

OAC Management Team Report

Quarter 2, 2020 (April - June)

Eric Briscoe: Field Director (Boston)

John Cutlip: Central Services (Nazareth)

Tom Fox: Personnel & Development (Baltimore / DC)



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

The Truceless Warfare book update project continues to progress at a slow but steady pace. My goal is still to have it complete by the end of this year.

We ran into many issues replacing of our Microsoft Access database to a cloud-based CRM (Customer Relationship Management) system called DonorPerfect. As a result, we will be staying with the current Access database program.

It is encouraging to note that the COVID-19 situation has not seemed to affect our incoming donations to a significant degree. We are thankful to God for His faithfulness.

I have been working this past quarter with our CPA office to provide them with information needed for our annual audit. This year the audit will take place in a remote fashion due to COVID.

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

- Current incoming support levels received from donors for our staff
- Inventory valuation for open-air supplies we have on hand to sell
- Staff support percentage details
- Budget summary detail report for the current year
- Current Cash Flow report
- Revised staff roster as we have three new short-term families now on board

HERE IS A SUMMARY REPORT FROM PERSONNEL DEVELOPMENT DIRECTOR, TOM FOX:



Staff Applications received:

- John Copell – Providence, RI - all references / back ground check completed
- Sue Goss – Alexander, AR (near Little Rock) all references/back ground check completed
- Ryan & Tasia Itzel – Baltimore, MD - all references / back ground check completed

- Brenten & Lena Powers – Salinas, CA (Bay Area) Brenten's application is in; waiting on Spouse application
- Andrew Kerin – Pullman, WA - all references / back ground check completed
- Samuel McNair – I have left a couple of messages for Samuel with no reply

Short-term Internships

- The MT unanimously decided to bring these applicants on as short-term interns from 7/1/20 to 12/31/20 and evaluate at Orientation-Candidate School:
 - o John Copell – Boston under Eric's supervision
 - o Ryan Itzel – Baltimore under Tom's supervision
 - o Brenten Powers – Bay Area, CA under Dan Beaudoin's supervision

2020 Baltimore SET Registrations – 8/9/20 to 8/15/20

- John Addison (MD)
- John Copell (MA)
- Andrew Kerin (WA)
- Kevin Myree (NY)
- Brenten Powers (CA)
- Kate Sayle-Zaldivar (VA)

2020 Orientation-Candidate School (Or-Can) – 8/16/20 to 8/20/20

- John & Tiffany Copell
- Sue & Harold Goss (Harold unable to attend as he is disabled)
- Andrew Kerin
- Ryan & Tasia Itzel
- Brenten & Lena Powers (Lena is unable to attend due to immunodeficiency)

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



The second quarter of 2020 has been anything but normal for our staff. They have been in an adjustment phase, spending time in prayer and seeking God for wisdom. Many have done creative ministry on the internet as well as trying new fishing holes where more people may be gathering. Masks limit effective ministry. Children's open-air ministry is non-existent at this time. Of the eight churches that did ministry last year with us here in Boston, only one is willing to test the waters this summer. Camps are closed.

Despite these changes, our evangelists are rising to the task by being creative and finding ways to get the Gospel to the lost. Tract ministry is on the increase and setting the sketchboard in some new areas with the riddle creates conversations. Literature tables are accomplishing the same thing. Peter O'Driscoll has even been holding a sign from his wheelchair at busy intersections. A week later a man in a pickup pulled over and got out to asked Peter if he was the one holding a sign at a different intersection. When Peter said yes, the man told him his sign stopped him from an evil action he was about to engage in.

Many ministry teams are cancelling their trips for the summer as well affecting effective branch ministry.

Continue to pray for improved health for Chip Wolfe, David Braun, Betty Naggy-Masten, Richard and Diane Burley and Barbara Fox. Brian Harmon is doing better after a two-month-long issue which was draining on his energy.

