

OAC Management Team Report

Quarter 4, 2017 (October - December)

Eric Briscoe: Field Director (Boston, MA)

John Cutlip: Central Services (Nazareth, PA)

Bob Ewerth: Personnel & Development (Philadelphia, PA)

Dear Board,

As a Management Team, we are pleased to present the following summary of ministry activity for the fourth and final quarter of 2017. We continue to be grateful to God for what he is doing in and through our dedicated staff across America.

PERSONNEL DEVELOPMENT DEPARTMENT:

Bob Ewerth reports the following activities:

1. Middle school chapel speaker at O.D.C.A.
2. AM service speaker at Geiger Memorial Church.
3. Harvest Day Held 15 kids meetings at a Korean Church harvest day festival in one day.
4. AM service speaker at Faith Community Church.
5. Management team conference call meeting.
6. Kids meeting with Joe Toy in a public school helping a church reach their community with 250 kids in attendance along with 50 teens and adults.
7. Two outdoor kids meetings with Joe Toy. We had regular kids meetings with 80 kids and 30 adults and teens. It was 24 degrees out!

FIELD DIRECTOR:

Eric Briscoe reports the following as Field Director:

Diane and I were able to make the following visits together:

1. Western Pa. Branch Oct. 5 - 12. We stayed in the home of Matt and Elizabeth Smart and had ministry throughout the week with Zane and Ed Neimann. The cycle of college campus's they minister in in the spring and fall are very good for open air ministry. This team of evangelists gets along very well. Matt still pastors the church Zane goes to and now Ed and Debbie Neimann go there. In the future when Matt resigns the pastorate the possibility to relocate to the Little Rock Arkansas may work out better for the Smarts.

2. Spent a week at God's Bible School's week of evangelism with Brian Harmon and 2 of his children Oct. 16 - 19. This school loves to have OAC train their students. Brian is confident that the Lord would have him take over my position by the time I hit 70 assuming you as a board approve. Brian is a very capable leader.

3. Spent Oct 24 - 30 in Dallas with the Moore's and Wolfe's. Because it was so near Halloween there were many outreaches that focused on reach people who were attending church outreach events. Chip's tinnitus is still a major problem but he fights through it to do ministry. Like the western PA branch the team concept of ministry with multiple evangelists is the model for ministry to reproduce.

4. Nov. 12 we were with Erin Chervenak in her church in Rochester NY. We met with her pastor and gave an update in her church. She is still praying about the branch she will relocate to. Western PA, DC, and Iowa are all possibilities.

5. Still having conversations with Kurt Schafli and Peter O'Driscoll to resolve family issues.

6. Paul Adams visited the Beaudoin's out in California in December and had a great visit. Dan's ministry is expanding. Financial support is a key issue with many of our newer staff which causes them to hold on to part time work. We could use another man in Silicon Valley.



ELLIANNA HARMON WITNESSING IN DOWNTOWN CINCINNATI



ED AND ZANE WITNESSING AT INDIANA UNIVERSITY OF PENNSYLVANIA



RICK AND I WITNESSING AT A HALLOWEEN OUTREACH AT RICK AND DOVIE'S HOME CHURCH

CENTRAL SERVICES

John Cutlip reports the following:

My report is outlined below which consists of the following submitted items included with this report and will bring you up-to-date accordingly:

- * Current incoming support levels received from donors for our staff
- * Web visit stats
- * Inventory valuation for open-air supplies we have on hand to sell
- * Budget Summary detail report
- * Current Cash Flow report

A comment regarding the budget summary: It is worth noting that during fiscal 2017, although we received almost \$19,000 less income than we had anticipated, we were able to spend almost

\$13,000 less than we received in the overall budget. Some of the individual expense categories were over budget, however the vast majority of those were expenses which we have no control over (payroll taxes, bank fees, etc) so we are very happy and grateful to God that the year ended in the black by a good margin. The Lord has been very good to us.

