

Open Air Campaigners Management Team Report



Quarter 4, 2023
(October - December)

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:

- * Worked with our CPA in finalizing our 2023 audit, posted copy to board web area and sent copies to ECFA and related interested agencies.
- * Successfully completed our OAC vehicle lease agreement project and implemented this on Ryan Itzel's newly purchased OAC vehicle.
- * Constructed more chemical cross object lessons for our supplies inventory.
- * Form 990 for the IRS and Form BCO10 for the state of Pennsylvania completed, posted, and distributed to appropriate areas and interested agencies.
- * Researched bookkeeping software alternatives to QuickBooks to make sure we are being adequately supplied with needed support in this area.
- * Modified our OAC office heating duct system to improve our climate control environment.
- * Researched alternative online donor giving processing platform provided by the ProLife cause vendor.
- * Worked with former Word of Life missionary who is now a missionary in Greece in putting together a major open-air supplies order of nearly \$4,200 which he picked up at our Nazareth office which he will take back to Greece and put into use on the streets there. He has a team of over 22 sketchboards being used on a regular basis and trains many individuals in the same type of outreach which we conduct.

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

SUMMARY REPORT FROM FIELD DIRECTOR BRIAN HARMON:



God is still faithful. “Know therefore that the LORD your God is God; he is the faithful God, keeping his covenant of love to a thousand generations of those who love him and keep his commandments.”
(Deuteronomy 7:9)

Looking back on 2023 I was blessed by my visits to Baltimore, Boston, Central PA, Dallas, Orlando, NorCal San Jose, SoCal LA, Inland NW ID, and other locations where I was able to spend time with our staff. airBe encouraged. Our staff is doing well and encouraged in their calling. Praise the Lord for the faithfulness of our staff. May He bring more laborers!

Tom Fox update: Tom and Carmen are to be married March 16th, 2024. Praise God for this relationship He has brought together. Tom and Carmen were able to spend the day in our home, with Kimberlee and me in December. It was good to see the heart for evangelism that they share.

Richard and Diane Burley update: Diane is doing well. Answered prayer for her health. She is able to get out in the open air with Richard unassisted by a walker. Praising the Lord!

Michigan Branch: Scott and Christine have been able to get in to a high school and a middle school each week with the Bible Lunch Program. This is a huge answer to prayer!

Central Services: Mike and Renae stopped by our home on their way through Michigan in December. It was a blessing to fellowship with them. Mike’s book is now available. I am looking forward to reading it and pray it is an encouragement to many. We continue to pray 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 remember to lift this request up in prayer.

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

SUMMARY REPORT FROM PERSONNEL DEVELOPMENT

TOM FOX



- Contact Cards - no contact cards this quarter.

Applications:

- Moises & Barbara Escobar: Most of the references are returned with good results. Background and financial reports look good. I am setting up a follow-up meeting to review all the documents with the Escobar's prior to MT review and recommendation for OR-CAN.

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

- MPSD
 - o Update on Kingdom Come Training to equip our newest staff to be fully funded:
 - ♣ McKinney
 - at the end of Q3 their support was at 41% (started at 29%)
 - the Q4 year-to-date average is up to 52%
 - they are scheduled to begin coaching again in January.
- NTD
 - o SET 2024 – Baltimore SET is scheduled for July 8 through 12 (check-in on 7/7, check-out 7/13)
 - ♣ Registration is now open on the web.

Branch Short Term Housing Fund: The major donor (Holloway) has not yet contributed to past expenses funded from the MPSD & NTD Fund.

Branch Short Term Housing Application: This initiative is on hold until past funding (deficit) is paid and there is funding for future trips.

Recruitment: Emmaus Bible College invited me to their Christian Ministries Seminar 2/5 - 2/6/24. These dates conflict with a conference that I need to be at with my home church. Scott & Christine Domont have connections at Emmaus Bible College and graciously accepted the offer to represent OACUSA at this event.

