500

Appointed to OAC staff in 2020

<b>January</b>	<b>52%</b>
<b>February</b>	<b>21%</b>
<b>March</b>	<b>22%</b>
<b>April</b>	<b>43%</b>
<b>May</b>	<b>38%</b>
<b>June</b>	<b>54%</b>

**Year-To-Date Support Average = 38%**

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**Ken & Kathy Teeter**  
Monthly Top = 6599

Appointed to OAC staff in 2011

<b>January</b>	<b>37%</b>
<b>February</b>	<b>21%</b>
<b>March</b>	<b>37%</b>
<b>April</b>	<b>25%</b>
<b>May</b>	<b>166%</b>
<b>June</b>	<b>20%</b>

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

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**Karen Williams**  
Monthly Top = 6599

Appointed to OAC staff in 1984

<b>January</b>	<b>88%</b>
<b>February</b>	<b>14%</b>
<b>March</b>	<b>12%</b>
<b>April</b>	<b>35%</b>
<b>May</b>	<b>10%</b>
<b>June</b>	<b>11%</b>

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

**Mike & Christine Wilson**  
Monthly Top = 7205

Appointed to OAC staff in 2016

<b>January</b>	<b>8%</b>
<b>February</b>	<b>23%</b>
<b>March</b>	<b>8%</b>
<b>April</b>	<b>11%</b>
<b>May</b>	<b>5%</b>
<b>June</b>	<b>8%</b>

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**Year-To-Date Support Average = 11%**

**Chip & Kim Wolfe**  
Monthly Top = 7390

Appointed to OAC staff in 2000

<b>January</b>	<b>56%</b>
<b>February</b>	<b>70%</b>
<b>March</b>	<b>39%</b>
<b>April</b>	<b>47%</b>
<b>May</b>	<b>44%</b>
<b>June</b>	<b>49%</b>

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

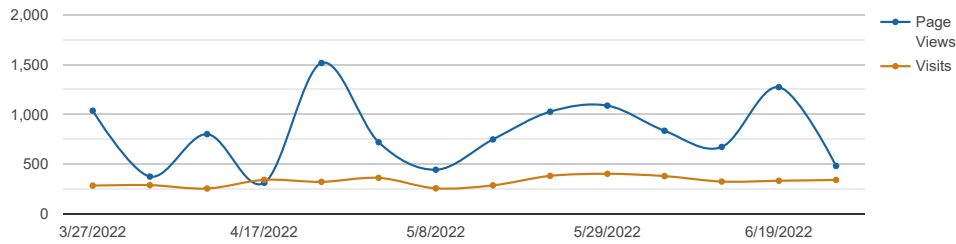
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**Open Air Campaigners**  
**2022 Inventory Valuation Summary**  
**Quarter 02**

