

OAC Management Team Report

Quarter 1, 2019 (January - March)

Eric Briscoe: Field Director (Boston, MA)

John Cutlip: Central Services (Nazareth, PA)

Bob Ewerth: Personnel & Development (Philadelphia, PA)



We continue to thank the Lord for His provision over us as a mission.

The Truceless Warfare book update project is ongoing, progress is being made and the draft from Russ Hodder is just about 100% proofed. The next phase for this project will be to add USA and information from other OAC member nations to the great start Russ has given to us, get that proofed, and then have a draft copy sent out to all contributors to look over for accuracy.

Mike Bussen's furlough time is slated to end this coming May. He reports that his time of recuperating from his February 2018 heart attack, visiting supporting churches, spending time with family in Minnesota, working on writing a book and developing personal evangelism training materials has been profitable. Mike and Renae were also able to be part of a Israel Holy Land tour led by one of our pastors which was the trip of a lifetime for them and was a great encouragement.

Thanks to the research and negotiating work of Texas staff man, Chip Wolfe, the Rich Art Color Company in New Jersey has agreed to run a special production of the excellent premium black tempera poster paint for us which went out of production a number of years ago. This production run will consist of 1800 quarts of product for our inventory and will be made available to OAC staff, those we train and on our web store soon. We should be able to pick up this paint at or near the end of this month.

We have applied to be eligible for running certified background checks through the folks at Trendsorce and have just had an onsite visit from their non-biased third party USAFact inspector who came to our Nazareth office on April 8. Once approved, we will be able to process credit, criminal and sex offender background checks on potential staff and/or team staff members. This process will be centralized through our Nazareth office and information used by our Personnel & Development Department.

In an effort to maintain and upgrade the security our local and cloud information storage, we successfully implemented a virtual drive on our computer system which will easily detect and encrypt files of our choosing. This includes protection for information we have stored with any current and future cloud storage providers. This means that no third party companies or individuals can access our data as all data is encrypted on our computer before it's transferred to local or cloud storage areas.

To keep you up-to-date on some of the important in-house activity, the following reports are included with this quarter's report which include:

- Current incoming support levels received from donors for our staff
- Inventory valuation for open-air supplies we have on hand to sell
- Budget summary detail report for the current year
- Current Cash Flow report
- Current staff and board address directory

HERE IS A SUMMARY REPORT FROM PERSONNEL DEVELOPMENT DIRECTOR, BOB EWERTH:



1. Two Open Door Christian Academy chapels
2. Cairn University Missions conference
3. Weekly small group Bible study
4. Area directors Zoom meeting
5. Endowment meetings with Bernie Bostwick
6. Davis College Missions conference
7. OAC-BOD zoom meeting
8. Forcey Bible Church missions conference Korean Fall Festival 10 kids meetings in a row.

HERE IS A SUMMARY REPORT FROM FIELD DIRECTOR, ERIC BRISCOE:



1. Diane and I and Paul Adams spent three days at Liberty University recruiting students for our spring break outreach to Miami. Diane was at a table in a main traffic area on campus and Paul and I spoke briefly in 26 classes. Ten professors allowed us into their classes.

Professor Dan Suttles was approached years ago about being on our national board of directors and was willing but unable because of a commitment to a church every weekend in Charlotte NC. I talked with him again the beginning of April because he does not have the Charlotte commitment anymore and he is interested pending on your approval and his acceptance of the BOD job guidelines.

2. Diane and I stayed with John and Sue for a night in January and I did again in March during our travels. They have a ***** rating!

3. Rick and Dovie Moore, Ed Neimann and Paul Adams and volunteer Kent Blalock were the staff that trained 11 Liberty students, one missionary from CRU in Tallahassee, and one lady from Ambassador Baptist Church in Miami. This was one of our larger teams we have had over spring break and our staff was genuinely loved and appreciated by them. Some of the Liberty students want further training in our branches this summer and the CRU missionary wants further training in Tallahassee.



4. Richard and Diane Burley are now located in the Tampa area. The raising of their rent in Brooklyn and health concerns made their ability to stay in Brooklyn not feasible. They will still take some summer teams to NYC in 2019. Richard needs 1 year too completely recover from open heart surgery.

5. Ed Neimann would like our input on whether the possibility exists to start a branch in Pittsburgh or possibly relocate to Florida in the Miami area or maybe with the Burleys. Ed and Debbie have a son in Fort Lauderdale.

6. Jeff Karlich called me a month ago with a request to resign from OAC. Jeff and Kelli have loved what they have learned from OAC and have been approached by their home church as well as some neighboring churches in Columbus to be part of their outreach ministry. This happened before but the activity these churches wanted was more administrative than evangelistic. Jeff is now convinced this group is focused on evangelistic activity. Jeff is sorry for this change of mind again and has nothing but praise for our

organization. (Their new ministry information attached)

7. Peter and Isabel O'Driscoll's marriage is in a dangerous place. Briefly stated oldest daughter Katie embraced the lesbian lifestyle a few years ago. Now both siblings and Isabel agree this is a right decision. Needless to say, disaster is on the horizon.

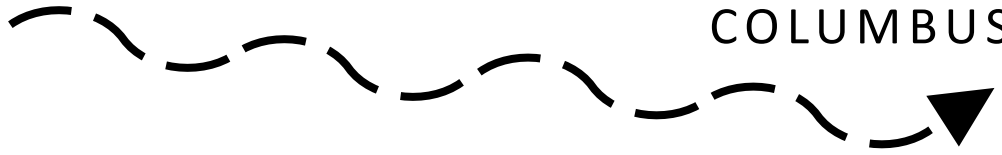
8. The possibility exists for the Monzon's to relocate to a more Spanish-speaking city like Tampa or Miami.