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through December, 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%
October	128%
November	136%
December	282%

Year-To-Date Support Average = 146%

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%
October	55%
November	47%
December	80%

Year-To-Date Support Average = 64%

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%
October	68%
November	65%
December	60%

Year-To-Date Support Average = 69%

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%
October	50%
November	61%
December	19%

Year-To-Date Support Average = 36%

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%
October	109%
November	88%
December	165%

Year-To-Date Support Average = 143%

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%
October	52%
November	63%
December	82%

Year-To-Date Support Average = 59%

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%
October	86%
November	75%
December	143%

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%
October	29%
November	65%
December	74%

Year-To-Date Support Average = 71%

Rebecca & Jimmy Coates
Monthly Top = 4950

Appointed to OAC staff in 2015

January	35%
February	26%
March	22%
April	31%
May	27%
June	26%
July	38%
August	23%
September	24%
October	28%
November	23%
December	21%

Year-To-Date Support Average = 27%

John and Sue Cutlip
Monthly Top = 8100

Appointed to OAC staff in 1980

January	115%
February	120%
March	127%
April	119%
May	140%
June	146%
July	142%
August	131%
September	101%
October	109%
November	92%
December	111%

Year-To-Date Support Average = 121%

Zane & Laurie Dempsie
Monthly Top = 8071

Appointed to OAC staff in 2008

January	91%
February	43%
March	34%
April	59%
May	40%
June	51%
July	68%
August	59%
September	63%
October	46%
November	60%
December	67%

Year-To-Date Support Average = 57%

Scott & Christine Domont
Monthly Top = 7507

Appointed to OAC staff in 2021

January	129%
February	86%
March	88%
April	105%
May	93%
June	156%
July	154%
August	92%
September	97%
October	138%
November	114%
December	120%

Year-To-Date Support Average = 114%

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%
October	49%
November	41%
December	61%

Year-To-Date Support Average = 45%

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%
October	179%
November	91%
December	167%

Year-To-Date Support Average = 134%

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%
October	99%
November	85%
December	115%

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%
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	60%
February	63%
March	66%
April	72%
May	60%
June	69%
July	46%
August	52%
September	71%
October	52%
November	58%
December	66%

Year-To-Date Support Average = 61%

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%
October	55%
November	72%
December	36%

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%
October	1%
November	1%
December	1%

Year-To-Date Support Average = 7%

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%
October	51%
November	52%
December	47%

Year-To-Date Support Average = 57%

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%
October	20%
November	24%
December	19%

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%
October	8%
November	8%
December	9%

Year-To-Date Support Average = 16%

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%
October	35%
November	50%
December	57%

Year-To-Date Support Average = 57%

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%
October	29%
November	29%
December	94%

Year-To-Date Support Average = 46%

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%
October	41%
November	11%
December	13%

Year-To-Date Support Average = 33%

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%
October	10%
November	11%
December	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%
October	82%
November	56%
December	82%

Year-To-Date Support Average = 64%

**Open Air Campaigners
Inventory Valuation Summary
Quarter 04 - 2023**

	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
eccp (EvangCube Carry Pouch)	EvangCube Carry Pouch	8	8.00	64.00
eccpws (EvangCube carry pouch / WITH CARRY STRAP)	EvangCube carry pouch / WITH CARRY STRAP	2	8.00	16.00
eckc (EvangCube Key Chain)	EvangCube Key Chain	20	6.00	120.00
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
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 Nee...	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
ypep (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	220	6.00	1,320.00
Total Inventory		49,301		60,704.18
TOTAL		49,301		60,704.18

