

OAC Management Team Report

Quarter 2, 2017 (April - June)

Eric Briscoe: Field Director (Boston, MA)

John Cutlip: Central Services (Nazareth, PA)

Bob Ewerth: Personnel & Development (Philadelphia, PA)

Dear Board,

During the past three months, Eric Briscoe has continued with his ministry of evangelism in Boston as well as traveling to visit various staff members.

Bob Ewerth reports preparing for our OAC Board meeting, speaking at Geiger Memorial church morning service, hosting the Orientation-Candidate School, being a speaker at the Dad / Lad weekend retreat, speaking at the Church of the Open Door VBS week and traveling to Camp of the Old Mill where he was speaker for the week. In addition, on the national level, Bob has continued his activity of personally visiting potential donors to our James Duffecy Memorial Fund. During this quarter, a one-time cash gift to the account of \$900.00 was received making our total cash in hand for this project \$2,975.00. A commitment from individuals amounting to about \$475,000 continues to be the pledged amount so far.

Regarding other ongoing ministry including in-house items for the second quarter of 2017, the following submitted items are included with this report and will bring you up-to-date:

- * 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

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through June, 2017

OAC Staff Support Percentage Summary - 2017

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Paul and Carmina Adams
Monthly Top = 6584

Appointed to OAC staff in 1996

January	209%
February	78%
March	53%
May	102%
June	137%

Year-To-Date Support Average = 116%

Frank Baldus
Monthly Top = 4721

Appointed to OAC staff in 2011

January	49%
February	50%
March	36%
May	44%
June	17%

Year-To-Date Support Average = 39%

Dan & Rebecca Beaudoin
Monthly Top = 6584

Appointed to OAC staff in 2015

January	29%
February	28%
March	32%
May	37%
June	57%

Year-To-Date Support Average = 37%

David and Joy Braun
Monthly Top = 6293

Appointed to OAC staff in 1985

January	158%
February	20%
March	13%
May	23%
June	21%

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%
May	154%
June	75%

Year-To-Date Support Average = 109%

Richard & Diane Burley
Monthly Top = 6293

Appointed to OAC staff in 2002

January	100%
February	39%
March	31%
May	41%
June	33%

Year-To-Date Support Average = 49%

Michael & Renae Bussen
Monthly Top = 6584

Appointed to OAC staff in 1991

January	81%
February	55%
March	59%
May	68%
June	57%

Year-To-Date Support Average = 64%

Erin Chervenak
Monthly Top = 4721

Appointed to OAC staff in 2015

January	-3%
February	-2%
March	13%
May	14%
June	9%

Year-To-Date Support Average = 6%

John and Sue Cutlip
Monthly Top = 7049

Appointed to OAC staff in 1980

January	95%
February	79%
March	68%
May	58%
June	42%

Year-To-Date Support Average = 68%

Zane & Laurie Dempsie
Monthly Top = 7697

Appointed to OAC staff in 2008

January	70%
February	26%
March	58%
May	45%
June	42%

Year-To-Date Support Average = 48%

OAC Staff Support Percentage Summary - 2017

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Bob and Deidra Ewerth

Appointed to OAC staff in 1976

Monthly Top = 6293

January	86%
February	43%
March	65%
May	45%
June	23%

Year-To-Date Support Average = 52%

Tom and Barbara Fox

Appointed to OAC staff in 2009

Monthly Top = 6293

January	35%
February	30%
March	35%
May	37%
June	42%

Year-To-Date Support Average = 36%

Brian & Kimberlee Harmon

Appointed to OAC staff in 2010

Monthly Top = 7859

January	310%
February	115%
March	100%
May	106%
June	112%

Year-To-Date Support Average = 149%

Russ Hodder

Appointed to OAC staff in 1977

Monthly Top = 4721

January	145%
February	62%
March	92%
May	87%
June	77%

Year-To-Date Support Average = 93%

Rebecca Jefferson

Appointed to OAC staff in 2015

Monthly Top = 4721

January	2%
February	2%
March	6%
May	25%
June	8%

Year-To-Date Support Average = 9%

Steve & Connie Johnson

Appointed to OAC staff in 2015

Monthly Top = 6293

January	1%
February	1%
March	1%
May	9%
June	2%

Year-To-Date Support Average = 3%

Mark & Angela Kennedy

Appointed to OAC staff in 2004

Monthly Top = 6438