All this as well as other staff matters can be elaborated on at our meeting in Philadelphia April 13.



PATHFINDER MISSIONS

COLUMBUS



WINTER 2019

THE KARLICH FAMILY

Proverbs 3:6

In all thy ways acknowledge him, and he shall direct thy paths.

It has been a cold, blustery winter but there have been so many opportunities to still get the Good News of Jesus Christ out to people:

GROVE CITY CHRISTMAS PARADE

Chelsea Manion and others from New Life Baptist came out to use a riddle involving Christmas carols to share the Gospel with many families in downtown Grove City.



ROLLER SKATING PARTY

New Life staffers Michael Campton and Caleb Poe used the sketchboard to share the message of Christ with many kids and adults at a skating party.

Meanwhile...



WEST CENTRAL CORRECTIONAL FACILITY

Jeff and Kelli used another sketchboard that same night to encourage women in prison to find and follow the path God has for them. We have been able to partner with Bible Baptist Marysville to serve at both men's and women's prison revivals throughout the winter.





MELANIE MANOR

Twice monthly New Life church members Phyllis Parks and Richard Juarez join Jeff for singing & Bible Study with residents at a senior home. Earlier this year one of the attenders, Judy, prayed for salvation. Many others in the group are seeing God transform their minds with truth from the Bible.

GUIDE CHURCH REVIVAL

17 different helpers joined Jeff and Kelli to do kids ministry at Guide Church so their parents could attend the four night revival held earlier this month.

Here Lisa Howell teams with Jeff to do a Bible verse game. One boy, Ryan, came forward for assurance of salvation on the last night.



HOMELESS SHELTER

Every month many different people from New Life encourage homeless families with the love and hope of Jesus Christ through serving breakfast, a puppet show, songs and truth from God's Word.

SPRING SCHEDULE

March 22: Melanie Manor

April 5: Melanie Manor

April 7: Bible Baptist West Union

April 13: Van Buren Shelter

April 14: First Baptist Groveport

April 19: Melanie Manor

April 30: Stowe Block Party

May 2: West Central Training

May 3: Melanie Manor

May 11: Van Buren Shelter

May 17: Melanie Manor

May 18: FBC Groveport Kids Club

May 22-24: GC Christian Kids Camp

May 26: Bloom Baptist Movie Night

May 28: Stowe Block Party

May 31: Melanie Manor



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JEFF, KELLI, EVAN & SARAH KARLICH

Pathfinder Missions - Columbus, Ohio



**Who will have all men to be
saved, and to come unto the
knowledge of the truth.**

1 Timothy 2:4

**Trust in the LORD with all thine heart; and lean not unto thine own understanding.
In all thy ways acknowledge him, and he shall direct thy paths.**

Proverbs 3: 5 - 6

Our mission is to reach others with the Gospel of Jesus Christ, as well as equip and encourage churches in Gospel - centered evangelism.

We welcome your participation:

- **PRAY** regularly!
- **GIVE** financially to provide resources and support!
- **SHARE** the ministry with your church, family & friends!
- **COME** out with us to observe or to help!