God has the only message that can change the heart and society. The Gospel of our Lord Jesus Christ is what our staff must focus on as there are many distractions, and issues dominating the media which can derail our calling and commitment to the Great Commission. Keep us in prayer The pictures below are of Jay Ricci and John Copell at prime time for ministry. The playground is prime time as well in an area we have worked with a church last year.



OPEN AIR CAMPAIGNERS

On staff since

FULL STAFF (40)

- 2011 Frank Baldus (Southern California)
- 2015 Dan & Rebecca Beaudoin... (San Jose-Bay Area)
- 1985 David & Joy Braun..... (Philadelphia)
- 1982 Eric & Diane Briscoe (Boston)
- 2002 Richard & Diane Burley..... (Tampa / St Pete)
- 1991 Michael & Renae Bussen..... (Nazareth)
- 2015 Erin Chervenak (Rochester)
- 1980 John & Sue Cutlip..... (Nazareth)
- 2008 Zane & Laurie Dempsie (Central PA)
- 2009 Tom & Barbara Fox..... (Baltimore-DC)
- 2010 Brian & Kimberlee Harmon..... (Lansing)
- 2015 Steve & Connie Johnson..... (Quad-cities, IA)
- 2004 Mark & Angela Kennedy.... (Inland NW, WA/ID)
- 2013 Juan & Dawn Monzon..... (Dallas)
- 2007 Rick & Dovie Moore (Dallas)
- 2016 Ed & Debbie Neimann (Pittsburgh)
- 1996 Peter & Isabel O'Driscoll..... (Orlando)
- 2010 Mark & Shelby Sohmer..... (S New Hampshire)
- 2011 Ken & Kathy Teeter..... (Minneapolis)
- 1984 Karen & Chris Williams..... (Phoenix)
- 2000 Chip & Kim Wolfe..... (Dallas)

EVANGELIST-AT-LARGE (2)

- 1996 Paul & Carminã Adams (Richmond)

SECONDED (2)

- 1991 Kurt & Susanne Schafli.... (Central Wyoming)

SHORT-TERM INTERNS (7)

- July 2020 John & Tiffany Copell (Boston)
- July 2020 Ryan & Tasia Itzel (Baltimore-DC)
- July 2020 Andrew Kerin (Baltimore-DC)
- July 2020 Brenten & Lena Powers (San Jose-Bay Area)

INTERNS (9)

- June 2015 Rebecca Jefferson (Baltimore-DC)
- Oct 2009 Carol King (Southern California)
- Nov 2016 Chris & Bonnie McKinley (S New Hampshire)
- Apr 2018 Jay Ricci (Boston)
- Feb 2018 John & Becky Risner (Nashville)
- Nov 2016 Mike & Christine Wilson..... (Lansing)

RETIRED-WIDOWED-DISABLED (5)

- 2000 Sue MacNeil (Boston)
- 1970 Betty & Norwood Masten..... (Delaware)
- 1970 Chuck Phelps (Minneapolis)
- 2000 Judy Zagrobski (Boston)

SENIOR EVANGELISTS (3)

- 1976 Bob & Deidra Ewerth..... (Philadelphia)
- 1977 Russ Hodder (Southern California)

Revised July 3, 2020

68 TOTAL STAFF

(39 FAMILY UNITS)



OAC/USA is trusting the Lord to use this ministry to impact 25 cities in America with the Gospel through open air evangelism and other ministry by means of strategic establishment of branch ministries by the year 2025.

