

OAC Management Team Report

Quarter 3, 2023

(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:

- * Working on final cleaning up and repairing office area after some historic flooding for the area took place.
- * Conducted some open-air outreach both July and August working with two local churches in the Allentown urban area.
- * Continued working with our CPA on our 2022 financial audit .
- * Modified and tested out our current software tracing protocol used for tracking payroll information details as required by workman's compensation insurance. They need to have in hand payroll amounts for each state where our staff are located broken down by quarter for each audit period covered, typically on an annual basis which includes backing out housing allowance figures for those staff who are qualified and choose to claim this deduction.
- * Set up Itzel van fund account with all related online options for donors plus in-house account and reporting protocol.
- * Continued office renovation and inventory storage space work.

Some in-house information follows these 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

Also, is some current information regarding donors who give to us online:

- * Total volume of online giving this year year to date: \$564,811
- * Number of donors this year to date who signed up to support us through online giving: 100
- * Average online transaction: \$113.74
- * Active number of online donors giving automatically each month: 359

SUMMARY REPORT FROM PERSONNEL DEVELOPMENT

TOM FOX



- Contact Cards from Andy & Kirsty [Amuwat](#) of UK visiting the LA area in August
 - 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
 - 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%)
 - 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
 - **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.
 - Potential Dallas SET 2024 in April – confirming with Dr. Mercer at Oak Cliff Bible Fellowship
 - 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.

Staff Retreat 2023 (renaming the event a retreat as opposed to conference)– September 11 -15. We had 35 staff in attendance at a wonderful venue, [Maritime Conference Center](#). We heard preaching multiple times from Pastor Matt White, Belcroft Bible Church, as well as daily worship and a concert by the Itzel's. We also toured the [Museum of the Bible](#) in Washington, D.C.

SUMMARY REPORT FROM FIELD DIRECTOR

BRIAN HARMON:



Overall, what a joy to be serving along side the faithful men and women that make up our staff. I was able to visit a number of the branches this summer.

Baltimore Tom and Ryan are keeping a busy schedule there. Ryan said he has had the busiest ministry year yet with OAC. It's been good to get out there a couple times this year.

Boston Eric and Diane are doing well. I was able to see their new home. What a blessing! I believe this home will serve them well. Chris and Bonnie are under the Boston branch. They are doing well. Chirs gets down at least one day a week with Eric. Chris also works with Mark Sohmer a bit in New Hampshire. Chris and Bonnie are working on growing their support team.

Michigan Since May, I traveled two days to every one day I was home. Looking ahead to next year, I may try to flip those numbers around. I looked at my average monthly mileage for the last 30 months. Between my personal vehicle and the ministry vehicle, I have driven 4,250 miles per month on average. I have been able to take family (or part of the family) on some of these trips. Our family went to Nebraska in August to work with two churches there. We are back into three high school each week and working on another. The days I miss, due to travel, three local pastors cover for me. The high schools don't ever have to skip.

Staff Retreat We had a very good representation from our staff in September. It was a refreshing time together in Baltimore. Visiting the Bible Museum and having the Itzel's lead singing added to our time.

Nor Cal Dan and Brenten are working well together. They both are in need of financial support. Brenten lost a major monthly donor. This is causing him to be short on funds. They have plenty of adult ministry locations. We pioneered a children's location and had 23 kids attend. They are going to work on developing more children's locations.

So Cal Frank and Russ are doing well. Russ is struggling with age related issues. He is still getting out once a week for adult and once a week for a kids club that has been going for 40 years – amazing! Frank is faithful. He has an older group of believers that assist him. So Cal is a great place for adult ministry. With a younger team, I think children's ministry would be very doable there as well.

Central PA Zane and Becca are back in full college swing. Ed joins them one day each week for college ministry. Chip and Kim moved to the area this summer. Chip will be joining Zane at least twice each week. Chip also desires to get out to a campus that is nearer his house on a weekly basis. I stayed with Chip and Kim in their new home. They have a very nice place that will serve them well, as well as the shop area that Chip needs. He will continue the building of foldable sketch-boards, black-lights, preach-o-matics, etc. He is set up nicely in Drifting, PA.

Central Services As a staff, we are praying for God to raise up another person (or two) to be trained by John Cutlip for the administrative tasks. John says he is feeling fine and has no desire to retire...but this is a huge

responsibility with no backup plan. Please join us in prayer.