The Karlich Family
Pathfinder Missions - Columbus, Ohio

FB: facebook.com/groups/PathfinderMissionsColumbus/

Phone/Text: 614.738.6153

Email: jkar21@gmail.com

Support: newlifebaptist.cc/donate



Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through March, 2019

OAC Staff Support Percentage Summary - 2019

Page 2 of 7

Paul and Carmina Adams
Monthly Top = 6599

Appointed to OAC staff in 1996

January 174%
February 87%
March 87%

Year-To-Date Support Average = 116%

Frank Baldus
Monthly Top = 4950

Appointed to OAC staff in 2011

January 51%
February 29%
March 45%

Year-To-Date Support Average = 42%

Dan & Rebecca Beaudoin
Monthly Top = 6904

Appointed to OAC staff in 2015

January 30%
February 29%
March 33%

Year-To-Date Support Average = 31%

David and Joy Braun
Monthly Top = 6599

Appointed to OAC staff in 1985

January 50%
February 13%
March 25%

Year-To-Date Support Average = 29%

Eric and Diane Briscoe
Monthly Top = 6599

Appointed to OAC staff in 1982

January 159%
February 93%
March 71%

Year-To-Date Support Average = 108%

Richard & Diane Burley
Monthly Top = 6599

Appointed to OAC staff in 2002

January 135%
February 27%
March 36%

Year-To-Date Support Average = 66%

OAC Staff Support Percentage Summary - 2019

Page 3 of 7

Michael & Renae Bussen
Monthly Top = 6599

Appointed to OAC staff in 1991

January 109%
February 112%
March 53%

Year-To-Date Support Average = 91%

Erin Chervenak
Monthly Top = 4950

Appointed to OAC staff in 2015

January 28%
February 17%
March 22%

Year-To-Date Support Average = 22%

John and Sue Cutlip
Monthly Top = 7391

Appointed to OAC staff in 1980

January 89%
February 64%
March 49%

Year-To-Date Support Average = 67%

Zane & Laurie Dempsie
Monthly Top = 8071

Appointed to OAC staff in 2008

January 51%
February 50%
March 40%

Year-To-Date Support Average = 47%

Bob and Deidra Ewerth
Monthly Top = 6599

Appointed to OAC staff in 1976

January 42%
February 71%
March 16%

Year-To-Date Support Average = 43%

Tom and Barbara Fox
Monthly Top = 6599

Appointed to OAC staff in 2009

January 27%
February 26%
March 33%

Year-To-Date Support Average = 29%

OAC Staff Support Percentage Summary - 2019

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Brian & Kimberlee Harmon

Appointed to OAC staff in 2010

Monthly Top = 8240

January	306%
February	91%
March	84%

Year-To-Date Support Average = 160%

Russ Hodder

Appointed to OAC staff in 1977

Monthly Top = 4950

January	119%
February	71%
March	70%

Year-To-Date Support Average = 87%

Rebecca Jefferson

Appointed to OAC staff in 2015

Monthly Top = 4950

January	20%
February	12%
March	12%

Year-To-Date Support Average = 15%

Steve & Connie Johnson

Appointed to OAC staff in 2015

Monthly Top = 6599

January	1%
February	1%
March	1%

Year-To-Date Support Average = 1%

Jeff & Kelli Karlich

Appointed to OAC staff in 2018

Monthly Top = 7205

January	7%
February	7%
March	7%

Year-To-Date Support Average = 7%

Mark & Angela Kennedy

Appointed to OAC staff in 2004

Monthly Top = 6751

January	23%
February	38%
March	19%

Year-To-Date Support Average = 27%

OAC Staff Support Percentage Summary - 2019

Page 5 of 7

Carol King
Monthly Top = 4950

Appointed to OAC staff in 2009

January	16%
February	0%
March	16%

Year-To-Date Support Average = 11%

Sue MacNeil
Monthly Top = 4950

Appointed to OAC staff in 2000

January	7%
February	11%
March	7%

Year-To-Date Support Average = 8%

Chris & Bonnie McKinley
Monthly Top = 6904

Appointed to OAC staff in 2016

January	6%
February	8%
March	8%

Year-To-Date Support Average = 7%

Juan & Dawn Monzon
Monthly Top = 7205

Appointed to OAC staff in 1991

January	1%
February	0%
March	0%

Year-To-Date Support Average = 0%

Rick and Dovie Moore
Monthly Top = 6599

Appointed to OAC staff in 2007

January	64%
February	39%
March	47%

Year-To-Date Support Average = 50%

Betty Naggy-Masten
Monthly Top = 6599

Appointed to OAC staff in 1970

January	0%
February	0%
March	3%

Year-To-Date Support Average = 1%

OAC Staff Support Percentage Summary - 2019

Page 6 of 7

Ed & Debbie Neimann
Monthly Top = 6599

Appointed to OAC staff in 2016

January **0%**
February **0%**
March **0%**

Year-To-Date Support Average = 0%

Peter and Isabel O'Driscoll
Monthly Top = 7055

Appointed to OAC staff in 1996

January **105%**
February **11%**
March **24%**

Year-To-Date Support Average = 47%

Chuck Phelps
Monthly Top = 4950

Appointed to OAC staff in 1970

January **21%**
February **21%**
March **21%**

Year-To-Date Support Average = 21%

Jay Ricci
Monthly Top = 4950

Appointed to OAC staff in 2018

January **12%**
February **4%**
March **2%**

Year-To-Date Support Average = 6%

John and Becky Risner
Monthly Top = 7055

Appointed to OAC staff in 2018

January **20%**
February **56%**
March **26%**

Year-To-Date Support Average = 34%

Mark & Shelby Sohmer
Monthly Top = 7205

Appointed to OAC staff in 2010

January **250%**
February **174%**
March **126%**

Year-To-Date Support Average = 183%

OAC Staff Support Percentage Summary - 2019

Page 7 of 7

Ken & Kathy Teeter
Monthly Top = 6599

Appointed to OAC staff in 2011

January	27%
February	23%
March	32%

Year-To-Date Support Average = 27%

Karen Williams
Monthly Top = 6599

Appointed to OAC staff in 1984

January	69%
February	10%
March	15%

Year-To-Date Support Average = 31%

Mike & Christine Wilson
Monthly Top = 7205

Appointed to OAC staff in 2016

January	11%
February	9%
March	8%

Year-To-Date Support Average = 9%

Chip & Kim Wolfe
Monthly Top = 7390

Appointed to OAC staff in 2000

January	54%
February	46%
March	54%

Year-To-Date Support Average = 51%

● = Members-at-large
Management Team

■ = OAC Staff

OPEN AIR CAMPAIGNERS BOARD OF DIRECTORS

ROTATION OVERVIEW REVISED APRIL 2019



	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026
Eric Briscoe ●				Term 1	Term 2				April	Term 1	Term 2						April	Term 1	Term 2						
Bob Ewerth ●				Term 1	Term 2					April	Term 1	Term 2													
Tom Fox ●																	April	Term 1	Term 2						
Russ Hodder								May	Term 1	Term 2				May	Term 1	Term 2									
Gordon Loop																	Feb	Term 1	Term 2						
Jon Shader											Jan	Term 1	Term 2												
Joe Toy								June	Term 1	Term 2				June	Term 1	Term 2									
Rex Trent				Term 1	Term 2				April	Term 1	Term 2						April	Term 1	Term 2						
Dave Trout														June	Term 1	Term 2									
John Cutlip ●																									

