

OAC Management Team Report
Quarter 4, 2020 (October - December)

John Cutlip: Central Services (Pennsylvania)
Tom Fox: Personnel & Development (Maryland)
Brian Harmon: Field Director (Michigan)

HERE IS A SUMMARY REPORT FROM CENTRAL SERVICES DIRECTOR, JOHN CUTLIP:



God is taking good care of us since the fire that took our home of 31 years away from us. Insurance funds are starting to come in and we are starting over, slowly but surely. The temporary housing and OAC office space we enjoy is just perfect so we are not in a hurry to move on at all, yet we know it is necessary. God has provided us with funds to purchase a replacement home just up the road from our old place. It's located just two miles from co-workers Mike and Renae Bussen and has ample room for all our OAC ministry supplies inventory and office space. In fact, there is a lot more space for us so God has replaced what we had and given more on top of what we lost. It's been an amazing journey and we are excited to see His hand of provision day-by-day..

Our annual year-end tasks have now been completed and we are ready for 2021. God continues to bless OAC financially during this COVID time for which we are grateful.

To keep you up-to-date on some of the important in-house activity this past quarter, the following reports are part of this report 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

PERSONNEL DEVELOPMENT DIRECTOR, TOM FOX is currently ministering to his wife at home who is in the final stages of life here on earth. He has the great support of a wonderful local church body and the hospice care staff are an added blessing. Our prayers are with Tom and Barbara during this time.



Membership Applications completed

- Scott & Christine Domont, Fruitport, MI / References and background checks cleared

Short-term Internships

- Andrew Kerin, living in Pullman, WA, continues his short-term internship until 5/30/21 under the direction of Mark Kennedy, Inland NW Branch
- Scott & Christine Domont, Fruitport, MI / Recommended for short-term internship to the MT

Staff evangelist interns accepted

- Scott & Christine Domont, Fruitport, MI

HERE IS A SUMMARY REPORT FROM OUR NEW FIELD DIRECTOR, BRIAN HARMON:



Eric Briscoe and I spent a productive week together the first week of October. Eric stayed with our family here in Michigan. We discussed my transition into the Field Director role, effective November 1st. Eric continues to be available to me for insight. I am happy to serve in this new capacity.

Tom Fox and I have a scheduled weekly phone call on Tuesday's. This hour or two each week has proved to be a beneficial time. We have been researching fundraising and team-building options for our new staff families to use. We have walked through each of our new staff family's budgets with them and they seem to all be encouraged and doing well.

Copell, Goss, Itzel, and Power's families are all now with OAC as "Intern Staff". They are pouring into their fundraising and team-building efforts. Each family is seeing their support-teams begin to develop. Tom, John, and I are emphasizing the need for them to arrive at full support before coming on as full-staff. This is why Tom and I are looking into some tools to aid our staff in this area.

Scott and Christine Domont (Michigan) have joined OAC as "Short-Term Partners". Scott attended S.E.T. this August. They are looking forward to OR-CAN in 2021. They are raising support and navigating the path towards full-staff. I have done quite a bit of ministry with Scott and am very encouraged.

Dan Beaudoin is leading a weekly prayer Zoom-call on Monday mornings. Thankful for his faithfulness! Being spread across the US as we are, this has been a sweet time for our staff to join in corporate prayer.

Some changes taking place with our staff. Mark and Shelby Sohmer, John and Becky Risner, Jay Ricci, and Carol King have all resigned in 2020, effective December 31st. All leave on good terms with OAC. Carol has been transitioning out of OAC for the better part of 2020. As for John Risner and Jay Ricci, they plateaued in their support raising efforts and felt they needed to go another direction. Mark will continue in the same style of ministry under Reliant. Reliant's medical package will allow Mark to meet his family's medical needs, so he felt he needed to make the change.

I dropped by John and Sue Cutlip's temporary house/office and picked up the OAC printer. Mike Wilson (Michigan staff-man) is going to oversee the printing and shipping of paint-messages that people order from the OAC website.

Thank you for serving our staff. Trusting the Lord for 2021 (James 5:7).