Physical Health... Continued prayer for a number of staff dealing with health issues. Kurt Schafli, Diane Burley, Carmiña Adams, Dovie Moore, Chris Williams, Dave Braun, and Chip Wolfe.

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

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through September, 2023

Paul and Carmina Adams
Monthly Top = 6599

Appointed to OAC staff in 1996

January	278%
February	105%
March	96%
April	127%
May	141%
June	113%
July	107%
August	114%
September	124%

Year-To-Date Support Average = 134%

Frank Baldus
Monthly Top = 4950

Appointed to OAC staff in 2011

January	103%
February	46%
March	57%
April	55%
May	79%
June	46%
July	83%
August	55%
September	66%

Year-To-Date Support Average = 66%

Dan & Rebecca Beaudoin
Monthly Top = 6904

Appointed to OAC staff in 2015

January	91%
February	59%
March	66%
April	82%
May	63%
June	69%
July	83%
August	59%
September	62%

Year-To-Date Support Average = 70%

David and Joy Braun
Monthly Top = 6599

Appointed to OAC staff in 1985

January	163%
February	16%
March	16%
April	22%
May	19%
June	25%
July	12%
August	15%
September	13%

Year-To-Date Support Average = 33%

Eric and Diane Briscoe
Monthly Top = 6599

Appointed to OAC staff in 1982

January	342%
February	98%
March	120%
April	144%
May	113%
June	149%
July	150%
August	130%
September	105%

Year-To-Date Support Average = 150%

Richard & Diane Burley
Monthly Top = 6599

Appointed to OAC staff in 2002

January	79%
February	53%
March	59%
April	51%
May	57%
June	56%
July	70%
August	52%
September	37%

Year-To-Date Support Average = 57%

Michael & Renae Bussen
Monthly Top = 6599

Appointed to OAC staff in 1990

January	145%
February	94%
March	84%
April	86%
May	84%
June	96%
July	97%
August	125%
September	89%

Year-To-Date Support Average = 100%

Erin Chervenak
Monthly Top = 4950

Appointed to OAC staff in 2015

January	91%
February	48%
March	86%
April	49%
May	110%
June	67%
July	66%
August	62%
September	99%

Year-To-Date Support Average = 75%

Rebecca & Jimmy Coates

Appointed to OAC staff in 2015

Monthly Top = 4950

January	35%
February	26%
March	22%
April	31%
May	27%
June	26%
July	38%
August	23%
September	24%

Year-To-Date Support Average = 28%

John and Sue Cutlip

Appointed to OAC staff in 1980

Monthly Top = 8100

January	115%
February	120%
March	127%
April	119%
May	140%
June	146%
July	142%
August	131%
September	101%

Year-To-Date Support Average = 127%

Zane & Laurie Dempsie

Appointed to OAC staff in 2008

Monthly Top = 8071

January	91%
February	43%
March	34%
April	59%
May	40%
June	51%
July	68%
August	59%
September	63%

Year-To-Date Support Average = 56%

Scott & Christine Domont

Appointed to OAC staff in 2021

Monthly Top = 7507

January	129%
February	86%
March	88%
April	105%
May	93%
June	156%
July	154%
August	92%
September	97%

Year-To-Date Support Average = 111%

Tom Fox
Monthly Top = 4950

Appointed to OAC staff in 2009

January	60%
February	48%
March	40%
April	41%
May	37%
June	37%
July	51%
August	45%
September	31%

Year-To-Date Support Average = 43%

Brian & Kimberlee Harmon
Monthly Top = 12000

Appointed to OAC staff in 2010

January	179%
February	82%
March	78%
April	302%
May	147%
June	68%
July	133%
August	102%
September	75%

Year-To-Date Support Average = 130%

Ryan & Tasia Itzel
Monthly Top = 6750

Appointed to OAC staff in 2020

January	178%
February	76%
March	84%
April	95%
May	95%
June	126%
July	92%
August	85%
September	61%

Year-To-Date Support Average = 99%

Steve & Connie Johnson
Monthly Top = 6599

Appointed to OAC staff in 2015

January	1%
February	1%
March	5%
April	1%
May	2%
June	1%
July	1%
August	1%
September	1%