January	34%
February	68%
March	29%
May	73%
June	30%

Year-To-Date Support Average = 47%

Carol King

Appointed to OAC staff in 2009

Monthly Top = 4721

January	47%
February	27%
March	35%
May	42%
June	32%

Year-To-Date Support Average = 37%

Sue MacNeil

Appointed to OAC staff in 2000

Monthly Top = 4721

January	11%
February	15%
March	9%
May	18%
June	7%

Year-To-Date Support Average = 12%

Chris & Bonnie McKinley

Appointed to OAC staff in 2016

Monthly Top = 6584

January	2%
February	2%
March	17%
May	7%
June	13%

Year-To-Date Support Average = 8%

OAC Staff Support Percentage Summary - 2017

Juan & Dawn Monzon

Appointed to OAC staff in 1991

Monthly Top = 6872

January	0%
February	7%
March	0%
May	11%
June	9%

Year-To-Date Support Average = 5%

Rick and Dovie Moore

Appointed to OAC staff in 2007

Monthly Top = 6293

January	68%
February	69%
March	56%
May	52%
June	68%

Year-To-Date Support Average = 63%

Betty Naggy-Masten

Appointed to OAC staff in 1970

Monthly Top = 6293

January	0%
February	0%
March	0%
May	0%
June	0%

Year-To-Date Support Average = 0%

Ed & Debbie Neimann

Appointed to OAC staff in 2016

Monthly Top = 6293

January	8%
February	2%
March	4%
May	4%
June	11%

Year-To-Date Support Average = 6%

Peter and Isabel O'Driscoll

Appointed to OAC staff in 1996

Monthly Top = 6728

January	75%
February	12%
March	176%
May	32%
June	-42%

Year-To-Date Support Average = 51%

OAC Staff Support Percentage Summary - 2017

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Chuck Phelps

Appointed to OAC staff in 1970

Monthly Top = 4721

February	24%
March	21%
May	17%
June	-6%

Year-To-Date Support Average = 14%

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

Appointed to OAC staff in 2016

Monthly Top = 6584

January	3%
February	11%
March	6%
May	3%
June	4%

Year-To-Date Support Average = 5%

Mark & Shelby Sohmer

Appointed to OAC staff in 2010

Monthly Top = 6872

January	191%
February	70%
March	79%
May	107%
June	80%

Year-To-Date Support Average = 105%

Ken & Kathy Teeter

Appointed to OAC staff in 2011

Monthly Top = 6293

January	37%
February	31%
March	49%
May	46%
June	76%

Year-To-Date Support Average = 48%

OAC Staff Support Percentage Summary - 2017

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Karen Boorse-Williams

Appointed to OAC staff in 1984

Monthly Top = 6293

January	30%
February	13%
March	11%
May	9%
June	3%

Year-To-Date Support Average = 13%

Mike & Christine Wilson

Appointed to OAC staff in 2016

Monthly Top = 6872

January	3%
February	14%
March	3%
May	7%
June	2%

Year-To-Date Support Average = 6%

Chip & Kim Wolfe

Appointed to OAC staff in 2000

Monthly Top = 7048

January	82%
February	78%
March	29%
May	59%
June	27%

Year-To-Date Support Average = 55%

Open Air Campaigners 2nd Quarter 2017 Inventory Valuation Summary

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
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
dvdsm (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
eccpps (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	10.00	350.00
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 wareh...)	Portable Hand-Held Board Carry Pouch - Nazareth wareh...	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
hiaj (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
rppblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	75	6.00	450.00
rppblue (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	40	6.00	240.00
rppgreen (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
rpqblack (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	53	9.00	477.00
rpqblackTX (Texas inventory to sell - QUART Regular Paint - Black)	Texas inventory to sell - QUART Regular Paint - Black	1	0.00	0.00
rpqblue (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	31	9.00	279.00
rpqgreen (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	36	9.00	324.00
rpqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	52	9.00	468.00
rpqyellow (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 ...)	Board message pre-sketch of "He Received Jesus With J...	3	5.00	15.00
Total Inventory		49,964		53,106.50
TOTAL		49,964		53,106.50