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through December, 2020

Paul and Carmina Adams
Monthly Top = 6599

Appointed to OAC staff in 1996

| | |
|------------------|-------------|
| January | 209% |
| February | 72% |
| March | 101% |
| April | 138% |
| May | 102% |
| June | 93% |
| July | 84% |
| August | 84% |
| September | 113% |
| October | 76% |
| November | 98% |
| December | 121% |

Year-To-Date Support Average = 108%

Frank Baldus
Monthly Top = 4950

Appointed to OAC staff in 2011

| | |
|------------------|------------|
| January | 91% |
| February | 32% |
| March | 0% |
| April | 60% |
| May | 40% |
| June | 35% |
| July | 29% |
| August | 23% |
| September | 5% |
| October | 85% |
| November | 51% |
| December | 74% |

Year-To-Date Support Average = 44%

Dan & Rebecca Beaudoin
Monthly Top = 6904

Appointed to OAC staff in 2015

| | |
|------------------|------------|
| January | 33% |
| February | 43% |
| March | 68% |
| April | 29% |
| May | 75% |
| June | 22% |
| July | 27% |
| August | 53% |
| September | 45% |
| October | 61% |
| November | 86% |
| December | 42% |

Year-To-Date Support Average = 49%

David and Joy Braun
Monthly Top = 6599

Appointed to OAC staff in 1985

| | |
|------------------|------------|
| January | 74% |
| February | 14% |
| March | 15% |
| April | 22% |
| May | 3% |
| June | 26% |
| July | 14% |
| August | 12% |
| September | 36% |
| October | 25% |
| November | 39% |
| December | 31% |

Year-To-Date Support Average = 26%

Eric and Diane Briscoe
Monthly Top = 6599

Appointed to OAC staff in 1982

| | |
|------------------|-------------|
| January | 162% |
| February | 98% |
| March | 84% |
| April | 108% |
| May | 102% |
| June | 100% |
| July | 80% |
| August | 84% |
| September | 86% |
| October | 107% |
| November | 96% |
| December | 89% |

Year-To-Date Support Average = 100%

Richard & Diane Burley
Monthly Top = 6599

Appointed to OAC staff in 2002

| | |
|------------------|-------------|
| January | 69% |
| February | 19% |
| March | 36% |
| April | 31% |
| May | 28% |
| June | 36% |
| July | 32% |
| August | 39% |
| September | 53% |
| October | 29% |
| November | 54% |
| December | 103% |

Year-To-Date Support Average = 44%

Michael & Renae Bussen
Monthly Top = 6599

Appointed to OAC staff in 1990

| | |
|------------------|-------------|
| January | 92% |
| February | 100% |
| March | 59% |
| April | 74% |
| May | 103% |
| June | 69% |
| July | 60% |
| August | 69% |
| September | 67% |
| October | 53% |
| November | 84% |
| December | 334% |

Year-To-Date Support Average = 97%

Erin Chervenak
Monthly Top = 4950

Appointed to OAC staff in 2015

| | |
|------------------|------------|
| January | 7% |
| February | 9% |
| March | 61% |
| April | 12% |
| May | 18% |
| June | 39% |
| July | 26% |
| August | 22% |
| September | 12% |
| October | 33% |
| November | 31% |
| December | 12% |

Year-To-Date Support Average = 24%

John & Tiffany Copell
Monthly Top = 7055

Appointed to OAC staff in 2020

| | |
|------------------|-----------|
| September | 0% |
| October | 5% |
| November | 3% |
| December | 3% |

Year-To-Date Support Average = 3%

John and Sue Cutlip
Monthly Top = 7391

Appointed to OAC staff in 1980

| | |
|------------------|-------------|
| January | 83% |
| February | 60% |
| March | 56% |
| April | 58% |
| May | 41% |
| June | 35% |
| July | 52% |
| August | 82% |
| September | 66% |
| October | 80% |
| November | 102% |
| December | 102% |

Year-To-Date Support Average = 68%

Zane & Laurie Dempsie
Monthly Top = 8071

Appointed to OAC staff in 2008

| | |
|------------------|------------|
| January | 51% |
| February | 21% |
| March | 64% |
| April | 32% |
| May | 39% |
| June | 43% |
| July | 28% |
| August | 42% |
| September | 51% |
| October | 56% |
| November | 38% |
| December | 53% |