Year-To-Date Support Average = 2%

Mark & Angela Kennedy
Monthly Top = 6751

Appointed to OAC staff in 2004

January	60%
February	63%
March	66%
April	72%
May	60%
June	69%
July	46%
August	52%
September	71%

Year-To-Date Support Average = 62%

Chris & Bonnie McKinley
Monthly Top = 6904

Appointed to OAC staff in 2016

January	55%
February	49%
March	39%
April	80%
May	40%
June	40%
July	50%
August	56%
September	55%

Year-To-Date Support Average = 52%

Juan & Dawn Monzon
Monthly Top = 7205

Appointed to OAC staff in 1990

January	42%
February	2%
March	0%
April	28%
May	0%
June	0%
July	1%
August	1%
September	1%

Year-To-Date Support Average = 8%

Rick and Dovie Moore
Monthly Top = 6599

Appointed to OAC staff in 2007

January	81%
February	71%
March	45%
April	55%
May	64%
June	54%
July	54%
August	44%
September	66%

Year-To-Date Support Average = 59%

Ed & Debbie Neimann
Monthly Top = 6599

Appointed to OAC staff in 2016

January	25%
February	19%
March	20%
April	25%
May	26%
June	26%
July	14%
August	20%
September	21%

Year-To-Date Support Average = 22%

Peter and Isabel O'Driscoll
Monthly Top = 7055

Appointed to OAC staff in 1996

January	69%
February	13%
March	9%
April	25%
May	11%
June	8%
July	10%
August	6%
September	21%

Year-To-Date Support Average = 19%

Brenten & Lena Powers
Monthly Top = 7500

Appointed to OAC staff in 2020

January	56%
February	59%
March	59%
April	64%
May	54%
June	72%
July	69%
August	70%
September	36%

Year-To-Date Support Average = 60%

Ken & Kathy Teeter
Monthly Top = 6599

Appointed to OAC staff in 2011

January	29%
February	28%
March	24%
April	20%
May	195%
June	16%
July	17%
August	45%
September	30%

Year-To-Date Support Average = 45%

Karen Williams
Monthly Top = 6599

Appointed to OAC staff in 1984

January	40%
February	10%
March	12%
April	47%
May	58%
June	45%
July	76%
August	13%
September	26%

Year-To-Date Support Average = 36%

Mike & Christine Wilson
Monthly Top = 7205

Appointed to OAC staff in 2016

January	18%
February	10%
March	10%
April	15%
May	10%
June	10%
July	10%
August	18%
September	10%

Year-To-Date Support Average = 12%

Chip & Kim Wolfe
Monthly Top = 7390

Appointed to OAC staff in 2000

January	94%
February	48%
March	55%
April	66%
May	60%
June	48%
July	48%
August	62%
September	67%