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	29	50.00	1,450.00
blrt (Blacklight tube, 18 inch two-prong)	Blacklight tube, 18 inch two-prong	3	7.50	22.50
BLU (from Nazareth) (LED Blacklight Unit - Nazareth warehouse)	LED Blacklight Unit - Nazareth warehouse	23	195.00	4,485.00
box (Paint Box)	Paint Box	405	7.00	2,835.00
boxTX (Texas inventory to sell - Paint Box)	Texas inventory to sell - Paint Box	4	0.00	0.00
bts (Ball to Square)	Ball to Square	3	6.00	18.00
cb (Checks & Balances Object Lesson)	Checks & Balances Object Lesson	36	2.00	72.00
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)	338	3.00	1,014.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	164	10.00	1,640.00
ct (Chalk & Talk)	Chalk & Talk	91	5.00	455.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	Miss Karen "Get Out of the Boat" DVD	19	15.00	285.00
dvdoi (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	4	10.00	40.00
dvdsn (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	17	10.00	170.00
ec (EvangeCube Object Lesson)	EvangeCube Object Lesson	54	6.00	324.00
eccp (EvangeCube Carry Pouch)	EvangeCube Carry Pouch	8	8.00	64.00
eccpws (EvangeCube carry pouch / WITH CARRY STRAP)	EvangeCube carry pouch / WITH CARRY STRAP	2	8.00	16.00
eckc (EvangeCube Key Chain)	EvangeCube Key Chain	20	6.00	120.00
ess (Evangelistic Sketch Board Sermons)	Evangelistic Sketch Board Sermons	8	5.00	40.00
fb (Fisherman's Basket)	Fisherman's Basket	207	10.00	2,070.00
foi (Film of Life)	Film of Life	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	Pint of Fluorescent Concentrate (Blue)	14	10.00	140.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	6	10.00	60.00
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)	8	10.00	80.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	35	10.00	350.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	4	170.00	680.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	104	5.00	520.00
gve (Gospel Visual Effects)	Gospel Visual Effects	18	5.00	90.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	86	12.00	1,032.00
hbb (Holy Bible BLANK edition)	Holy Bible BLANK edition	47	6.00	282.00
hbtx (Texas inventory to sell - Bible Coloring Book Object Lesson)	Texas inventory to sell - Bible Coloring Book Object Lesson	1	0.00	0.00
hnb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	Portable Hand-Held Board - Nazareth warehouse	7	18.00	126.00
hnbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth warehouse)	Portable Hand-Held Board Carry Pouch - Nazareth warehouse	2	18.00	36.00
hiaj (Heaven In A Jar)	Heaven In A Jar	89	5.00	445.00
is (Indian Symbols Tell The Gospel)	Indian Symbols Tell The Gospel	263	5.00	1,315.00
ig (Illustrating The Gospel)	Illustrating The Gospel	81	5.00	405.00
jarTX (Texas inventory to sell - 4 ounce jar with lid)	Texas inventory to sell - 4 ounce jar with lid	15	0.00	0.00
loi (Loop of Life Object Lesson)	Loop of Life Object Lesson	200	2.00	400.00
loli (Loop of Life Instruction Booklet)	Loop of Life Instruction Booklet	10	0.25	2.50
mpk (Modified Paint Kit)	Modified Paint Kit	18	50.00	900.00
oae (Open Air Evangelism)	Open Air Evangelism	244	5.00	1,220.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	218	6.00	1,308.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	1,929	0.25	482.25
pb (Paint Brush)	Paint Brush	499	8.50	4,241.50
pbHARRIS (Paint Brush)	Paint Brush	8	5.00	40.00
pbTX (Texas inventory to sell - Paint Brush)	Texas inventory to sell - Paint Brush	20	0.00	0.00
pod-public (Problem of Death tract)	Problem of Death tract	4,878	0.40	1,951.20
pod-staff (Problem of Death tract - OAC staff discount applied)	Problem of Death tract - OAC staff discount applied	4,600	0.35	1,610.00
ppblack (Powdered Paint (Black))	Powdered Paint (Black)	30	5.00	150.00
PS (Board message pre-sketch)	Board message pre-sketch	20	5.00	100.00
RANS (Rich Art BLACK quart)	Rich Art BLACK quart	225	25.00	5,625.00
RAS (Rich Art BLACK quart (Special staff pricing))	Rich Art BLACK quart (Special staff pricing)	185	20.00	3,700.00
RGN (The Really Great News of the Bible booklet)	The Really Great News of the Bible booklet	455	1.00	455.00
rpblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	11	7.00	77.00
rpblu (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	23	7.00	161.00
rpgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	18	7.00	126.00
rprrd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	12	7.00	84.00
rpzyw (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	54	7.00	378.00
rqblk (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	98	10.00	980.00
rqblue (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	49	10.00	490.00
rqgreen (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	22	10.00	220.00
rprrd (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	58	10.00	580.00
rqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	18	10.00	180.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	29	4.00	116.00
RWG (How To Have The Relationship With God You Really Need booklet)	How To Have The Relationship With God You Really Need booklet	480	1.00	480.00
sm (Sketchboard Messages)	Sketchboard Messages	419	6.00	2,514.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	33	6.00	198.00
st (Sketch & Tell)	Sketch & Tell	200	6.00	1,200.00
STEPNS (Counseling Booklets*)	Counseling Booklets*	14,452	0.25	3,613.00
STEPSS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	10,664	0.12	1,279.68
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	73	8.00	584.00
tcts (The Church Team (SPANISH))	The Church Team (SPANISH)	64	3.00	192.00
tes (The Evangelist (SPANISH))	The Evangelist (SPANISH)	8	4.00	32.00
tf (The Fool Flashcard Story Set)	The Fool Flashcard Story Set	15	20.00	300.00
tl (Three LOOPS Object Lesson)	Three LOOPS Object Lesson	502	3.00	1,506.00
tl (Three LOOP Instruction Booklet)	Three LOOP Instruction Booklet	85	0.25	21.25
tm1 (Training Manual (One-Week Edition))	Training Manual (One-Week Edition)	20	12.00	240.00
tm3 (Training Manual (Three-Week Edition))	Training Manual (Three-Week Edition)	23	20.00	460.00
tr (Three ROPES Object Lesson)	Three ROPES Object Lesson	617	2.00	1,234.00
tr (Three ROPES Instruction Booklet)	Three ROPES Instruction Booklet	105	0.25	26.25
trTX (Texas inventory to sell - Three ROPES Object Lesson)	Texas inventory to sell - Three ROPES Object Lesson	50	0.00	0.00
tw (Truceless Warfare Advances)	Truceless Warfare Advances	11	8.00	88.00
uq (Ultimate Questions Booklet)	Ultimate Questions Booklet	89	2.00	178.00
WB (The Wonderful Wordless Bible)	The Wonderful Wordless Bible	7	2.00	14.00
WBS (The Wonderful Wordless Bible - Small Edition)	The Wonderful Wordless Bible - Small Edition	25	0.50	12.50
yppp (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	220	6.00	1,320.00
Total Inventory		44,554		62,729.88
<b>TOTAL</b>		<b>44,554</b>		<b>62,729.88</b>