Year-To-Date Support Average = 43%

Bob and Deidra Ewerth
Monthly Top = 6599

Appointed to OAC staff in 1976

| | |
|------------------|------------|
| January | 38% |
| February | 49% |
| March | 45% |
| April | 45% |
| May | 52% |
| June | 34% |
| July | 18% |
| August | 53% |
| September | 33% |
| October | 33% |
| November | 54% |
| December | 26% |

Year-To-Date Support Average = 40%

Tom and Barbara Fox
Monthly Top = 6599

Appointed to OAC staff in 2009

| | |
|------------------|------------|
| January | 36% |
| February | 33% |
| March | 32% |
| April | 34% |
| May | 42% |
| June | 31% |
| July | 32% |
| August | 35% |
| September | 30% |
| October | 59% |
| November | 27% |
| December | 17% |

Year-To-Date Support Average = 34%

Sue and Harold Goss
Monthly Top = 6599

Appointed to OAC staff in 2020

| | |
|------------------|-----------|
| September | 2% |
| October | 2% |
| November | 5% |
| December | 0% |

Year-To-Date Support Average = 2%

Brian & Kimberlee Harmon
Monthly Top = 8240

Appointed to OAC staff in 2010

| | |
|------------------|-------------|
| January | 321% |
| February | 78% |
| March | 83% |
| April | 110% |
| May | 129% |
| June | 112% |
| July | 116% |
| August | 119% |
| September | 214% |
| October | 114% |
| November | 98% |
| December | 126% |

Year-To-Date Support Average = 135%

Russ Hodder
Monthly Top = 4950

Appointed to OAC staff in 1977

| | |
|------------------|------------|
| January | 71% |
| February | 62% |
| March | 53% |
| April | 67% |
| May | 52% |
| June | 70% |
| July | 50% |
| August | 58% |
| September | 54% |
| October | 53% |
| November | 79% |
| December | 37% |

Year-To-Date Support Average = 59%

Ryan & Tasia Itzel
Monthly Top = 6599

Appointed to OAC staff in 2020

| | |
|------------------|------------|
| September | 12% |
| October | 16% |
| November | 22% |
| December | 16% |

Year-To-Date Support Average = 17%

Rebecca Jefferson
Monthly Top = 4950

Appointed to OAC staff in 2015

| | |
|------------------|------------|
| January | 37% |
| February | 21% |
| March | 22% |
| April | 30% |
| May | 24% |
| June | 27% |
| July | 19% |
| August | 30% |
| September | 17% |
| October | 25% |
| November | 41% |
| December | 19% |

Year-To-Date Support Average = 26%

Steve & Connie Johnson
Monthly Top = 6599

Appointed to OAC staff in 2015

| | |
|------------------|-----------|
| January | 2% |
| February | 3% |
| March | 1% |
| April | 1% |
| May | 1% |
| June | 1% |
| July | 1% |
| August | 1% |
| September | 1% |
| October | 1% |
| November | 1% |
| December | 1% |

Year-To-Date Support Average = 1%

Mark & Angela Kennedy
Monthly Top = 6751

Appointed to OAC staff in 2004

| | |
|------------------|------------|
| January | 32% |
| February | 54% |
| March | 30% |
| April | 25% |
| May | 43% |
| June | 47% |
| July | 26% |
| August | 40% |
| September | 19% |
| October | 43% |
| November | 24% |
| December | 43% |

Year-To-Date Support Average = 36%

Carol King
Monthly Top = 4950

Appointed to OAC staff in 2009

| | |
|------------------|------------|
| January | 19% |
| February | 18% |
| March | 19% |
| April | 18% |
| May | 19% |
| June | 18% |
| July | 20% |
| August | 16% |
| September | 16% |
| October | 17% |
| November | 16% |
| December | 15% |

Year-To-Date Support Average = 18%

Sue MacNeil
Monthly Top = 4950

Appointed to OAC staff in 2000

| | |
|------------------|------------|
| January | 8% |
| February | 8% |
| March | 8% |
| April | 18% |
| May | 8% |
| June | 8% |
| July | 6% |
| August | 8% |
| September | 8% |
| October | 8% |
| November | 7% |
| December | 6% |