Year-To-Date Support Average = 61%

Open Air Campaigners
2023 Inventory Valuation Summary
Quarter 03

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	22	70.00	1,540.00
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	6	200.00	1,200.00
box (Paint Box)	Paint Box	20	7.00	140.00
bts (Ball to Square)	Ball to Square	3	6.00	18.00
cb (Checks & Balances Object Lesson)	Checks & Balances Object Lesson	78	2.00	156.00
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)	323	3.00	969.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	146	10.00	1,460.00
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
dvdol (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	50	10.00	500.00
dvdsm (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	17	10.00	170.00
ec (EvangCube Object Lesson)	EvangCube Object Lesson	47	6.00	282.00
ecpp (EvangCube Carry Pouch)	EvangCube Carry Pouch	8	8.00	64.00
ecppws (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
ess (Evangelistic Sketch Board Sermons)	Evangelistic Sketch Board Sermons	6	5.00	30.00
fb (Fisherman's Basket)	Fisherman's Basket	205	10.00	2,050.00
fol (Film of Life)	Film of Life	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	Pint of Fluorescent Concentrate (Blue)	12	10.00	120.00
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)	4	10.00	40.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	58	10.00	580.00
fsb (via Wolfe) (Folding Sketchboard - Central PA warehouse)	Folding Sketchboard - Central PA warehouse	18	200.00	3,600.00
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	73	12.00	876.00
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	2	0.00	0.00
hhb (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
hij (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
itg (Illustrating The Gospel)	Illustrating The Gospel	80	5.00	400.00
lol (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	216	6.00	1,296.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	7,714	0.25	1,928.50
pb (Paint Brush)	Paint Brush	419	8.50	3,561.50
pbHARRIS (Paint Brush)	Paint Brush	8	5.00	40.00
pod-public (Problem of Death tract)	Problem of Death tract	4,875	0.40	1,950.00
pod-staff (Problem of Death tract - OAC staff discount applied)	Problem of Death tract - OAC staff discount applied	4,550	0.35	1,592.50
ppblack (Powdered Paint (Black))	Powdered Paint (Black)	30	5.00	150.00
PS (Board message pre-sketch)	Board message pre-sketch	1	5.00	5.00
RANS (Rich Art BLACK quart)	Rich Art BLACK quart	224	25.00	5,600.00
RAS (Rich Art BLACK quart (Special staff pricing))	Rich Art BLACK quart (Special staff pricing)	181	20.00	3,620.00
RGN (The Really Great News of the Bible booklet)	The Really Great News of the Bible booklet	445	1.00	445.00
rppblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	21	7.00	147.00
rppblu (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	26	7.00	182.00
rppgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	40	7.00	280.00
rpprd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	27	7.00	189.00
rppyw (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	78	7.00	546.00
rpqblk (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	66	13.00	858.00
rpqblue (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	47	13.00	611.00
rpqgreen (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	40	13.00	520.00
rpqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	62	13.00	806.00
rpqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	33	13.00	429.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	27	4.00	108.00
RWG (How To Have The Relationship With God You Really Need booklet)	How To Have The Relationship With God You Really Need...	479	1.00	479.00
sm (Sketchboard Messages)	Sketchboard Messages	417	6.00	2,502.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	33	6.00	198.00
st (Sketch & Tell)	Sketch & Tell	189	6.00	1,134.00
STEPSNS (Counseling Booklets*)	Counseling Booklets*	14,301	0.25	3,575.25
STEPSS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	10,564	0.12	1,267.68
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	70	8.00	560.00
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	462	3.00	1,386.00
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)	18	12.00	216.00
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	490	2.00	980.00
tri (Three ROPES Instruction Booklet)	Three ROPES Instruction Booklet	105	0.25	26.25
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	20	0.50	10.00
yep (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	220	6.00	1,320.00
Total Inventory		49,319		60,794.18
TOTAL		49,319		60,794.18