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through June, 2020

Paul and Carmina Adams
Monthly Top = 6599

Appointed to OAC staff in 1996

January	209%
February	72%
March	101%
April	138%
May	102%
June	93%

Year-To-Date Support Average = 119%

Frank Baldus
Monthly Top = 4950

Appointed to OAC staff in 2011

January	91%
February	32%
March	0%
April	60%
May	40%
June	35%

Year-To-Date Support Average = 43%

Dan & Rebecca Beaudoin
Monthly Top = 6904

Appointed to OAC staff in 2015

January	33%
February	43%
March	68%
April	29%
May	75%
June	22%

Year-To-Date Support Average = 45%

David and Joy Braun
Monthly Top = 6599

Appointed to OAC staff in 1985

January	74%
February	14%
March	15%
April	22%
May	3%
June	26%

Year-To-Date Support Average = 26%

Eric and Diane Briscoe
Monthly Top = 6599

Appointed to OAC staff in 1982

January	162%
February	98%
March	84%
April	108%
May	102%
June	100%

Year-To-Date Support Average = 109%

Richard & Diane Burley
Monthly Top = 6599

Appointed to OAC staff in 2002

January	69%
February	19%
March	36%
April	31%
May	28%
June	36%

Year-To-Date Support Average = 37%

Michael & Renae Bussen
Monthly Top = 6599

Appointed to OAC staff in 1990

January	92%
February	100%
March	59%
April	74%
May	103%
June	69%

Year-To-Date Support Average = 83%

Erin Chervenak
Monthly Top = 4950

Appointed to OAC staff in 2015

January	7%
February	9%
March	61%
April	12%
May	18%
June	39%

Year-To-Date Support Average = 24%

John and Sue Cutlip
Monthly Top = 7391

Appointed to OAC staff in 1980

January	83%
February	60%
March	56%
April	58%
May	41%
June	35%

Year-To-Date Support Average = 56%

Zane & Laurie Dempsie
Monthly Top = 8071

Appointed to OAC staff in 2008

January	51%
February	21%
March	64%
April	32%
May	39%
June	43%

Year-To-Date Support Average = 42%

Bob and Deidra Ewerth
Monthly Top = 6599

Appointed to OAC staff in 1976

January	38%
February	49%
March	45%
April	45%
May	52%
June	34%

Year-To-Date Support Average = 44%

Tom and Barbara Fox
Monthly Top = 6599

Appointed to OAC staff in 2009

January	36%
February	33%
March	32%
April	34%
May	42%
June	31%

Year-To-Date Support Average = 35%

Brian & Kimberlee Harmon
Monthly Top = 8240

Appointed to OAC staff in 2010

January	321%
February	78%
March	83%
April	110%
May	129%
June	112%

Year-To-Date Support Average = 139%

Russ Hodder
Monthly Top = 4950

Appointed to OAC staff in 1977

January	71%
February	62%
March	53%
April	67%
May	52%
June	70%

Year-To-Date Support Average = 63%

Rebecca Jefferson
Monthly Top = 4950

Appointed to OAC staff in 2015

January	37%
February	21%
March	22%
April	30%
May	24%
June	27%

Year-To-Date Support Average = 27%

Steve & Connie Johnson
Monthly Top = 6599

Appointed to OAC staff in 2015

January	2%
February	3%
March	1%
April	1%
May	1%
June	1%

Year-To-Date Support Average = 2%

Mark & Angela Kennedy
Monthly Top = 6751

Appointed to OAC staff in 2004

January	32%
February	54%
March	30%
April	25%
May	43%
June	47%

Year-To-Date Support Average = 39%

Carol King
Monthly Top = 4950

Appointed to OAC staff in 2009

January	19%
February	18%
March	19%
April	18%
May	19%
June	18%

Year-To-Date Support Average = 19%

Sue MacNeil
Monthly Top = 4950

Appointed to OAC staff in 2000

January	8%
February	8%
March	8%
April	18%
May	8%
June	8%

Year-To-Date Support Average = 10%

Chris & Bonnie McKinley
Monthly Top = 6904

Appointed to OAC staff in 2016

January	0%
February	62%
March	9%
April	9%
May	8%
June	10%

Year-To-Date Support Average = 16%

Juan & Dawn Monzon
Monthly Top = 7205

Appointed to OAC staff in 1990

January	0%
February	0%
March	6%
April	2%
May	1%
June	0%

Year-To-Date Support Average = 2%

Rick and Dovie Moore
Monthly Top = 6599

Appointed to OAC staff in 2007

January	48%
February	46%
March	48%
April	43%
May	61%
June	45%

Year-To-Date Support Average = 49%

Betty Naggy-Masten
Monthly Top = 6599

Appointed to OAC staff in 1970

January	0%
February	0%
March	3%
April	0%
May	0%
June	0%

Year-To-Date Support Average = 1%

Ed & Debbie Neimann
Monthly Top = 6599

Appointed to OAC staff in 2016

January	29%
February	30%
March	32%
April	29%
May	36%
June	31%

Year-To-Date Support Average = 31%

Peter and Isabel O'Driscoll
Monthly Top = 7055

Appointed to OAC staff in 1996

January	129%
February	15%
March	28%
April	22%
May	31%
June	13%

Year-To-Date Support Average = 40%

Chuck Phelps
Monthly Top = 4950

Appointed to OAC staff in 1970

January	23%
February	21%
March	21%
April	21%
May	21%
June	21%

Year-To-Date Support Average = 21%

Jay Ricci
Monthly Top = 4950

Appointed to OAC staff in 2018

January	5%
February	4%
March	4%
April	9%
May	7%
June	5%

Year-To-Date Support Average = 6%

John and Becky Risner
Monthly Top = 7055

Appointed to OAC staff in 2018

January	33%
February	15%
March	13%
April	21%
May	12%