Year-To-Date Support Average = 8%

Betty Naggy-Masten
Monthly Top = 6599

Appointed to OAC staff in 1970

| | |
|------------------|-----------|
| January | 0% |
| February | 0% |
| March | 3% |
| April | 0% |
| May | 0% |
| June | 0% |
| July | 3% |
| August | 0% |
| September | 0% |
| October | 3% |
| November | 0% |
| December | 6% |

Year-To-Date Support Average = 1%

Chris & Bonnie McKinley
Monthly Top = 6904

Appointed to OAC staff in 2016

| | |
|------------------|------------|
| January | 0% |
| February | 62% |
| March | 9% |
| April | 9% |
| May | 8% |
| June | 10% |
| July | 9% |
| August | 20% |
| September | 9% |
| October | 8% |
| November | 24% |
| December | 14% |

Year-To-Date Support Average = 15%

Juan & Dawn Monzon
Monthly Top = 7205

Appointed to OAC staff in 1990

| | |
|------------------|-----------|
| January | 0% |
| February | 0% |
| March | 6% |
| April | 2% |
| May | 1% |
| June | 0% |
| July | 0% |
| August | 0% |
| September | 0% |
| October | 0% |
| November | 0% |
| December | 0% |

Year-To-Date Support Average = 1%

Rick and Dovie Moore
Monthly Top = 6599

Appointed to OAC staff in 2007

| | |
|------------------|------------|
| January | 48% |
| February | 46% |
| March | 48% |
| April | 43% |
| May | 61% |
| June | 45% |
| July | 39% |
| August | 50% |
| September | 45% |
| October | 55% |
| November | 57% |
| December | 59% |

Year-To-Date Support Average = 50%

Ed & Debbie Neimann
Monthly Top = 6599

Appointed to OAC staff in 2016

| | |
|------------------|------------|
| January | 29% |
| February | 30% |
| March | 32% |
| April | 29% |
| May | 36% |
| June | 31% |
| July | 29% |
| August | 31% |
| September | 30% |
| October | 35% |
| November | 33% |
| December | 31% |

Year-To-Date Support Average = 31%

Peter and Isabel O'Driscoll
Monthly Top = 7055

Appointed to OAC staff in 1996

| | |
|------------------|-------------|
| January | 129% |
| February | 15% |
| March | 28% |
| April | 22% |
| May | 31% |
| June | 13% |
| July | 25% |
| August | 9% |
| September | 9% |
| October | 16% |
| November | 15% |
| December | 23% |

Year-To-Date Support Average = 28%

Chuck Phelps
Monthly Top = 4950

Appointed to OAC staff in 1970

| | |
|------------------|------------|
| January | 23% |
| February | 21% |
| March | 21% |
| April | 21% |
| May | 21% |
| June | 21% |
| July | 24% |
| August | 21% |
| September | 17% |
| October | 25% |
| November | 17% |
| December | 26% |

Year-To-Date Support Average = 22%

Brenten & Lena Powers
Monthly Top = 7055

Appointed to OAC staff in 2020

| | |
|------------------|------------|
| September | 1% |
| October | 11% |
| November | 3% |
| December | 27% |

Year-To-Date Support Average = 11%

Jay Ricci
Monthly Top = 4950

Appointed to OAC staff in 2018

| | |
|------------------|-----------|
| January | 5% |
| February | 4% |
| March | 4% |
| April | 9% |
| May | 7% |
| June | 5% |
| July | 4% |
| August | 9% |
| September | 2% |
| October | 6% |
| November | 4% |

Year-To-Date Support Average = 5%

John and Becky Risner
Monthly Top = 7055

Appointed to OAC staff in 2018

| | |
|------------------|------------|
| January | 33% |
| February | 15% |
| March | 13% |
| April | 21% |
| May | 12% |
| June | 16% |
| July | 18% |
| August | 13% |
| September | 15% |
| October | 16% |
| November | 16% |
| December | 9% |

Year-To-Date Support Average = 16%

Mark & Shelby Sohmer
Monthly Top = 10419

Appointed to OAC staff in 2010

| | |
|------------------|-------------|
| January | 241% |
| February | 77% |
| March | 163% |
| April | 119% |
| May | 97% |
| June | 93% |
| July | 86% |
| August | 65% |
| September | 112% |
| October | 71% |
| November | 86% |
| December | 66% |