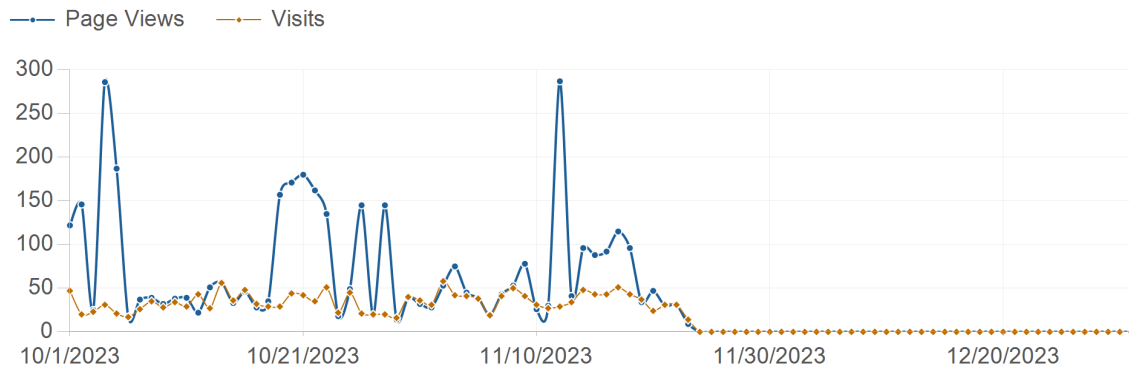
Traffic Trend

oacusa.org

10/1/2023 - 12/31/2023

Traffic Trend

10/1/2023 - 12/31/2023



Date	Page Views	Visits	Hits	Bandwidth
10/1/2023	122	47	154	1.1 MB
10/2/2023	146	20	149	0.8 MB
10/3/2023	25	23	32	0.3 MB
10/4/2023	286	31	292	1.2 MB
10/5/2023	187	21	191	1.0 MB
10/6/2023	17	17	17	0.1 MB
10/7/2023	37	26	48	0.4 MB
10/8/2023	39	35	49	0.3 MB
10/9/2023	32	28	38	0.2 MB
10/10/2023	38	34	48	0.3 MB
10/11/2023	39	29	47	0.2 MB
10/12/2023	22	43	56	0.2 MB
10/13/2023	51	27	54	0.8 MB
10/14/2023	57	56	66	1.0 MB
10/15/2023	33	36	40	2.1 MB
10/16/2023	46	48	60	0.6 MB
10/17/2023	28	32	44	0.6 MB
10/18/2023	35	29	43	0.2 MB
10/19/2023	157	29	159	0.7 MB
10/20/2023	171	44	176	2.4 MB
10/21/2023	180	42	195	1.6 MB
10/22/2023	162	35	170	1.1 MB
10/23/2023	135	51	184	2.2 MB
10/24/2023	18	22	22	0.3 MB
10/25/2023	49	45	58	0.6 MB
10/26/2023	145	21	153	0.6 MB
10/27/2023	19	20	21	0.1 MB
10/28/2023	145	20	148	0.6 MB

10/29/2023	14	16	18	0.1 MB
10/30/2023	39	40	53	0.2 MB
10/31/2023	32	36	42	0.3 MB
11/1/2023	28	31	36	0.2 MB
11/2/2023	53	58	65	3.0 MB
11/3/2023	75	42	120	0.9 MB
11/4/2023	45	41	113	0.9 MB
11/5/2023	39	38	71	0.7 MB
11/6/2023	19	19	20	0.1 MB
11/7/2023	43	41	58	0.6 MB
11/8/2023	53	50	65	0.4 MB
11/9/2023	78	41	94	2.4 MB
11/10/2023	26	31	34	1.0 MB
11/11/2023	30	27	36	0.2 MB
11/12/2023	287	29	295	1.2 MB
11/13/2023	41	34	50	0.2 MB
11/14/2023	96	48	129	0.7 MB
11/15/2023	88	43	102	2.4 MB
11/16/2023	92	43	107	1.2 MB
11/17/2023	115	51	152	0.9 MB
11/18/2023	96	43	106	0.5 MB
11/19/2023	34	37	47	0.3 MB
11/20/2023	47	24	66	0.3 MB
11/21/2023	30	31	43	0.2 MB
11/22/2023	31	31	41	0.2 MB
11/23/2023	9	14	16	0.3 MB
11/24/2023	0	0	0	0.0 MB
11/25/2023	0	0	0	0.0 MB
11/26/2023	0	0	0	0.0 MB
11/27/2023	0	0	0	0.0 MB
11/28/2023	0	0	0	0.0 MB
11/29/2023	0	0	0	0.0 MB
11/30/2023	0	0	0	0.0 MB
12/1/2023	0	0	0	0.0 MB
12/2/2023	0	0	0	0.0 MB
12/3/2023	0	0	0	0.0 MB
12/4/2023	0	0	0	0.0 MB
12/5/2023	0	0	0	0.0 MB
12/6/2023	0	0	0	0.0 MB
12/7/2023	0	0	0	0.0 MB
12/8/2023	0	0	0	0.0 MB