It is also worth noting that God has brought extra cash our way in the past few years which allows us to enjoy a current “buffer” amount of money to help cover various expenses in the days ahead which include:

- * \$5,750 available for future Sketchboard Evangelism Training (SET) expenses
- * \$10,000 available for staff assistance as needed
- * \$15,000 as a rainy day fund for any unforeseen emergency expenses
- * \$10,000 available for staff conference expenses
- * \$9,126 cash giving for the Duffecy Endowment Fund
- * Over \$36,000 as non-designated cash which is immediately available for our use as needed.

In addition, over \$550,000 has been pledged by individuals for the Duffecy Endowment Fund as they remember OAC in their estate planning. The American Portfolio brokerage account in the name of OAC also has a current balance of \$36,004 so that is a great blessing as well.

It will soon be time for our annual financial audit to take place. I am including a copy of the CPA letter from Wentzel and Company to our OAC Audit Committee which, as you may recall, is comprised of all our board members. This letter outlines what they anticipate will take place and their expectations of us and our expectations of them. I will continue to take care of these details for this year’s audit, but as always welcome any comments or questions concerning this annual process. In my opinion, we have a great CPA team on our side who have served us well for many years and help keep us accountable and in good standing in all our financial endeavours.

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through December, 2017

Paul and Carmina Adams

Appointed to OAC staff in 1996

Monthly Top = 6584

January	209%
February	78%
March	53%
April	130%
May	102%
June	137%
July	103%
August	85%
September	118%
October	95%
November	61%
December	138%

Year-To-Date Support Average = 109%

Frank Baldus

Appointed to OAC staff in 2011

Monthly Top = 4721

January	49%
February	50%
March	36%
April	32%
May	44%
June	17%
July	29%
August	20%
September	17%
October	19%
November	39%
December	28%

Year-To-Date Support Average = 32%

Dan & Rebecca Beaudoin

Appointed to OAC staff in 2015

Monthly Top = 6584

January	29%
February	28%
March	32%
April	23%
May	37%
June	57%
July	36%
August	29%
September	71%
October	23%
November	138%
December	58%

Year-To-Date Support Average = 47%

David and Joy Braun
Monthly Top = 6293

Appointed to OAC staff in 1985

January	158%
February	20%
March	13%
April	178%
May	23%
June	21%
July	15%
August	21%
September	23%
October	17%
November	22%
December	50%

Year-To-Date Support Average = 47%

Eric and Diane Briscoe
Monthly Top = 6293

Appointed to OAC staff in 1982

January	173%
February	67%
March	77%
April	90%
May	154%
June	75%
July	77%
August	98%
September	62%
October	63%
November	120%
December	122%

Year-To-Date Support Average = 98%

Richard & Diane Burley
Monthly Top = 6293

Appointed to OAC staff in 2002

January	100%
February	39%
March	31%
April	77%
May	41%
June	33%
July	40%
August	25%
September	34%
October	77%
November	32%
December	50%

Year-To-Date Support Average = 48%

Michael & Renae Bussen

Appointed to OAC staff in 1991

Monthly Top = 6584

January	81%
February	55%
March	59%
April	73%
May	68%
June	57%
July	65%
August	79%
September	51%
October	53%
November	63%
December	139%

Year-To-Date Support Average = 70%

Erin Chervenak

Appointed to OAC staff in 2015

Monthly Top = 4721

January	-3%
February	-2%
March	13%
April	-1%
May	14%
June	9%
July	10%
August	-12%
September	16%
October	12%
November	-36%
December	3%

Year-To-Date Support Average = 2%

John and Sue Cutlip

Appointed to OAC staff in 1980

Monthly Top = 7049

January	95%
February	79%
March	68%
April	69%
May	58%
June	42%
July	41%
August	69%
September	63%
October	57%
November	64%
December	60%

Year-To-Date Support Average = 64%

Zane & Laurie Dempsie
Monthly Top = 7697

Appointed to OAC staff in 2008

January	70%
February	26%
March	58%
April	44%
May	45%
June	42%
July	39%
August	44%
September	36%
October	31%
November	45%
December	58%