## Traffic Trend by Week

Date Range: 4/1/2022 to 6/30/2022



Date ^	Page Views		Visits		Hits		Bandwidth	
3/27/2022	1,036	9.16%	282	6.22%	1,221	9.51%	25.8 MB	7.44%
4/3/2022	373	3.30%	287	6.33%	466	3.63%	17.9 MB	5.16%
4/10/2022	800	7.07%	253	5.58%	873	6.80%	22.1 MB	6.37%
4/17/2022	310	2.74%	340	7.50%	409	3.18%	27.3 MB	7.87%
4/24/2022	1,516	13.40%	320	7.06%	1,609	12.53%	25.8 MB	7.44%
5/1/2022	719	6.35%	360	7.94%	800	6.23%	26.4 MB	7.61%
5/8/2022	442	3.91%	255	5.62%	527	4.10%	22.0 MB	6.34%
5/15/2022	747	6.60%	285	6.29%	849	6.61%	26.8 MB	7.72%
5/22/2022	1,026	9.07%	380	8.38%	1,173	9.13%	22.1 MB	6.37%
5/29/2022	1,087	9.61%	401	8.84%	1,237	9.63%	28.9 MB	8.33%
6/5/2022	834	7.37%	378	8.34%	935	7.28%	24.1 MB	6.95%
6/12/2022	671	5.93%	323	7.12%	802	6.24%	27.2 MB	7.84%
6/19/2022	1,273	11.25%	331	7.30%	1,357	10.57%	31.1 MB	8.96%
6/26/2022	480	4.24%	339	7.48%	585	4.56%	19.5 MB	5.62%
<b>Total</b>	<b>11,314</b>		<b>4,534</b>		<b>12,843</b>		<b>347.0 MB</b>	