12/9/2023	0	0	0	0.0 MB
12/10/2023	0	0	0	0.0 MB
12/11/2023	0	0	0	0.0 MB
12/12/2023	0	0	0	0.0 MB
12/13/2023	0	0	0	0.0 MB
12/14/2023	0	0	0	0.0 MB
12/15/2023	0	0	0	0.0 MB
12/16/2023	0	0	0	0.0 MB
12/17/2023	0	0	0	0.0 MB
12/18/2023	0	0	0	0.0 MB
12/19/2023	0	0	0	0.0 MB
12/20/2023	0	0	0	0.0 MB
12/21/2023	0	0	0	0.0 MB
12/22/2023	0	0	0	0.0 MB
12/23/2023	0	0	0	0.0 MB
12/24/2023	0	0	0	0.0 MB
12/25/2023	0	0	0	0.0 MB
12/26/2023	0	0	0	0.0 MB
12/27/2023	0	0	0	0.0 MB
12/28/2023	0	0	0	0.0 MB
12/29/2023	0	0	0	0.0 MB
12/30/2023	0	0	0	0.0 MB
12/31/2023	0	0	0	0.0 MB
Total	3,961	1,850	4,693	41.0 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	43,335	\$ 110,510	60,310
Goods Sold	9,000	2,985	3,465	1,780	8,178	\$ 16,408	7,408
Shipping Income	2,000	825	770	560	829	\$ 2,984	984
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	57,778	\$ 192,116	32,116
Staff Conference	-	-	-	264	-	\$ 264	264
Reimbursement income	11,000	2,666	3,607	4,262	4,811	\$ 15,346	4,346
Misc (interest income, etc)	500	3,272	4,444	3,363	3,137	\$ 14,216	13,716
TOTAL NOF INCOME	\$ 236,700	\$ 87,715	\$ 79,938	\$ 67,579	\$ 118,068	\$ 353,300	116,600
NOF EXPENSES							
Affiliation (ECFA / OACI)	7,500	1,400	2,731	1,500	1,750	\$ 7,381	(119)
Assist / Encourage & Train Staff	6,000	134	682	340	473	\$ 1,629	(4,371)
Audit	9,000	-	-	-	8,300	\$ 8,300	(700)
Branch Development (Directors meetings, etc)	15,000	-	889	-	-	\$ 889	(14,111)
Cost of Goods Sold	7,000	3,030	113	2,260	3,637	\$ 9,040	2,040
Evangelism & Discipleship	200	255	-	-	-	\$ 255	55
Bank & other fees	35,000	6,024	6,009	5,217	5,097	\$ 22,347	(12,653)
Insurance (Multi-Peril)	4,000	3,666	-	-	-	\$ 3,666	(334)
Insurance (Workman's Comp)	4,500	837	804	1147	998	\$ 3,786	(714)
Meetings (Board / Management Team)	1,000	-	-	-	-	\$ -	(1,000)
Miscellaneous	-	-	-	-	-	\$ -	0
MPSD	3,000	1,575	1,145	19,710	350	\$ 22,780	19,780
Office Supply / Equipment / Repair	18,000	4,651	2,986	7,549	2,696	\$ 17,882	(118)
Orientation / Candidate School	1,000	-	-	-	-	\$ -	(1,000)
Payroll Taxes	80,000	38,617	23043	19081	20,355	\$ 101,096	21,096
Communication (Phone/web/social media)	7,000	1,368	1,580	937	2,000	\$ 5,885	(1,115)
Postage	5,000	1,697	705	1,228	1,279	\$ 4,909	(91)
Promotion	2,000	-	13	-	60	\$ 73	(1,927)
Reimbursement expenses	5,500	1,389	835	794	3,109	\$ 6,127	627
Rent	13,000	2,980	2,773	2,772	2,765	\$ 11,290	(1,710)
Shipping / Handling	3,000	1,339	869	1,091	888	\$ 4,187	1,187
Staff Conference	-	-	642	37,105	4,733	\$ 42,480	42,480
Travel	8,000	3,267	2,756	4,184	171	\$ 10,378	2,378
Van Maintenance / Repairs	2,000	-	120	23	240	\$ 383	(1,617)
TOTAL NOF EXPENSES	236,700	72,229	48,695	104,938	58,901	\$ 284,763	48,063
		15,486	31,243	(37,359)	59,167	68,537	

Inc. minus exp.



Report for:
December, 2023

CASH IN THE BANK = \$ 735,375

Truist Checking	\$ 35,572
Fulton Checking	\$ 77,492
PayPal	\$ 1,760
PNC Checking	\$ 4,185
Schwab - Endowment	\$ 337,262
Money Market	\$ 279,104
	\$ 735,375

Designated For Staff & Branch Use = \$ 233,893

Available For Immediate NOF Use = \$ 501,605

Committed to Short Term Branch Ministry	\$ (62)
Duffey Endowment funds on hand	\$ (338,270)
Committed to MPSD-NTD	\$ (10,797)
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	\$ (373,944)
Net cash available for national use (ie not designated for anything else)	\$ 127,661
Duffey Endowment Pledges not yet received - Future Income	\$ 700,000