Open Air Campaigners Quarter 01 2019 Inventory Valuation Summary

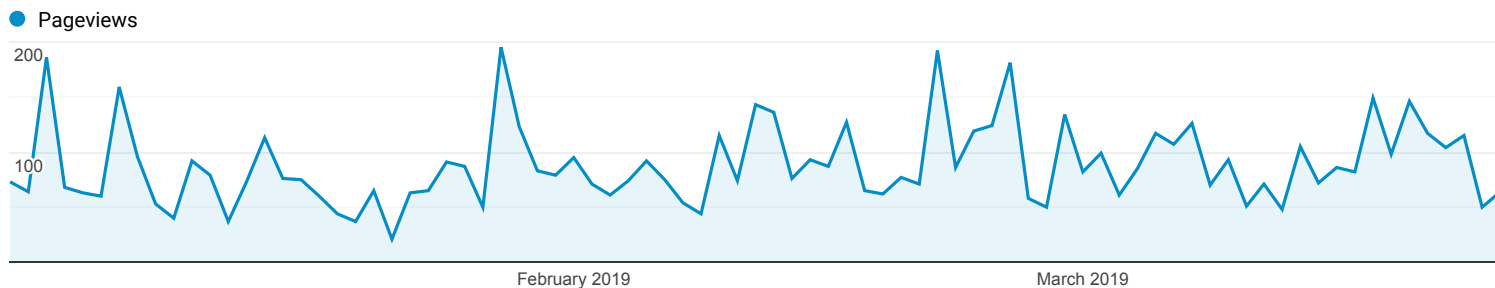
	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Texas) (Board Kits in Texas warehouse)	Board Kits in Texas warehouse	0	50.00	0.00
bk (from Nazareth) (Board Kit)	Board Kit	31	50.00	1,550.00
blrt (Blacklight tube, 18 inch two-prong)	Blacklight tube, 18 inch two-prong	3	7.50	22.50
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	14	195.00	2,730.00
box (Paint Box)	Paint Box	474	7.00	3,318.00
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	72	2.00	144.00
cbi (Checks & Balances INSTRUCTION sheet)	Checks & Balances INSTRUCTION sheet	125	0.25	31.25
cc (Chemical Cross (Red Copper))	Chemical Cross (Red Copper)	0	15.00	0.00
ccc (Chemical Cross Crystals (small bag))	Chemical Cross Crystals (small bag)	450	3.00	1,350.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	100	8.00	800.00
ccp (PVC Texas) (Chemical Cross - PVC Texas warehouse)	Chemical Cross - PVC Texas warehouse	0	8.00	0.00
ct (Chalk & Talk)	Chalk & Talk	106	5.00	530.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	Miss Karen "Get Out of the Boat" DVD	22	15.00	330.00
dvdol (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	59	10.00	590.00
dvdsm (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	28	10.00	280.00
ec (EvangCube Object Lesson)	EvangCube Object Lesson	108	6.00	648.00
eccp (EvangCube Carry Pouch)	EvangCube Carry Pouch	12	8.00	96.00
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	20	6.00	120.00
ess (Evangelistic Sketch Board Sermons)	Evangelistic Sketch Board Sermons	26	5.00	130.00
fb (Fisherman's Basket)	Fisherman's Basket	212	10.00	2,120.00
fol (Film of Life)	Film of Life	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	Pint of Fluorescent Concentrate (Blue)	29	10.00	290.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	37	10.00	370.00
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)	2	10.00	20.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	42	10.00	420.00
fsb (from Texas) (Folding Sketchboard - Texas warehouse)	Folding Sketchboard - Texas warehouse	20	150.00	3,000.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	5	150.00	750.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	111	5.00	555.00
gve (Gospel Visual Effects)	Gospel Visual Effects	34	5.00	170.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	52	12.00	624.00
hbb (Holy Bible BLANK edition)	Holy Bible BLANK edition	23	6.00	138.00
hbTX (Texas inventory to sell - Bible Coloring Book Object Lesson)	Texas inventory to sell - Bible Coloring Book Object Lesson	2	0.00	0.00
HEAVEN (Board message pre-sketch of "Heaven.")	Board message pre-sketch of "Heaven."	0	5.00	0.00
hbb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	Portable Hand-Held Board - Nazareth warehouse	7	18.00	126.00
hbb (from Texas) (Portable Hand-Held Board - Texas warehouse)	Portable Hand-Held Board - Texas warehouse	0	18.00	0.00
hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth wareh...)	Portable Hand-Held Board Carry Pouch - Nazareth wareh...	5	18.00	90.00
hhbp (From Texas) (Portable Hand-Held Board Carry Pouch - Texas warehouse)	Portable Hand-Held Board Carry Pouch - Texas warehouse	0	18.00	0.00
hiaj (Heaven In A Jar)	Heaven In A Jar	5	5.00	25.00
hs (Horseshoe object lesson)	Horseshoe object lesson	1	10.00	10.00
Iodine 1/2 ounce bottle (1/2 ounce squeeze bottle of iodine with lid)	1/2 ounce squeeze bottle of iodine with lid	0	1.00	0.00
is (Indian Symbols Tell The Gospel)	Indian Symbols Tell The Gospel	263	5.00	1,315.00
itg (Illustrating The Gospel)	Illustrating The Gospel	92	5.00	460.00
jarTX (Texas inventory to sell - 4 ounce jar with lid)	Texas inventory to sell - 4 ounce jar with lid	15	0.00	0.00
lol (Loop of Life Object Lesson)	Loop of Life Object Lesson	50	2.00	100.00
loli (Loop of Life Instruction Booklet)	Loop of Life Instruction Booklet	10	0.25	2.50
LSM (Board message pre-sketch of "Lord Save Me.")	Board message pre-sketch of "Lord Save Me."	6	5.00	30.00
mpk (Modified Paint Kit)	Modified Paint Kit	18	50.00	900.00
oae (Open Air Evangelism)	Open Air Evangelism	249	5.00	1,245.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	226	6.00	1,356.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	2,220	0.25	555.00
pb (Paint Brush)	Paint Brush	593	8.50	5,040.50
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)	60	5.00	300.00
raqblack (Rich Art BLACK quart)	Rich Art BLACK quart	0	25.00	0.00
rbs (Red Ball & Silk)	Red Ball & Silk	4	8.00	32.00
rppblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	37	6.00	222.00
rppblue (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	48	6.00	288.00
rppgreen (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	41	6.00	246.00
rppred (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	40	6.00	240.00
rppyellow (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	71	6.00	426.00
rpqblack (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	26	9.00	234.00
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	62	9.00	558.00
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	50	9.00	450.00
rpqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	24	9.00	216.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	12	4.00	48.00
sm (Sketchboard Messages)	Sketchboard Messages	445	6.00	2,670.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	36	6.00	216.00
st (Sketch & Tell)	Sketch & Tell	21	6.00	126.00
Starch (1/2 ounce squeeze bottle of starch with lid)	1/2 ounce squeeze bottle of starch with lid	0	0.75	0.00
steps (Counseling Booklets*)	Counseling Booklets*	31,252	0.25	7,813.00
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	111	8.00	888.00
tc (from Texas) (Ten Commandments in stone - Texas warehouse)	Ten Commandments in stone - Texas warehouse	0	8.00	0.00
tcts (The Church Team (SPANISH))	The Church Team (SPANISH)	65	3.00	195.00
tes (The Evangelist (SPANISH))	The Evangelist (SPANISH)	8	4.00	32.00
tf (The Fool Flashcard Story Set)	The Fool Flashcard Story Set	16	20.00	320.00
tl (Three LOOPS Object Lesson)	Three LOOPS Object Lesson	265	3.00	795.00
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)	17	12.00	204.00
tm3 (Training Manual (Three-Week Edition))	Training Manual (Three-Week Edition)	3	20.00	60.00
tr (Three ROPES Object Lesson)	Three ROPES Object Lesson	1,493	2.00	2,986.00
tri (Three ROPES Instruction Booklet)	Three ROPES Instruction Booklet	105	0.25	26.25
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	12	8.00	96.00
uq (Ultimate Questions Booklet)	Ultimate Questions Booklet	113	2.00	226.00
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	100	0.50	50.00
yep (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	222	6.00	1,332.00
ZACH (Board message pre-sketch of "He Received Jesus With Joy - the story of ...)	Board message pre-sketch of "He Received Jesus With J...	6	5.00	30.00
Total Inventory		41,026		54,587.25
TOTAL		41,026		54,587.25