Year-To-Date Support Average = 45%

Bob and Deidra Ewerth
Monthly Top = 6293

Appointed to OAC staff in 1976

January	86%
February	43%
March	65%
April	90%
May	45%
June	23%
July	36%
August	36%
September	6%
October	49%
November	28%
December	47%

Year-To-Date Support Average = 46%

Tom and Barbara Fox
Monthly Top = 6293

Appointed to OAC staff in 2009

January	35%
February	30%
March	35%
April	46%
May	37%
June	42%
July	44%
August	31%
September	35%
October	30%
November	38%
December	32%

Year-To-Date Support Average = 36%

Brian & Kimberlee Harmon

Appointed to OAC staff in 2010

Monthly Top = 7859

January	310%
February	115%
March	100%
April	120%
May	106%
June	112%
July	97%
August	98%
September	72%
October	145%
November	223%
December	119%

Year-To-Date Support Average = 135%

Russ Hodder

Appointed to OAC staff in 1977

Monthly Top = 4721

January	145%
February	62%
March	92%
April	72%
May	87%
June	77%
July	100%
August	79%
September	100%
October	66%
November	86%
December	87%

Year-To-Date Support Average = 88%

Rebecca Jefferson

Appointed to OAC staff in 2015

Monthly Top = 4721

January	2%
February	2%
March	6%
April	7%
May	25%
June	8%
July	13%
August	7%
September	4%
October	5%
November	15%
December	13%

Year-To-Date Support Average = 9%

Steve & Connie Johnson

Appointed to OAC staff in 2015

Monthly Top = 6293

January	1%
February	1%
March	1%
April	2%
May	9%
June	2%
July	-6%
August	2%
September	1%
October	1%
November	3%
December	3%

Year-To-Date Support Average = 2%

Mark & Angela Kennedy

Appointed to OAC staff in 2004

Monthly Top = 6438

January	34%
February	68%
March	29%
April	69%
May	73%
June	30%
July	32%
August	69%
September	29%
October	28%
November	40%
December	30%

Year-To-Date Support Average = 44%

Carol King

Appointed to OAC staff in 2009

Monthly Top = 4721

January	47%
February	27%
March	35%
April	29%
May	42%
June	32%
July	28%
August	32%
September	31%
October	26%
November	32%
December	86%

Year-To-Date Support Average = 37%

Sue MacNeil

Appointed to OAC staff in 2000

Monthly Top = 4721

January	11%
February	15%
March	9%
April	9%
May	18%
June	7%
July	12%
August	10%
September	12%
October	7%
November	13%
December	7%

Year-To-Date Support Average = 11%

Chris & Bonnie McKinley

Appointed to OAC staff in 2016

Monthly Top = 6584

January	2%
February	2%
March	17%
April	17%
May	7%
June	13%
July	3%
August	5%
September	17%
October	10%
November	6%
December	30%

Year-To-Date Support Average = 11%

Juan & Dawn Monzon

Appointed to OAC staff in 1991

Monthly Top = 6872

January	0%
February	7%
March	0%
April	9%
May	11%
June	9%
July	7%
August	7%
September	7%
October	7%
November	4%
December	14%

Year-To-Date Support Average = 7%

Rick and Dovie Moore
Monthly Top = 6293

Appointed to OAC staff in 2007

January	68%
February	69%
March	56%
April	54%
May	52%
June	68%
July	51%
August	45%
September	96%
October	67%
November	49%
December	47%

Year-To-Date Support Average = 60%

Betty Naggy-Masten
Monthly Top = 6293

Appointed to OAC staff in 1970

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

Year-To-Date Support Average = 1%

Ed & Debbie Neimann
Monthly Top = 6293

Appointed to OAC staff in 2016

January	8%
February	2%
March	4%
April	2%
May	4%
June	11%
July	9%
August	10%
September	10%
October	13%
November	18%
December	15%

Year-To-Date Support Average = 9%

Peter and Isabel O'Driscoll

Appointed to OAC staff in 1996

Monthly Top = 6728

January	75%
February	12%
March	176%
April	14%
May	32%
June	-42%
July	18%
August	-24%
September	22%
October	18%
November	23%
December	69%