Year-To-Date Support Average = 106%

Ken & Kathy Teeter
Monthly Top = 6599

Appointed to OAC staff in 2011

| | |
|------------------|------------|
| January | 38% |
| February | 28% |
| March | 32% |
| April | 25% |
| May | 28% |
| June | 23% |
| July | 59% |
| August | 45% |
| September | 49% |
| October | 31% |
| November | 20% |
| December | 27% |

Year-To-Date Support Average = 34%

Karen Williams
Monthly Top = 6599

Appointed to OAC staff in 1984

| | |
|------------------|------------|
| January | 59% |
| February | 9% |
| March | 9% |
| April | 33% |
| May | 10% |
| June | 8% |
| July | 36% |
| August | 4% |
| September | 7% |
| October | 34% |
| November | 20% |
| December | 50% |

Year-To-Date Support Average = 23%

Mike & Christine Wilson
Monthly Top = 7205

Appointed to OAC staff in 2016

| | |
|------------------|------------|
| January | 8% |
| February | 8% |
| March | 8% |
| April | 8% |
| May | 8% |
| June | 15% |
| July | 8% |
| August | 13% |
| September | 8% |
| October | 80% |
| November | 16% |
| December | 10% |

Year-To-Date Support Average = 16%

Chip & Kim Wolfe
Monthly Top = 7390

Appointed to OAC staff in 2000

| | |
|------------------|------------|
| January | 51% |
| February | 51% |
| March | 42% |
| April | 51% |
| May | 43% |
| June | 51% |
| July | 51% |
| August | 45% |
| September | 10% |
| October | 58% |
| November | 37% |
| December | 64% |