Pages

All Users
100.00% Pageviews

Jan 1, 2019 - Mar 24, 2019

Explorer



Page	Pageviews	Unique Pageviews	Avg. Time on Page	Entrances	Bounce Rate	% Exit	Page Value
	7,304 % of Total: 100.00% (7,304)	5,050 % of Total: 100.00% (5,050)	00:01:32 Avg for View: 00:01:32 (0.00%)	2,700 % of Total: 100.00% (2,700)	48.76% Avg for View: 48.76% (0.00%)	36.97% Avg for View: 36.97% (0.00%)	\$0.00 % of Total: 0.00% (\$0.00)
1. /	2,560 (35.05%)	1,766 (34.97%)	00:01:17	1,672 (61.93%)	39.08%	39.14%	\$0.00 (0.00%)
2. /message-outlines/	1,030 (14.10%)	325 (6.44%)	00:01:46	73 (2.70%)	45.33%	21.55%	\$0.00 (0.00%)
3. /our-team/	447 (6.12%)	313 (6.20%)	00:01:06	94 (3.48%)	54.26%	23.94%	\$0.00 (0.00%)
4. /online-giving/	437 (5.98%)	324 (6.42%)	00:02:40	43 (1.59%)	59.09%	48.97%	\$0.00 (0.00%)
5. /about-us/	401 (5.49%)	314 (6.22%)	00:01:41	38 (1.41%)	61.54%	30.42%	\$0.00 (0.00%)
6. /our-mission/	283 (3.87%)	214 (4.24%)	00:00:59	23 (0.85%)	78.26%	21.91%	\$0.00 (0.00%)
7. /contact-us-2/	268 (3.67%)	224 (4.44%)	00:02:14	31 (1.15%)	80.65%	47.01%	\$0.00 (0.00%)
8. /sketchboard-evangelism-training/	181 (2.48%)	148 (2.93%)	00:04:49	78 (2.89%)	62.82%	65.19%	\$0.00 (0.00%)
9. /our-beliefs/	155 (2.12%)	125 (2.48%)	00:01:05	21 (0.78%)	85.71%	25.81%	\$0.00 (0.00%)
10. /get-trained/	144 (1.97%)	125 (2.48%)	00:00:17	15 (0.56%)	80.00%	14.58%	\$0.00 (0.00%)