Year-To-Date Support Average = 33%

Chuck Phelps

Appointed to OAC staff in 1970

Monthly Top = 4721

February	24%
March	21%
April	20%
May	17%
June	-6%
July	25%
August	26%
September	25%
October	25%
November	-12%
December	29%

Year-To-Date Support Average = 18%

Chris & Amy Reick

Appointed to OAC staff in 2013

Monthly Top = 6293

January	12%
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Year-To-Date Support Average = 12%

Matt & Elizabeth Smart
Monthly Top = 6584

Appointed to OAC staff in 2016

January	3%
February	11%
March	6%
April	4%
May	3%
June	4%
July	5%
August	10%
September	8%
October	9%
November	7%
December	18%

Year-To-Date Support Average = 7%

Mark & Shelby Sohmer
Monthly Top = 6872

Appointed to OAC staff in 2010

January	191%
February	70%
March	79%
April	150%
May	107%
June	80%
July	107%
August	43%
September	128%
October	154%
November	67%
December	49%

Year-To-Date Support Average = 102%

Ken & Kathy Teeter
Monthly Top = 6293

Appointed to OAC staff in 2011

January	37%
February	31%
March	49%
April	36%
May	46%
June	76%
July	66%
August	37%
September	48%
October	32%
November	36%
December	30%

Year-To-Date Support Average = 44%

Karen Williams
Monthly Top = 6293

Appointed to OAC staff in 1984

November 1%
December 5%

Year-To-Date Support Average = 3%

Mike & Christine Wilson
Monthly Top = 6872

Appointed to OAC staff in 2016

January 3%
February 14%
March 3%
April 5%
May 7%
June 2%
July 10%
August 15%
September 8%
October 9%
November 10%
December 25%

Year-To-Date Support Average = 9%

Chip & Kim Wolfe
Monthly Top = 7048

Appointed to OAC staff in 2000

January 82%
February 78%
March 29%
April 17%
May 59%
June 27%
July 56%
August 6%
September 17%
October 68%
November 56%
December 49%