June	16%

Year-To-Date Support Average = 18%

Mark & Shelby Sohmer
Monthly Top = 10419

Appointed to OAC staff in 2010

January	241%
February	77%
March	163%
April	119%
May	97%
June	93%

Year-To-Date Support Average = 132%

Ken & Kathy Teeter
Monthly Top = 6599

Appointed to OAC staff in 2011

January	38%
February	28%
March	32%
April	25%
May	28%
June	23%

Year-To-Date Support Average = 29%

Karen Williams
Monthly Top = 6599

Appointed to OAC staff in 1984

January	59%
February	9%
March	9%
April	33%
May	10%
June	8%

Year-To-Date Support Average = 21%

Mike & Christine Wilson
Monthly Top = 7205

Appointed to OAC staff in 2016

January	8%
February	8%
March	8%
April	8%
May	8%
June	15%

Year-To-Date Support Average = 9%

Chip & Kim Wolfe
Monthly Top = 7390

Appointed to OAC staff in 2000

January	51%
February	51%
March	42%
April	51%
May	43%
June	51%

Year-To-Date Support Average = 48%

Open Air Campaigners 2nd Quarter 2020 Inventory Valuation Summary

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	17	50.00	850.00
bk (from Texas) (Board Kits in Texas warehouse)	Board Kits in Texas warehouse	10	50.00	500.00
blrt (Blacklight tube, 18 inch two-prong)	Blacklight tube, 18 inch two-prong	3	7.50	22.50
BLU (from Texas) (LED Blacklight Unit - Texas warehouse)	LED Blacklight Unit - Texas warehouse	9	195.00	1,755.00
box (Paint Box)	Paint Box	444	7.00	3,108.00
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	59	2.00	118.00
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)	386	3.00	1,158.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	213	8.00	1,704.00
ct (Chalk & Talk)	Chalk & Talk	102	5.00	510.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	Miss Karen "Get Out of the Boat" DVD	20	15.00	300.00
dvdol (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	54	10.00	540.00
dvdsm (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	20	10.00	200.00
ec (EvangCube Object Lesson)	EvangCube Object Lesson	65	6.00	390.00
eccp (EvangCube Carry Pouch)	EvangCube Carry Pouch	9	8.00	72.00
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	21	5.00	105.00
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)	23	10.00	230.00
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)	20	10.00	200.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	47	10.00	470.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	5	150.00	750.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	110	5.00	550.00
gve (Gospel Visual Effects)	Gospel Visual Effects	26	5.00	130.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	117	12.00	1,404.00
hbb (Holy Bible BLANK edition)	Holy Bible BLANK edition	59	6.00	354.00
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	7	18.00	126.00
hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth warehouse)	Portable Hand-Held Board Carry Pouch - Nazareth warehouse	2	18.00	36.00
hiaj (Heaven In A Jar)	Heaven In A Jar	100	5.00	500.00
is (Indian Symbols Tell The Gospel)	Indian Symbols Tell The Gospel	263	5.00	1,315.00
itg (Illustrating The Gospel)	Illustrating The Gospel	90	5.00	450.00
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	32	2.00	64.00
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	246	5.00	1,230.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	221	6.00	1,326.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	2,560	0.25	640.00
pb (Paint Brush)	Paint Brush	400	8.50	3,400.00
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)	37	5.00	185.00
PS (Board message pre-sketch)	Board message pre-sketch	122	5.00	610.00
RANS (Rich Art BLACK quart)	Rich Art BLACK quart	256	25.00	6,400.00
RAS (Rich Art BLACK quart (Special staff pricing))	Rich Art BLACK quart (Special staff pricing)	225	20.00	4,500.00
RGN (The Really Great News of the Bible booklet)	The Really Great News of the Bible booklet	490	1.00	490.00
rppblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	22	7.00	154.00
rppblu (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	32	7.00	224.00
rppgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	27	7.00	189.00
rpprd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	27	7.00	189.00
rppyw (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	57	7.00	399.00
rpqblk (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	53	10.00	530.00
rpqblue (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	65	10.00	650.00
rpqgreen (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	27	10.00	270.00
rpqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	37	10.00	370.00
rpqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	41	10.00	410.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	36	4.00	144.00
RWG (How To Have The Relationship With God You Really Need booklet)	How To Have The Relationship With God You Really Need booklet	490	1.00	490.00