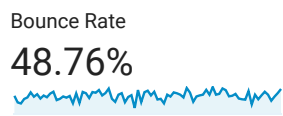
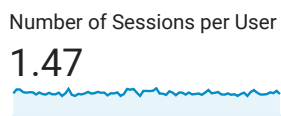
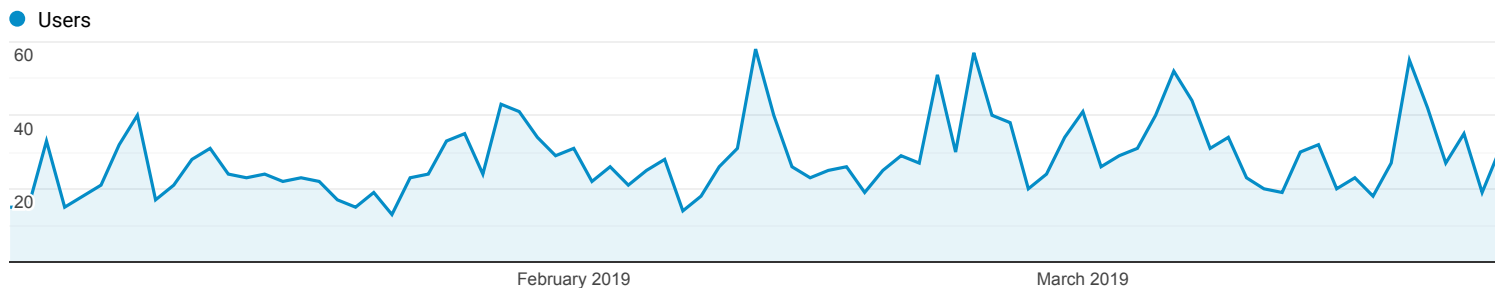
Rows 1 - 10 of 259

Audience Overview

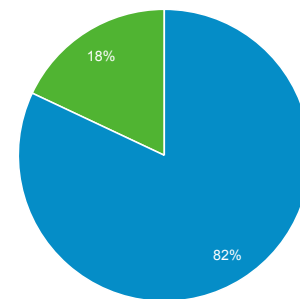
All Users
100.00% Users

Jan 1, 2019 - Mar 24, 2019

Overview



New Visitor Returning Visitor



Language	Users	% Users
1. en-us	1,656	89.80%
2. en-gb	44	2.39%
3. ko	19	1.03%
4. c	15	0.81%
5. de-de	15	0.81%
6. en-ca	10	0.54%
7. es-es	10	0.54%
8. en-au	7	0.38%
9. es-419	6	0.33%
10. hu-hu	5	0.27%