Year-To-Date Support Average = 45%

Open Air Campaigners 4th Quarter 2017 Inventory Valuation Summary

Inventory	Item Description	On Hand	Sales Price	Retail Value
bk (from Texas) (Board Kits in Texas warehouse)	Board Kits in Texas warehouse	0	50.00	0.00
bk (from Nazareth) (Board Kit)	Board Kit	21	50.00	1,050.00
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	0	195.00	0.00
BLU (from Texas) (LED Blacklight Unit - Texas warehouse)	LED Blacklight Unit - Texas warehouse	13	195.00	2,535.00
box (Paint Box)	Paint Box	8	7.00	56.00
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	23	2.00	46.00
cbi (Checks & Balances INSTRUCTION sheet)	Checks & Balances INSTRUCTION sheet	125	0.25	31.25
cc (Chemical Cross (Red Copper))	Chemical Cross (Red Copper)	9	15.00	135.00
ccc (Chemical Cross Crystals (small bag))	Chemical Cross Crystals (small bag)	7	3.00	21.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	15	8.00	120.00
ccp (PVC Texas) (Chemical Cross - PVC Texas warehouse)	Chemical Cross - PVC Texas warehouse	160	8.00	1,280.00
ct (Chalk & Talk)	Chalk & Talk	113	5.00	565.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	Miss Karen "Get Out of the Boat" DVD	26	15.00	390.00
dvdol (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	71	10.00	710.00
dvdsd (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	38	10.00	380.00
ec (EvangCube Object Lesson)	EvangCube Object Lesson	138	6.00	828.00
eccp (EvangCube Carry Pouch)	EvangCube Carry Pouch	3	5.00	15.00
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	21	6.00	126.00
ess (Evangelistic Sketch Board Sermons)	Evangelistic Sketch Board Sermons	42	5.00	210.00
fb (Fisherman's Basket)	Fisherman's Basket	219	10.00	2,190.00
fol (Film of Life)	Film of Life	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	Pint of Fluorescent Concentrate (Blue)	44	10.00	440.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	46	10.00	460.00
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)	41	10.00	410.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	39	10.00	390.00
fsb (from Texas) (Folding Sketchboard - Texas warehouse)	Folding Sketchboard - Texas warehouse	15	150.00	2,250.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	0	150.00	0.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	116	5.00	580.00
gve (Gospel Visual Effects)	Gospel Visual Effects	45	5.00	225.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	35	12.00	420.00
hbb (Holy Bible BLANK edition)	Holy Bible BLANK edition	34	6.00	204.00
hbTX (Texas inventory to sell - Bible Coloring Book Object Lesson)	Texas inventory to sell - Bible Coloring Book Object Lesson	6	0.00	0.00
HEAVEN (Board message pre-sketch of "Heaven.")	Board message pre-sketch of "Heaven."	6	5.00	30.00
hbb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	Portable Hand-Held Board - Nazareth warehouse	1	18.00	18.00
hbb (from Texas) (Portable Hand-Held Board - Texas warehouse)	Portable Hand-Held Board - Texas warehouse	7	18.00	126.00
hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth warehouse)	Portable Hand-Held Board Carry Pouch - Nazareth warehouse	1	18.00	18.00
hhbp (From Texas) (Portable Hand-Held Board Carry Pouch - Texas warehouse)	Portable Hand-Held Board Carry Pouch - Texas warehouse	6	18.00	108.00
hij (Heaven In A Jar)	Heaven In A Jar	14	5.00	70.00
hs (Horseshoe object lesson)	Horseshoe object lesson	1	10.00	10.00
is (Indian Symbols Tell The Gospel)	Indian Symbols Tell The Gospel	263	5.00	1,315.00
itg (Illustrating The Gospel)	Illustrating The Gospel	96	5.00	480.00
jarTX (Texas inventory to sell - 4 ounce jar with lid)	Texas inventory to sell - 4 ounce jar with lid	20	0.00	0.00
lol (Loop of Life Object Lesson)	Loop of Life Object Lesson	71	2.00	142.00