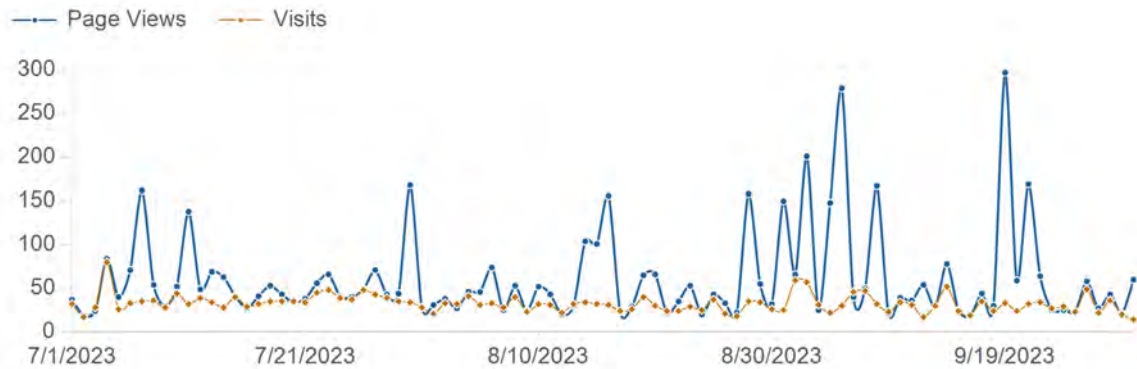
Traffic Trend

oacusa.org

7/1/2023 - 9/30/2023

Traffic Trend

7/1/2023 - 9/30/2023



Date	Page Views	Visits	Hits	Bandwidth
7/1/2023	37	32	45	0.2 MB
7/2/2023	19	17	22	0.2 MB
7/3/2023	24	28	30	0.2 MB
7/4/2023	84	80	95	0.4 MB
7/5/2023	40	26	48	0.3 MB
7/6/2023	71	33	83	0.4 MB
7/7/2023	162	35	174	0.7 MB
7/8/2023	54	36	70	0.4 MB
7/9/2023	30	28	40	0.2 MB
7/10/2023	52	44	66	0.3 MB
7/11/2023	138	32	163	1.4 MB
7/12/2023	49	39	59	0.3 MB
7/13/2023	69	34	77	0.3 MB
7/14/2023	63	28	72	0.5 MB
7/15/2023	41	40	51	0.2 MB
7/16/2023	27	29	37	0.2 MB
7/17/2023	41	32	51	0.2 MB
7/18/2023	53	35	59	0.3 MB
7/19/2023	43	35	52	0.3 MB
7/20/2023	34	35	44	0.7 MB
7/21/2023	38	34	43	0.2 MB
7/22/2023	56	45	89	0.4 MB
7/23/2023	66	48	81	0.4 MB
7/24/2023	41	39	51	0.2 MB
7/25/2023	40	37	52	0.3 MB
7/26/2023	49	48	56	0.3 MB
7/27/2023	71	43	87	0.5 MB
7/28/2023	43	39	58	1.8 MB

7/29/2023	44	35	54	0.3 MB
7/30/2023	168	34	189	1.7 MB
7/31/2023	28	28	38	0.1 MB
8/1/2023	31	21	39	0.2 MB
8/2/2023	38	33	50	0.3 MB
8/3/2023	27	32	38	0.2 MB
8/4/2023	46	41	116	0.5 MB
8/5/2023	46	31	88	0.4 MB
8/6/2023	74	33	82	0.4 MB
8/7/2023	25	28	31	0.2 MB
8/8/2023	53	40	80	1.3 MB
8/9/2023	24	23	30	0.1 MB
8/10/2023	52	32	71	0.6 MB
8/11/2023	43	31	50	0.2 MB
8/12/2023	20	22	23	0.1 MB
8/13/2023	30	32	40	0.2 MB
8/14/2023	104	34	113	0.9 MB
8/15/2023	101	32	115	0.5 MB
8/16/2023	156	31	161	0.7 MB
8/17/2023	23	24	27	0.1 MB
8/18/2023	29	26	33	0.1 MB
8/19/2023	65	40	118	0.5 MB
8/20/2023	66	30	72	0.6 MB
8/21/2023	22	24	27	0.1 MB
8/22/2023	35	24	41	0.2 MB
8/23/2023	53	29	63	0.4 MB
8/24/2023	20	25	27	0.1 MB
8/25/2023	43	37	55	0.3 MB
8/26/2023	33	21	51	0.2 MB
8/27/2023	22	18	109	0.2 MB
8/28/2023	158	35	168	0.7 MB
8/29/2023	55	34	91	0.4 MB
8/30/2023	32	26	37	0.2 MB
8/31/2023	150	25	157	0.6 MB
9/1/2023	66	59	78	2.2 MB
9/2/2023	201	57	214	1.3 MB
9/3/2023	25	31	38	1.1 MB
9/4/2023	148	22	150	0.6 MB
9/5/2023	279	30	295	1.6 MB
9/6/2023	40	46	59	1.8 MB
9/7/2023	50	47	59	0.9 MB

9/8/2023	167	32	175	0.7 MB
9/9/2023	21	23	29	0.1 MB
9/10/2023	39	34	46	0.2 MB
9/11/2023	36	31	43	0.2 MB
9/12/2023	54	17	59	0.1 MB
9/13/2023	29	30	38	0.2 MB
9/14/2023	78	52	106	0.5 MB
9/15/2023	25	24	38	0.2 MB
9/16/2023	18	19	21	0.1 MB
9/17/2023	44	35	54	0.5 MB
9/18/2023	30	24	35	0.2 MB
9/19/2023	297	33	317	1.3 MB
9/20/2023	59	24	65	0.5 MB
9/21/2023	169	32	175	0.7 MB
9/22/2023	64	34	82	0.4 MB
9/23/2023	25	27	49	0.2 MB
9/24/2023	25	29	32	2.7 MB
9/25/2023	23	23	26	1.6 MB
9/26/2023	58	49	75	0.3 MB
9/27/2023	27	22	38	0.2 MB
9/28/2023	43	36	77	0.4 MB
9/29/2023	21	20	25	0.1 MB
9/30/2023	60	14	145	0.3 MB
Total	5,672	2,998	6,982	46.6 MB