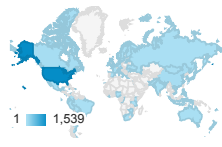
Location

All Users
100.00% Users

Jan 1, 2019 - Mar 24, 2019

Map Overlay

Summary

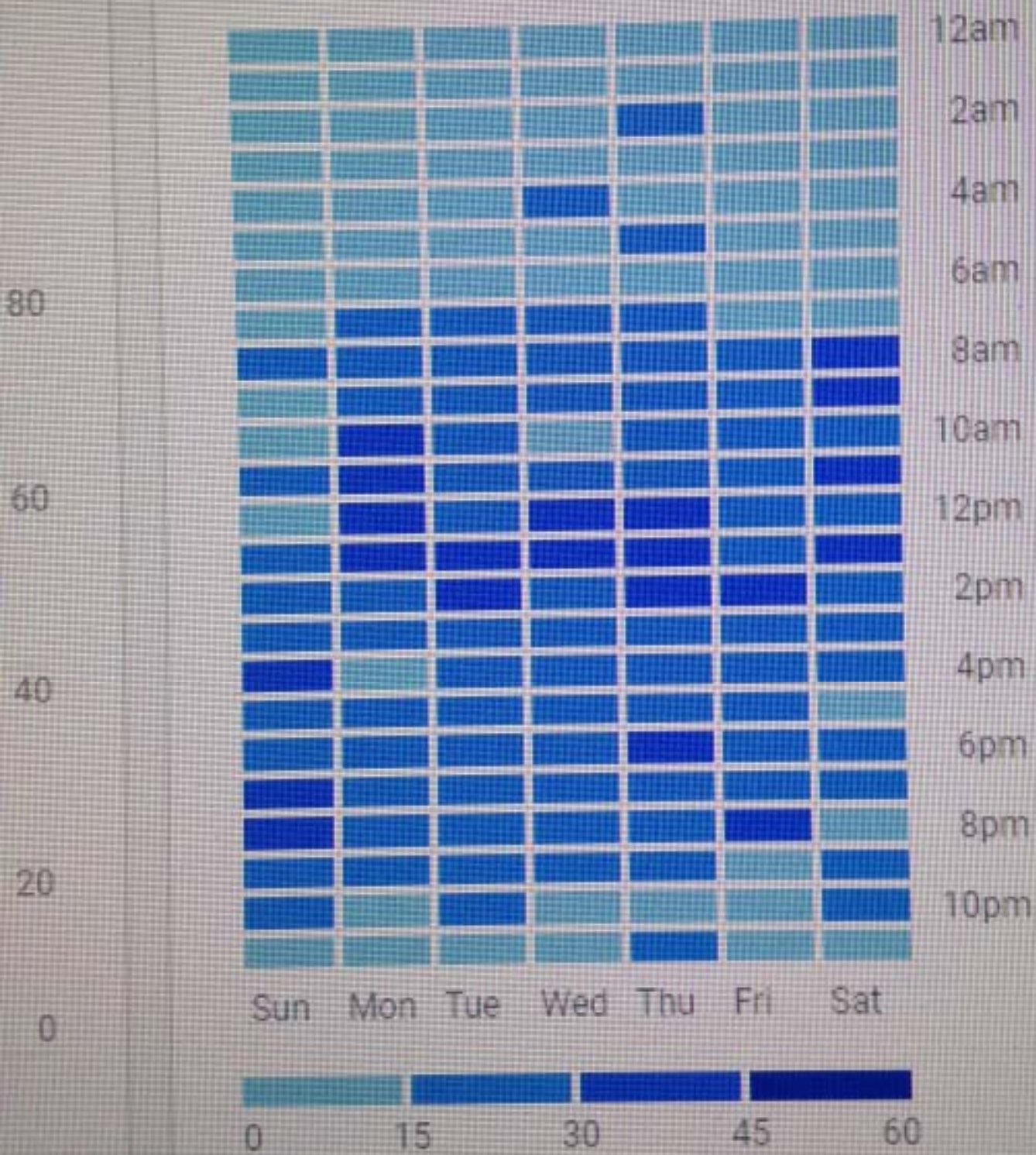


Country	Acquisition			Behavior			Conversions		
	Users	New Users	Sessions	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value
	1,843 % of Total: 100.00% (1,843)	1,740 % of Total: 100.00% (1,740)	2,705 % of Total: 100.00% (2,705)	48.76% Avg for View: 48.76% (0.00%)	2.70 Avg for View: 2.70 (0.00%)	00:02:38 Avg for View: 00:02:38 (0.00%)	0.00% Avg for View: 0.00% (0.00%)	0 % of Total: 0.00% (0)	\$0.00 % of Total: 0.00% (\$0.00)
1. United States	1,539 (83.41%)	1,443 (82.93%)	2,340 (86.51%)	47.48%	2.71	00:02:40	0.00%	0 (0.00%)	\$0.00 (0.00%)
2. Canada	35 (1.90%)	35 (2.01%)	42 (1.55%)	52.38%	5.14	00:03:53	0.00%	0 (0.00%)	\$0.00 (0.00%)
3. United Kingdom	33 (1.79%)	30 (1.72%)	37 (1.37%)	67.57%	1.54	00:00:49	0.00%	0 (0.00%)	\$0.00 (0.00%)
4. China	31 (1.68%)	31 (1.78%)	31 (1.15%)	96.77%	1.03	<00:00:01	0.00%	0 (0.00%)	\$0.00 (0.00%)
5. South Korea	19 (1.03%)	19 (1.09%)	19 (0.70%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
6. Germany	16 (0.87%)	15 (0.86%)	24 (0.89%)	54.17%	4.92	00:03:18	0.00%	0 (0.00%)	\$0.00 (0.00%)
7. Australia	10 (0.54%)	9 (0.52%)	11 (0.41%)	54.55%	2.18	00:00:50	0.00%	0 (0.00%)	\$0.00 (0.00%)
8. Mexico	9 (0.49%)	7 (0.40%)	12 (0.44%)	58.33%	2.33	00:02:28	0.00%	0 (0.00%)	\$0.00 (0.00%)
9. Albania	8 (0.43%)	8 (0.46%)	9 (0.33%)	55.56%	1.56	00:00:21	0.00%	0 (0.00%)	\$0.00 (0.00%)
10. France	8 (0.43%)	8 (0.46%)	8 (0.30%)	75.00%	1.00	00:00:04	0.00%	0 (0.00%)	\$0.00 (0.00%)

Rows 1 - 10 of 63

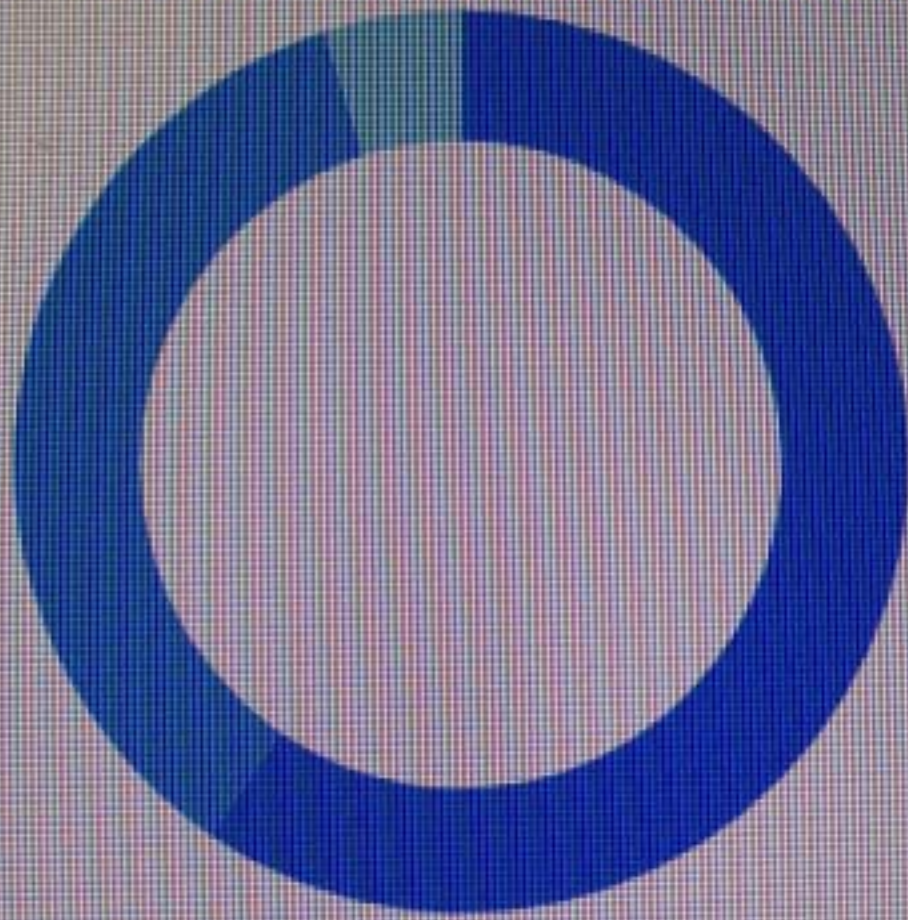
When do your users visit?