loli (Loop of Life Instruction Booklet)	Loop of Life Instruction Booklet	11	0.25	2.75
LSM (Board message pre-sketch of "Lord Save Me.")	Board message pre-sketch of "Lord Save Me."	5	5.00	25.00
mpk (Modified Paint Kit)	Modified Paint Kit	18	50.00	900.00
oae (Open Air Evangelism)	Open Air Evangelism	252	5.00	1,260.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	236	6.00	1,416.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	4,840	0.25	1,210.00
pb (Paint Brush)	Paint Brush	522	8.50	4,437.00
pbTX (Texas inventory to sell - Paint Brush)	Texas inventory to sell - Paint Brush	20	0.00	0.00
ppblack (Powdered Paint (Black))	Powdered Paint (Black)	0	4.00	0.00
raqblack (Rich Art BLACK quart)	Rich Art BLACK quart	0	25.00	0.00
rbs (Red Ball & Silk)	Red Ball & Silk	5	8.00	40.00
rpblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	75	6.00	450.00
rpblue (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	40	6.00	240.00
rpgreen (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	45	6.00	270.00
rppred (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	32	6.00	192.00
rppyellow (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	77	6.00	462.00
rpblack (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	53	9.00	477.00
rpblackTX (Texas inventory to sell - QUART Regular Paint - Black)	Texas inventory to sell - QUART Regular Paint - Black	1	0.00	0.00
rpblue (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	31	9.00	279.00
rpgreen (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	36	9.00	324.00
rpred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	52	9.00	468.00
rpyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	15	9.00	135.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	38	4.00	152.00
sm (Sketchboard Messages)	Sketchboard Messages	458	6.00	2,748.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	37	6.00	222.00
st (Sketch & Tell)	Sketch & Tell	27	6.00	162.00
steps (Counseling Booklets*)	Counseling Booklets*	37,714	0.25	9,428.50
tab (Tricky Arrow Board)	Tricky Arrow Board	45	5.00	225.00
tc (from Nazareth) (Ten Commandments in stone - Nazareth warehouse)	Ten Commandments in stone - Nazareth warehouse	16	8.00	128.00
tc (from Texas) (Ten Commandments in stone - Texas warehouse)	Ten Commandments in stone - Texas warehouse	75	8.00	600.00
tcts (The Church Team (SPANISH))	The Church Team (SPANISH)	65	3.00	195.00
tes (The Evangelist (SPANISH))	The Evangelist (SPANISH)	10	4.00	40.00
tf (The Fool Flashcard Story Set)	The Fool Flashcard Story Set	19	20.00	380.00
tl (Three LOOPS Object Lesson)	Three LOOPS Object Lesson	594	3.00	1,782.00
tli (Three LOOP Instruction Booklet)	Three LOOP Instruction Booklet	86	0.25	21.50
tm1 (Training Manual (One-Week Edition))	Training Manual (One-Week Edition)	3	12.00	36.00
tm3 (Training Manual (Three-Week Edition))	Training Manual (Three-Week Edition)	10	20.00	200.00
tr (Three ROPES Object Lesson)	Three ROPES Object Lesson	1,846	2.00	3,692.00
tri (Three ROPES Instruction Booklet)	Three ROPES Instruction Booklet	106	0.25	26.50
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	23	8.00	184.00
uq (Ultimate Questions Booklet)	Ultimate Questions Booklet	124	2.00	248.00
WB (The Wonderful Wordless Bible)	The Wonderful Wordless Bible	10	2.00	20.00
WBS (The Wonderful Wordless Bible - Small Edition)	The Wonderful Wordless Bible - Small Edition	9	0.50	4.50
yep (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	226	6.00	1,356.00
ZACH (Board message pre-sketch of "He Received Jesus With Joy - the story of Zacc...)	Board message pre-sketch of "He Received Jesus With Joy - the story of Zacc...	3	5.00	15.00
Total Inventory		49,964		53,176.50
TOTAL		49,964		53,176.50