Year-To-Date Support Average = 46%

Open Air Campaigners 4th Quarter 2020 Inventory Valuation Summary

| Item Description | On Hand | Sales Price | Retail Value |
|--|---------------|-------------|------------------|
| Inventory | | | |
| bk (from Nazareth) (Board Kit) | 25 | 50.00 | 1,250.00 |
| bk (from Texas) (Board Kits in Texas warehouse) | 10 | 50.00 | 500.00 |
| blrt (Blacklight tube, 18 inch two-prong) | 3 | 7.50 | 22.50 |
| BLU (from Nazareth) (LED Blacklight Unit - Nazareth warehouse) | 4 | 195.00 | 780.00 |
| BLU (from Texas) (LED Blacklight Unit - Texas warehouse) | 12 | 195.00 | 2,340.00 |
| box (Paint Box) | 428 | 7.00 | 2,996.00 |
| boxTX (Texas inventory to sell - Paint Box) | 4 | 0.00 | 0.00 |
| bts (Ball to Square) | 3 | 6.00 | 18.00 |
| cb (Checks & Balances Object Lesson) | 58 | 2.00 | 116.00 |
| cbi (Checks & Balances INSTRUCTION sheet) | 125 | 0.25 | 31.25 |
| ccc (Chemical Cross Crystals (small bag)) | 379 | 3.00 | 1,137.00 |
| ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse) | 209 | 8.00 | 1,672.00 |
| ct (Chalk & Talk) | 94 | 5.00 | 470.00 |
| dvdkb (Miss Karen "Get Out of the Boat" DVD) | 19 | 15.00 | 285.00 |
| dvdol (Object Lessons For The Open Air DVD) | 51 | 10.00 | 510.00 |
| dvdsm (Sketch Board Messages: Adult Presentations DVD) | 18 | 10.00 | 180.00 |
| ec (EvangCube Object Lesson) | 62 | 6.00 | 372.00 |
| eccp (EvangCube Carry Pouch) | 9 | 8.00 | 72.00 |
| ecppws (EvangCube carry pouch / WITH CARRY STRAP) | 2 | 8.00 | 16.00 |
| ecck (EvangCube Key Chain) | 20 | 6.00 | 120.00 |
| ess (Evangelistic Sketch Board Sermons) | 15 | 5.00 | 75.00 |
| fb (Fisherman's Basket) | 210 | 10.00 | 2,100.00 |
| fol (Film of Life) | 8 | 4.00 | 32.00 |
| FPPBLU (Pint of Fluorescent Concentrate (Blue)) | 67 | 10.00 | 670.00 |
| FPPGRN (Pint of Fluorescent Concentrate (Green)) | 48 | 10.00 | 480.00 |
| FPPOR (Pint of Fluorescent Concentrate (Orange)) | 25 | 10.00 | 250.00 |
| FPPRD (Pint of Fluorescent Concentrate (Red)) | 53 | 10.00 | 530.00 |
| FPPYW (Pint of Fluorescent Concentrate (Yellow)) | 42 | 10.00 | 420.00 |
| fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse) | 8 | 170.00 | 1,360.00 |
| fsb (from Texas) (Folding Sketchboard - Texas warehouse) | 15 | 170.00 | 2,550.00 |
| gps (Gospel Puppet Stories) | 108 | 5.00 | 540.00 |
| gve (Gospel Visual Effects) | 23 | 5.00 | 115.00 |
| hb (Bible Coloring Book Object Lesson) | 105 | 12.00 | 1,260.00 |
| hbb (Holy Bible BLANK edition) | 54 | 6.00 | 324.00 |
| hbTX (Texas inventory to sell - Bible Coloring Book Object Lesson) | 2 | 0.00 | 0.00 |
| hhb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse) | 7 | 18.00 | 126.00 |
| hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth warehouse) | 2 | 18.00 | 36.00 |
| hij (Heaven In A Jar) | 97 | 5.00 | 485.00 |
| is (Indian Symbols Tell The Gospel) | 263 | 5.00 | 1,315.00 |
| itg (Illustrating The Gospel) | 84 | 5.00 | 420.00 |
| jarTX (Texas inventory to sell - 4 ounce jar with lid) | 15 | 0.00 | 0.00 |
| lol (Loop of Life Object Lesson) | 31 | 2.00 | 62.00 |