Users by time of day



> Last 90 days ▾

Sessions by device



Desktop

59.4%

↓ 1.7%



Mobile

35.6%

↑ 2.6%



Tablet

4.9%

↓ 0.9%

Last 90 days ▾

MOBILE OVERVIEW >

Open Air Campaigners – USA
Quarterly Budget Overview - National Operating Fund (NOF)
2019

	2019 Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
NOF INCOME							
NOF Donors	19,000	4,401				\$ 4,401	(14,599)
Goods Sold	20,000	2,230				\$ 2,230	(17,770)
Shipping Income	4,000	608				\$ 608	(3,392)
Orientation-Candidate School	500	0				\$ -	(500)
Seminars (SET)	2,000	250				\$ 250	(1,750)
Service Charge	150,000	32938				\$ 32,938	(117,062)
Staff Conference	-	-				\$ -	0
Reimbursement income	16,000	1209				\$ 1,209	(14,791)
Misc (interest income, etc)	700	1,218				\$ 1,218	518
TOTAL NOF INCOME	\$212,200	\$ 42,854	\$ -	\$ -	\$ -	\$ 42,854	(169,346)
NOF EXPENSES							
Affiliation (ECFA / OACI)	6,400	1,200				\$ 1,200	(5,200)
Assist / Encourage & Train Staff	800	384				\$ 384	(416)
Audit	8,000	-				\$ -	(8,000)
Branch Development (Directors meetings, etc)	-	514				\$ 514	514
Cost of Goods Sold	12,500	5718				\$ 5,718	(6,782)
Evangelism & Discipleship	500	139				\$ 139	(361)
Bank & other fees	17,000	4,570				\$ 4,570	(12,430)
Insurance (Multi-Peril)	3,000	-				\$ -	(3,000)
Insurance (Workman's Comp)	4,500	1029				\$ 1,029	(3,471)
Meetings (Board / Management Team)	1,000	-				\$ -	(1,000)
Miscellaneous	-	-				\$ -	0
Office Supply / Equipment / Repair	13,000	4844				\$ 4,844	(8,156)
Orientation / Candidate School	500	-				\$ -	(500)
Payroll Taxes	70,000	14135				\$ 14,135	(55,865)
Communication (Phone/web/social media)	5,000	1742				\$ 1,742	(3,258)
Postage	6,500	938				\$ 938	(5,562)
Promotion	4,000	9279				\$ 9,279	5,279
Reimbursement expenses	6,000	1162				\$ 1,162	(4,838)
Rent	17,000	3358				\$ 3,358	(13,642)
Seminars	2,000	19				\$ 19	(1,981)
Shipping / Handling	5,000	600				\$ 600	(4,400)
Staff Conference	-	-				\$ -	0
Travel	13,000	1800				\$ 1,800	(11,200)
Van Maintenance / Repairs	4,500	2828				\$ 2,828	(1,672)
TOTAL NOF EXPENSES	200,200	54,259	0	0	0	\$ 54,259	(145,941)
		(11,405)	0	0	0	(11,405)	

Inc. minus exp.

finance\budget\overview



OPEN AIR CAMPAIGNERS - USA

CASH FLOW SUMMARY AS OF 3/25/2019

CASH IN THE BANK =	\$	566,575
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BB&T Checking	\$	11,384
Lafayette Checking	\$	126,921
PayPal	\$	36
PNC Checking	\$	50,977
Schwab - Endowment	\$	167,131
Money Market	\$	210,126
	\$	<u>566,575</u>

Designated For Staff & Branch Use =	\$	195,505
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In Checking	\$	195,105
In Money Market	\$	<u>400</u>

Available For Immediate NOF Use =	\$	371,070	<small>Gross amount available</small>
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\$	(5,685)	Committed to Boston SET
\$	(950)	Committed to DC SET
\$	(10,000)	Committed for Staff Assistance
\$	(15,000)	Committed to Rainy Day Fund
\$	(33,600)	Committed for Staff Conference
\$	(18,809)	Duffecy Endowment funds in Schwab
\$	797	Coming back to us next month from staff bills we paid on their behalf this month

\$	287,823	Net cash immediately available for national use <small>(ie not designated for anything else)</small>
	+	
\$	550,000	Duffecy Endowment Pledges not yet received - Future Income