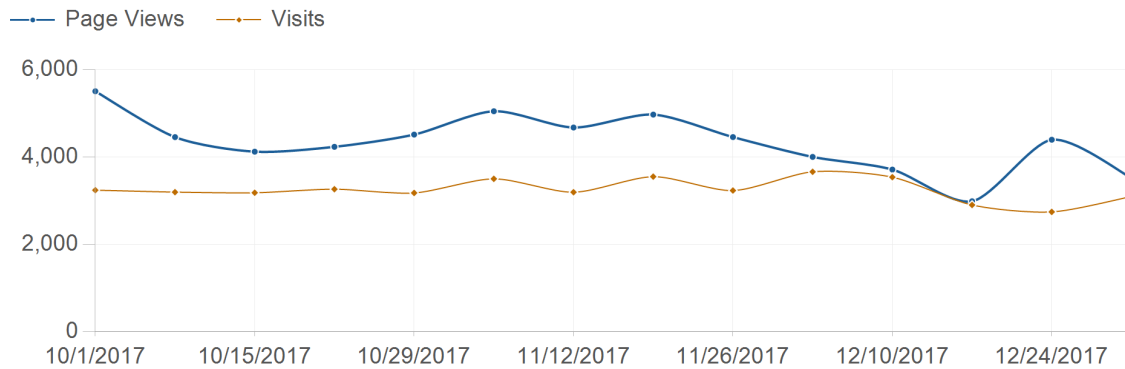
Traffic Trend

oacusa.org

10/1/2017 - 12/31/2017

Traffic Trend

10/1/2017 - 12/31/2017



Date	Page Views	Visits	Hits	Bandwidth
10/1/2017	5,511	3,246	17,776	656.2 MB
10/8/2017	4,461	3,201	17,047	822.3 MB
10/15/2017	4,128	3,186	17,692	723.5 MB
10/22/2017	4,239	3,268	18,138	693.8 MB
10/29/2017	4,519	3,182	17,166	730.0 MB
11/5/2017	5,053	3,505	18,210	798.1 MB
11/12/2017	4,681	3,199	17,629	783.3 MB
11/19/2017	4,977	3,555	17,172	932.7 MB
11/26/2017	4,462	3,237	17,943	767.3 MB
12/3/2017	4,008	3,667	18,704	804.4 MB
12/10/2017	3,718	3,543	18,635	857.9 MB
12/17/2017	2,992	2,907	15,628	678.2 MB
12/24/2017	4,401	2,748	15,712	546.8 MB
12/31/2017	3,524	3,102	16,808	603.8 MB
Total	60,674	45,546	244,260	10,398.3 MB

Open Air Campaigners – USA
 Quarterly Budget Overview - National Operating Fund (NOF)
 2017

	2017 Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
NOF INCOME							
NOF Donors	20,000	2,090	2,592	12,960	4,302	\$ 21,944	1,944
Goods Sold	20,000	3,131	4,319	3,590	4,173	\$ 15,213	(4,787)
Shipping Income	7,000	1,033	937	1,119	856	\$ 3,945	(3,055)
Orientation-Candidate School	500	0	400	0	-	\$ 400	(100)
Seminars (SET)	6000	250	2,110	0	-	\$ 2,360	(3,640)
Service Charge	155,000	31509	35,128	34,084	46,806	\$ 147,527	(7,473)
Staff Conference	3,500	0	0	0	0	\$ -	(3,500)
Reimbursement income	15,000	2113	5,653	4,443	4,000	\$ 16,209	1,209
Misc (interest income, etc)	100	80	164	212	239	\$ 695	595
TOTAL NOF INCOME	\$ 227,100	\$ 40,206	\$ 51,303	\$ 56,408	\$ 60,376	\$ 208,293	(18,807)
NOF EXPENSES							
Reimbursement expenses	3,000	651	1,844	2,524	645	\$ 5,664	(2,664)
Affiliation (ECFA / OACI)	6,000	950	2,000	2,500	900	\$ 6,350	(350)
Assist / Encourage & Train Staff	600	211	145	3	202	\$ 561	39
Audit	8,500	-	72	7,775	0	\$ 7,847	653
Branch Development	5,000	0	0	1711	2817	\$ 4,528	472
Cost of Goods Sold	13,000	1,608	2,317	5,533	2,851	\$ 12,309	691
Evangelism & Discipleship	1,200	-	57	126	23	\$ 206	994
Bank & other fees	14,000	3,701	3,252	3,122	6,755	\$ 16,830	(2,830)
Insurance (Multi-Peril)	4,500	0	2,912	0	0	\$ 2,912	1,588
Insurance (Workman's Comp)	7,500	349	1,171	1,394	1,080	\$ 3,994	3,506
Meetings (Board / Management Team)	2,000	627	315	34	30	\$ 1,006	994
Miscellaneous	50	0	0	0	0	\$ -	50
Office Equipment/Supply/Repair	17,500	2681	2,754	2,594	3,342	\$ 11,371	6,129
Orientation / Candidate School	500	47	103	0	20	\$ 170	330
Payroll Taxes & Related	65,000	12606	21,097	9,401	24,747	\$ 67,851	(2,851)
Phone/web	5,500	969	1,043	1,006	1,302	\$ 4,320	1,180
Postage	7,500	2339	1,499	1,037	1,212	\$ 6,087	1,413
Promotion	8,000	787	702	960	1,439	\$ 3,888	4,112
Rent	19,000	4695	4,102	4,027	3,886	\$ 16,710	2,290
Seminars	6,000	318	1,527	113	0	\$ 1,958	4,042
Shipping / Handling	6,000	1066	1,279	1,213	754	\$ 4,312	1,688
Staff Conference	-	-	-	-	-	\$ -	0
Travel	13,500	3604	2,836	2,478	3,743	\$ 12,661	839
Van Maintenance / Repairs	4,500	732	1,149	943	1,301	\$ 4,125	375
TOTAL NOF EXPENSES	218,350	37,941	52,176	48,494	57,049	\$ 195,660	22,690
	8,750	2,265	(873)	7,914	3,327	12,633	

Inc. minus exp.