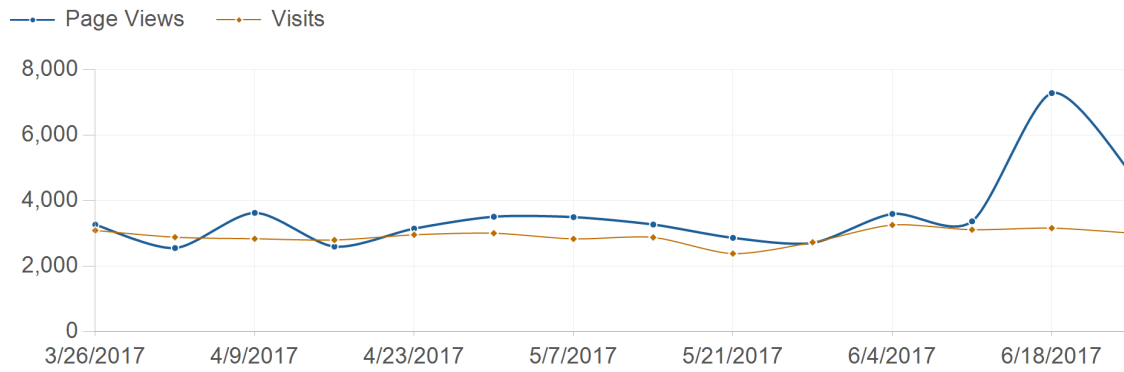
Traffic Trend

oacusa.org

4/1/2017 - 6/30/2017

Traffic Trend

4/1/2017 - 6/30/2017



Date	Page Views	Visits	Hits	Bandwidth
3/26/2017	3,274	3,098	16,457	0.0 MB
4/2/2017	2,560	2,891	16,122	0.0 MB
4/9/2017	3,635	2,843	17,558	0.0 MB
4/16/2017	2,606	2,805	15,701	0.0 MB
4/23/2017	3,153	2,965	16,215	0.0 MB
4/30/2017	3,517	3,012	15,969	0.0 MB
5/7/2017	3,504	2,840	16,690	0.0 MB
5/14/2017	3,278	2,884	14,895	0.0 MB
5/21/2017	2,872	2,390	13,602	0.0 MB
5/28/2017	2,718	2,735	16,255	0.0 MB
6/4/2017	3,602	3,263	18,236	0.0 MB
6/11/2017	3,377	3,120	16,837	0.0 MB
6/18/2017	7,293	3,168	24,460	0.0 MB
6/25/2017	4,836	3,016	18,510	0.0 MB
Total	50,225	41,030	237,507	0.0 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			\$ 4,682	(15,318)
Goods Sold	20,000	3,131	4,319			\$ 7,450	(12,550)
Shipping Income	7,000	1,033	937			\$ 1,970	(5,030)
Orientation-Candidate School	500	0	400			\$ 400	(100)
Seminars (SET)	6000	250	2,110			\$ 2,360	(3,640)
Service Charge	155,000	31509	35,128			\$ 66,637	(88,363)
Staff Conference	3,500	0	0			\$ -	(3,500)
Reimbursement income	15,000	2113	5,653			\$ 7,766	(7,234)
Misc (interest income, etc)	100	80	164			\$ 244	144
TOTAL NOF INCOME	\$ 227,100	\$ 40,206	\$ 51,303	\$ -	\$ -	\$ 91,509	(135,591)
NOF EXPENSES							
Reimbursement expenses	3,000	651	1,844			\$ 2,495	505
Affiliation (ECFA / OACI)	6,000	950	2,000			\$ 2,950	3,050
Assist / Encourage & Train Staff	600	211	145			\$ 356	244
Audit	8,500	-	72			\$ 72	8,428
Branch Development	5,000	0	0			\$ -	5,000
Cost of Goods Sold	13,000	1,608	2,317			\$ 3,925	9,075
Evangelism & Discipleship	1,200	-	57			\$ 57	1,143
Bank & other fees	14,000	3,701	3,252			\$ 6,953	7,047
Insurance (Multi-Peril)	4,500	0	2,912			\$ 2,912	1,588
Insurance (Workman's Comp)	7,500	349	1,171			\$ 1,520	5,980
Meetings (Board / Management Team)	2,000	627	315			\$ 942	1,058
Miscellaneous	50	0	0			\$ -	50
Office Equipment/Supply/Repair	17,500	2681	2,754			\$ 5,435	12,065
Orientation / Candidate School	500	47	103			\$ 150	350
Payroll Taxes & Related	65,000	12606	21,097			\$ 33,703	31,297
Phone/web	5,500	969	1,043			\$ 2,012	3,488
Postage	7,500	2339	1,499			\$ 3,838	3,662
Promotion	8,000	787	702			\$ 1,489	6,511
Rent	19,000	4695	4,102			\$ 8,797	10,203
Seminars	6,000	318	1,527			\$ 1,845	4,155
Shipping / Handling	6,000	1066	1,279			\$ 2,345	3,655
Staff Conference	-	-	-			\$ -	0
Travel	13,500	3604	2,836			\$ 6,440	7,060
Van Maintenance / Repairs	4,500	732	1,149			\$ 1,881	2,619
TOTAL NOF EXPENSES	218,350	37,941	52,176	0	0	\$ 90,117	128,233
	8,750	2,265	(873)	0	0	1,392	

Inc. minus exp.



OPEN AIR CAMPAIGNERS - USA

CASH FLOW SUMMARY AS OF 6/23/2017

CASH IN THE BANK = \$ 203,427

Lafayette Checking	\$ 87,054
BB&T	\$ 22,123
PNC Checking	\$ 12,063
PayPal	\$ 36
Money Market	\$ 82,151
	\$ 203,427

Designated For Staff & Branch Use = \$ 122,572

In Checking	\$ 122,172
In Money Market	\$ 400

Available For Immediate NOF Use = \$ 80,854 Gross amount available

\$	(5,275)	Committed to Boston SET
\$	(750)	Committed to DC SET
\$	(10,000)	Committed for Staff Assistance
\$	(15,000)	Committed to Rainy Day Fund
\$	(6,100)	Committed for Staff Conference
\$	(2,975)	Duffecy Endowment cash on hand
\$	1,351	Coming back to us next month from staff bills we paid on their behalf this month
<hr/>		
\$	42,105	Net cash available for national use (ie not designated for anything else)
+		
\$	475,000	Duffecy Endowment Pledges
+		
\$	34,686	American Portfolio via Ambassador Advisors Brokerage account