**Open Air Campaigners – USA**  
**Quarterly Budget Overview - National Operating Fund (NOF)**  
**2022**

	Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
<b>NOF INCOME</b>							
NOF related	50,200	6,611	22,640			\$ 29,251	(20,949)
Goods Sold	9,000	2,979	3,773			\$ 6,752	(2,248)
Shipping Income	2,000	1,061	1,256			\$ 2,317	317
Orientation-Candidate School	1,000	-				\$ -	(1,000)
MPSD (Ministry Partnership Staff Devel)	3,000	340	2,680			\$ 3,020	20
Service Charge	160,000	52,759	44,129			\$ 96,888	(63,112)
Staff Conference	-	-				\$ -	0
Reimbursement income	11,000	2,668	3,645			\$ 6,313	(4,687)
Misc (interest income, etc)	500	12	275			\$ 287	(213)
<b>TOTAL NOF INCOME</b>	<b>\$ 236,700</b>	<b>\$ 66,430</b>	<b>\$ 78,398</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 144,828</b>	<b>(91,872)</b>
<b>NOF EXPENSES</b>							
Affiliation ( ECFA / OACI)	7,500	1,207	2,531			\$ 3,738	(3,762)
Assist / Encourage & Train Staff	6,000	322	438			\$ 760	(5,240)
Audit	9,000	-				\$ -	(9,000)
Branch Development (Directors meetings, etc)	15,000	3,389	4,510			\$ 7,899	(7,101)
Cost of Goods Sold	7,000	515	7558			\$ 8,073	1,073
Evangelism & Discipleship	200	-				\$ -	(200)
Bank & other fees	35,000	4,200	3,974			\$ 8,174	(26,826)
Insurance (Multi-Peril)	4,000	-	3,714			\$ 3,714	(286)
Insurance (Workman's Comp)	4,500	936	847			\$ 1,783	(2,717)
Meetings (Board / Management Team)	1,000	-	1,967			\$ 1,967	967
Miscellaneous	-	-				\$ -	0
MPSD (Ministry Partnership Staff Devel)	3,000	2,625	8,485			\$ 11,110	8,110
Office Supply / Equipment / Repair	18,000	2,005	3142			\$ 5,147	(12,853)
Orientation / Candidate School	1,000	-				\$ -	(1,000)
Payroll Taxes	80,000	17,093	21419			\$ 38,512	(41,488)
Communication (Phone/web/social media)	7,000	1,607	839			\$ 2,446	(4,554)
Postage	5,000	2,351	411			\$ 2,762	(2,238)
Promotion	2,000	524	643			\$ 1,167	(833)
Reimbursement expenses	5,500	828	3,903			\$ 4,731	(769)
Rent	13,000	3,394	3,140			\$ 6,534	(6,466)
Shipping / Handling	3,000	846	1,265			\$ 2,111	(889)
Staff Conference	-	-	-			\$ -	0
Travel	8,000	1,294	2,104			\$ 3,398	(4,602)
Van Maintenance / Repairs	2,000	285	47			\$ 332	(1,668)
<b>TOTAL NOF EXPENSES</b>	<b>236,700</b>	<b>43,421</b>	<b>70,937</b>	<b>0</b>	<b>0</b>	<b>\$ 114,358</b>	<b>(122,342)</b>
		<b>23,009</b>	<b>7,461</b>	<b>0</b>	<b>0</b>	<b>30,470</b>	

Inc. minus exp.





Report for:  
June, 2022

**CASH IN THE BANK = \$ 854,469**

Truist Checking	\$ 20,413
Fulton Checking	\$ 315,535
PayPal	\$ 19,820
PNC Checking	\$ 76,401
Schwab - Endowment	\$ 257,362
Money Market	\$ 164,938
	\$ 854,469

**Designated For Staff & Branch Use = \$ 284,197**

In Checking	\$ 283,797
In Money Market	\$ 400

**Available For Immediate NOF Use = \$ 570,272**

Committed to Short Term Branch Ministry	\$ (951)
Committed to MPSD-NTD	\$ (39,449)
Committed for Staff Assistance	\$ (10,000)
Committed to Rainy Day Fund	\$ (15,000)
Duffecy Endowment funds on hand	\$ (279,067)
Coming back to us next month from staff bills we paid on their behalf this month	\$ 812
	\$ (343,655)
<b>Net cash available for national use (ie not designated for anything else)</b>	<b>\$ 226,617</b>
Duffecy Endowment Pledges not yet received - Future Income	<b>\$ 700,000</b>