OPEN AIR CAMPAIGNERS - USA

CASH FLOW SUMMARY AS OF 12/22/2017

CASH IN THE BANK = \$ 236,354

Lafayette Checking	\$ 120,917
BB&T	\$ 27,955
PNC Checking	\$ 4,904
PayPal	\$ 36
Money Market	\$ 82,542
	<u>\$ 236,354</u>

Designated For Staff & Branch Use = \$ 150,897

In Checking	\$ 150,497
In Money Market	<u>\$ 400</u>

Available For Immediate NOF Use = \$ 85,458 Gross amount available

\$	(5,162)	Committed to Boston SET
\$	(750)	Committed to DC SET
\$	(10,000)	Committed for Staff Assistance
\$	(15,000)	Committed to Rainy Day Fund
\$	(10,000)	Committed for Staff Conference
\$	(9,126)	Duffecy Endowment cash on hand
\$	958	Coming back to us next month from staff bills we paid on their behalf this month
<hr/>		
\$	36,378	Net cash available for national use (ie not designated for anything else)
+		
\$	550,000	Duffecy Endowment Pledges
+		
\$	36,004	American Portfolio via Ambassador Advisors Brokerage account



Vivian Wentzel, CPA

WENTZEL and COMPANY, PC

Certified Public Accountant

January 23, 2018

To the Audit Committee
Open Air Campaigners - US, Inc.
PO Box D
Nazareth, PA 18064

We are engaged to audit the financial statements of Open Air Campaigners - US, Inc. for the year ended December 31, 2017. Professional standards require that we provide you with the following information related to our audit. We would also appreciate the opportunity to meet with you to discuss this information further since a two-way dialogue can provide valuable information for the audit process.

Our Responsibility under U.S. Generally Accepted Auditing Standards

As stated in our engagement letter dated January 10, 2018, our responsibility, as described by professional standards, is to express an opinion about whether the financial statements prepared by management with your oversight are fairly presented, in all material respects, in conformity with U.S. generally accepted accounting principles. Our audit of the financial statements does not relieve you or management of your responsibilities.

- 1) Our responsibility is to plan and perform the audit to obtain reasonable, but not absolute, assurance that the financial statements are free of material misstatement.
- 2) As part of our audit, we will consider the internal control of Open Air Campaigners - US, Inc. Such considerations will be solely for the purpose of determining our audit procedures and not to provide any assurance concerning such internal control.
- 3) We are responsible for communicating significant matters related to the audit that are, in our professional judgment, relevant to your responsibilities in overseeing the financial reporting process. However, we are not required to design procedures specifically to identify such matters

Planned Scope and Timing of the Audit

An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements; therefore, our audit will involve judgment about the number of transactions to be examined and the areas to be tested.

Our audit will include obtaining an understanding of the Organization and its environment, including internal control, sufficient to assess the risks of material misstatement of the financial statements and to design the nature, timing, and extent of further audit procedures. Material misstatements may result from (1) errors, (2) fraudulent financial reporting, (3) misappropriation of assets, or (4) violations of laws or governmental regulations that are attributable to the Organization or to acts by management or employees acting on behalf of the Organization. We will generally communicate our significant findings at the conclusion of the audit. However, some matters could be communicated sooner, particularly if significant difficulties are encountered during the audit where assistance is needed to overcome the difficulties or if the difficulties may lead to a modified opinion. We will also communicate any internal control related matters that are required to be communicated under professional standards.

We expect to begin our audit in March of 2018 and issue our report on approximately May 31, 2018. Vivian Wentzel, CPA is the engagement partner and is responsible for supervising the engagement and signing the report or authorizing another individual to sign it.

This information is intended solely for the use of the Audit Committee and management of Open Air Campaigners - US, Inc., and is not intended to be and should not be used by anyone other than these specified parties.

Very truly yours,

Wentzel and Company, PC



The CPA. Never Underestimate The Value.®