Open Air Campaigners – USA
Quarterly Budget Overview - National Operating Fund (NOF)
2023

	Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
NOF INCOME							
NOF related	50,200	31,511	19,173	16,491		\$ 67,175	16,975
Goods Sold	9,000	2,985	3,465	1,780		\$ 8,230	(770)
Shipping Income	2,000	825	770	560		\$ 2,155	155
Orientation-Candidate School	1,000	-	-	-		\$ -	(1,000)
MPSD	3,000	375	806	275		\$ 1,456	(1,544)
Service Charge	160,000	46,081	47,673	40,584		\$ 134,338	(25,662)
Staff Conference	-	-	-	264		\$ 264	264
Reimbursement income	11,000	2,666	3,607	4,262		\$ 10,535	(465)
Misc (interest income, etc)	500	3,272	4,444	3,363		\$ 11,079	10,579
TOTAL NOF INCOME	\$ 236,700	\$ 87,715	\$ 79,938	\$ 67,579	\$ -	\$ 235,232	(1,468)
NOF EXPENSES							
Affiliation (ECFA / OACI)	7,500	1,400	2,731	1,500		\$ 5,631	(1,869)
Assist / Encourage & Train Staff	6,000	134	682	341		\$ 1,157	(4,843)
Audit	9,000					\$ -	(9,000)
Branch Development (Directors meetings, etc)	15,000		889			\$ 889	(14,111)
Cost of Goods Sold	7,000	3,030	113	2,260		\$ 5,403	(1,597)
Evangelism & Discipleship	200	255				\$ 255	55
Bank & other fees	35,000	6,024	6,009	5,217		\$ 17,250	(17,750)
Insurance (Multi-Peril)	4,000	3,666	-	-		\$ 3,666	(334)
Insurance (Workman's Comp)	4,500	837	804	1147		\$ 2,788	(1,712)
Meetings (Board / Management Team)	1,000	-	-	-		\$ -	(1,000)
Miscellaneous	-	-	-	-		\$ -	0
MPSD	3,000	1,575	1,145	19,710		\$ 22,430	19,430
Office Supply / Equipment / Repair	18,000	4,651	2,986	7,549		\$ 15,186	(2,814)
Orientation / Candidate School	1,000	-	-	-		\$ -	(1,000)
Payroll Taxes	80,000	38,617	23043	19081		\$ 80,741	741
Communication (Phone/web/social media)	7,000	1,368	1,580	937		\$ 3,885	(3,115)
Postage	5,000	1,697	705	1,228		\$ 3,630	(1,370)
Promotion	2,000	-	13			\$ 13	(1,987)
Reimbursement expenses	5,500	1,389	835	794		\$ 3,018	(2,482)
Rent	13,000	2,980	2,773	2,772		\$ 8,525	(4,475)
Shipping / Handling	3,000	1,339	869	1,091		\$ 3,299	299
Staff Conference	-	-	642	37,105		\$ 37,747	37,747
Travel	8,000	3,267	2,756	4,184		\$ 10,207	2,207
Vehicle Maintenance / Repairs	2,000	-	120	23		\$ 143	(1,857)
TOTAL NOF EXPENSES	236,700	72,229	48,695	104,939	0	\$ 225,863	(10,837)
		15,486	31,243	(37,360)	0	9,369	

Team housing portion to be reimbursed by major donor

Staff conf not budgeted but major donor funds pay for it in full

Inc. minus exp.



Report for:
September, 2023

CASH IN THE BANK = \$ 766,096

Truist Checking	\$ 28,658
Fulton Checking	\$ 67,729
PayPal	\$ 1,085
PNC Checking	\$ 7,775
Schwab - Endowment	\$ 334,689
Money Market	\$ 326,160
	\$ 766,096

Designated For Staff & Branch Use = \$ 269,432

Available For Immediate NOF Use = \$ 496,665

Committed to Short Term Branch Ministry	\$ (62)
Duffecy Endowment funds on hand	\$ (335,571)
Committed to MPSD-NTD	\$ (11,147)
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	\$ 185
NOF committed funding	\$ (371,595)
Net cash available for national use (ie not designated for anything else)	\$ 125,070
Duffecy Endowment Pledges not yet received - Future Income	\$ 700,000