| loli (Loop of Life Instruction Booklet) | 10 | 0.25 | 2.50 |
| mpk (Modified Paint Kit) | 18 | 50.00 | 900.00 |
| oae (Open Air Evangelism) | 245 | 5.00 | 1,225.00 |
| oass (Open Air Sketchboard Stories) | 221 | 6.00 | 1,326.00 |
| paper (Newsprint Paper (36" x 54")) | 6,050 | 0.25 | 1,512.50 |
| pb (Paint Brush) | 748 | 8.50 | 6,358.00 |
| pbTX (Texas inventory to sell - Paint Brush) | 20 | 0.00 | 0.00 |
| ppblack (Powdered Paint (Black)) | 30 | 5.00 | 150.00 |
| PS (Board message pre-sketch) | 90 | 5.00 | 450.00 |
| RANS (Rich Art BLACK quart) | 249 | 25.00 | 6,225.00 |
| RAS (Rich Art BLACK quart (Special staff pricing)) | 215 | 20.00 | 4,300.00 |
| RG (The Really Great News of the Bible booklet) | 485 | 1.00 | 485.00 |
| rpblack (Pint - Regular Pint (Black)) | 20 | 7.00 | 140.00 |
| rpblu (Pint - Regular Pint (Blue)) | 32 | 7.00 | 224.00 |
| rpgrn (Pint - Regular Pint (Green)) | 26 | 7.00 | 182.00 |
| rprrd (Pint - Regular Pint (Red)) | 25 | 7.00 | 175.00 |
| rprry (Pint - Regular Pint (Yellow)) | 57 | 7.00 | 399.00 |
| rpqbk (Regular Paint (Quart) - Black) | 52 | 10.00 | 520.00 |
| rpqblu (Regular Paint (Quart) - Blue) | 60 | 10.00 | 600.00 |
| rpqgrn (Regular Paint (Quart) - Green) | 34 | 10.00 | 340.00 |
| rpqred (Regular Regular Paint (Quart) - Red) | 68 | 10.00 | 680.00 |
| rpqyellow (Regular Paint (Quart) - Yellow) | 33 | 10.00 | 330.00 |
| RT (Rat Trap Object Lesson) | 34 | 4.00 | 136.00 |
| RWG (How To Have The Relationship With God You Really Need booklet) | 490 | 1.00 | 490.00 |
| sm (Sketchboard Messages) | 424 | 6.00 | 2,544.00 |
| sms (Sketchboard Messages (SPANISH)) | 33 | 6.00 | 198.00 |
| st (Sketch & Tell) | 7 | 6.00 | 42.00 |
| STEPSNS (Counseling Booklets*) | 15,102 | 0.25 | 3,775.50 |
| STEPSS (Counseling Booklets - Special discount for OAC staff) | 12,064 | 0.12 | 1,447.68 |
| tab (Tricky Arrow Board) | 41 | 5.00 | 205.00 |
| tc (from Nazareth) (Ten Commandments in stone - Nazareth warehouse) | 84 | 8.00 | 672.00 |
| tcts (The Church Team (SPANISH)) | 64 | 3.00 | 192.00 |
| tes (The Evangelist (SPANISH)) | 8 | 4.00 | 32.00 |
| tf (The Fool Flashcard Story Set) | 16 | 20.00 | 320.00 |
| tl (Three LOOPS Object Lesson) | -38 | 3.00 | -114.00 |
| tli (Three LOOP Instruction Booklet) | 85 | 0.25 | 21.25 |
| tm1 (Training Manual (One-Week Edition)) | 10 | 12.00 | 120.00 |
| tm3 (Training Manual (Three-Week Edition)) | 23 | 20.00 | 460.00 |
| tr (Three ROPES Object Lesson) | 873 | 2.00 | 1,746.00 |
| tri (Three ROPES Instruction Booklet) | 105 | 0.25 | 26.25 |
| trTX (Texas inventory to sell - Three ROPES Object Lesson) | 50 | 0.00 | 0.00 |
| tw (Truceless Warfare Advances) | 12 | 8.00 | 96.00 |
| uq (Ultimate Questions Booklet) | 104 | 2.00 | 208.00 |
| WB (The Wonderful Wordless Bible) | 7 | 2.00 | 14.00 |
| WBS (The Wonderful Wordless Bible - Small Edition) | 8 | 0.50 | 4.00 |
| yep (Young People's Evangelistic Programs) | 220 | 6.00 | 1,320.00 |
| Total Inventory | 41,431 | | 66,517.43 |
| TOTAL | 41,431 | | 66,517.43 |

Open Air Campaigners – USA
Quarterly Budget Overview - National Operating Fund (NOF)
2020

| | 2020 Budget | Quarter 1 Actual | Quarter 2 Actual | Quarter 3 Actual | Quarter 4 Actual | Year-To-Date | Difference |
|--|-------------------|---------------------|---------------------|---------------------|---------------------|-------------------|-----------------|
| NOF INCOME | | | | | | | |
| NOF related | 20,000 | 4,236 | 33,249 | 14,213 | 31,979 | \$ 83,677 | 63,677 |
| Goods Sold | 18,000 | 2,645 | 5,248 | 4,063 | 2,573 | \$ 14,529 | (3,471) |
| Shipping Income | 3,500 | 327 | 647 | 339 | 655 | \$ 1,968 | (1,532) |
| Orientation-Candidate School | 400 | - | - | 1,400 | - | \$ 1,400 | 1,000 |
| Seminars (SET) | 2,000 | 100 | 425 | 494 | - | \$ 1,019 | (981) |
| Service Charge | 152,000 | 35317 | 36,877 | 39,508 | 57,848 | \$ 169,550 | 17,550 |
| Staff Conference | - | - | - | - | - | \$ - | 0 |
| Reimbursement income | 15,000 | 2564 | 3,167 | 2,722 | 3,414 | \$ 11,867 | (3,133) |
| Misc (interest income, etc) | 2,000 | 542 | 153 | 54 | 24 | \$ 773 | (1,227) |
| TOTAL NOF INCOME | \$ 212,900 | \$ 45,731 | \$ 79,766 | \$ 62,793 | \$ 96,493 | \$ 284,783 | 71,883 |
| NOF EXPENSES | | | | | | | |
| Affiliation (ECFA / OACI) | 6,000 | 1,200 | 1,496 | 1,450 | 1,200 | \$ 5,346 | (654) |
| Assist / Encourage & Train Staff | 1,000 | 440 | 310 | 314 | 326 | \$ 1,390 | 390 |
| Audit | 8,000 | - | - | - | 7,850 | \$ 7,850 | (150) |
| Branch Development (Directors meetings, etc) | 5,000 | 2,023 | - | - | 0 | \$ 2,023 | (2,977) |
| Cost of Goods Sold | 12,000 | 110 | 1350 | 2366 | 5830 | \$ 9,656 | (2,344) |
| Evangelism & Discipleship | 500 | - | - | 325 | - | \$ 325 | (175) |
| Bank & other fees | 15,000 | 5,149 | 3,755 | 4,051 | 11,976 | \$ 24,931 | 9,931 |
| Insurance (Multi-Peril) | 3,000 | - | 3,386 | (72) | - | \$ 3,314 | 314 |
| Insurance (Workman's Comp) | 4,500 | 944 | 929 | 895 | 895 | \$ 3,663 | (837) |
| Meetings (Board / Management Team) | 1,500 | 143 | 31 | - | - | \$ 174 | (1,326) |
| Miscellaneous | - | - | - | - | - | \$ - | 0 |
| Office Supply / Equipment / Repair | 14,000 | 6880 | 4434 | 4112 | 5135 | \$ 20,561 | 6,561 |
| Orientation / Candidate School | 500 | - | - | 820 | 120 | \$ 940 | 440 |
| Payroll Taxes | 70,000 | 26049 | 11250 | 22284 | 18,867 | \$ 78,450 | 8,450 |
| Communication (Phone/web/social media) | 5,000 | 2035 | 1,960 | 1,418 | 1,498 | \$ 6,911 | 1,911 |
| Postage | 7,500 | 3280 | 867 | 291 | 1,532 | \$ 5,970 | (1,530) |
| Promotion | 4,000 | 925 | 328 | 335 | 189 | \$ 1,777 | (2,223) |
| Reimbursement expenses | 5,000 | 651 | 912 | 2,685 | 720 | \$ 4,968 | (32) |
| Rent | 17,000 | 2901 | 2,746 | 2,763 | 2,553 | \$ 10,963 | (6,037) |
| Seminars | 2,000 | 16 | - | 2,968 | 568 | \$ 3,552 | 1,552 |
| Shipping / Handling | 5,000 | 362 | 218 | 736 | 779 | \$ 2,095 | (2,905) |
| Staff Conference | 33,600 | - | - | - | - | \$ - | (33,600) |
| Travel | 13,000 | 3182 | 527 | (143) | 2,208 | \$ 5,774 | (7,226) |
| Van Maintenance / Repairs | 4,500 | 650 | 1,277 | 753 | 1,817 | \$ 4,497 | (3) |
| TOTAL NOF EXPENSES | 237,600 | 56,940 | 35,776 | 48,351 | 64,063 | \$ 205,130 | (32,470) |
| | | (11,209) | 43,990 | 14,442 | 32,430 | 79,653 | |

Inc. minus exp.

\\finance\budget\overview



CASH IN THE BANK = \$ 726,269

| | |
|--------------------|------------|
| BB&T Checking | \$ 123,356 |
| Fulton Checking | \$ 60,369 |
| PayPal | \$ 77 |
| PNC Checking | \$ 69,596 |
| Schwab - Endowment | \$ 258,087 |
| Money Market | \$ 214,784 |
| | \$ 726,269 |

Designated For Staff & Branch Use = \$ 235,341

| | |
|-----------------|------------|
| In Checking | \$ 234,941 |
| In Money Market | \$ 400 |

Available For Immediate NOF Use = \$ 490,928

| | |
|--|-------------------|
| Committed to SETs | \$ (4,402) |
| Committed to Staff Conference | \$ (33,600) |
| Committed for Staff Assistance | \$ (10,000) |
| Committed to Rainy Day Fund | \$ (15,000) |
| Duffecy Endowment funds on hand | \$ (259,152) |
| Coming back to us next month from staff bills we paid on their behalf this month | \$ 1,056 |
| Net cash available for national use (ie not designated for anything else) | \$ 169,830 |
| | + |
| Duffecy Endowment Pledges not yet received - Future Income | \$ 550,000 |