Open Air Campaigners 2nd Quarter 2020 Inventory Valuation Summary

	Item Description	On Hand	Sales Price	Retail Value
sm (Sketchboard Messages)	Sketchboard Messages	434	6.00	2,604.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	33	6.00	198.00
st (Sketch & Tell)	Sketch & Tell	8	6.00	48.00
STEPSNS (Counseling Booklets*)	Counseling Booklets*	15,262	0.25	3,815.50
STEPSS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	12,764	0.12	1,531.68
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	91	8.00	728.00
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	16	20.00	320.00
tl (Three LOOPS Object Lesson)	Three LOOPS Object Lesson	68	3.00	204.00
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)	3	12.00	36.00
tm3 (Training Manual (Three-Week Edition))	Training Manual (Three-Week Edition)	1	20.00	20.00
tr (Three ROPES Object Lesson)	Three ROPES Object Lesson	1,004	2.00	2,008.00
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	104	2.00	208.00
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	8	0.50	4.00
ypep (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	220	6.00	1,320.00
Total Inventory		38,693		58,202.93
TOTAL		38,693		58,202.93

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

	2020 Budget	Quarter 1 Actual	Quarter 2 Actual		Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
NOF INCOME								
NOF Donors	20,000	4,236	33,249	Endowment related income			\$ 37,485	17,485
Goods Sold	18,000	2,645	5,248				\$ 7,893	(10,107)
Shipping Income	3,500	327	647				\$ 974	(2,526)
Orientation-Candidate School	400	-	-				\$ -	(400)
Seminars (SET)	2,000	100	425				\$ 525	(1,475)
Service Charge	152,000	35317	36,877				\$ 72,194	(79,806)
Staff Conference	-	-	-				\$ -	0
Reimbursement income	15,000	2564	3,167				\$ 5,731	(9,269)
Misc (interest income, etc)	2,000	542	153				\$ 695	(1,305)
TOTAL NOF INCOME	\$ 212,900	\$ 45,731	\$ 79,766		\$ -	\$ -	\$ 125,497	(87,403)
NOF EXPENSES								
Affiliation (ECFA / OACI)	6,000	1,200	1,496				\$ 2,696	(3,304)
Assist / Encourage & Train Staff	1,000	440	310				\$ 750	(250)
Audit	8,000	-	-				\$ -	(8,000)
Branch Development (Directors meetings, etc)	5,000	2,023	-				\$ 2,023	(2,977)
Cost of Goods Sold	12,000	110	1350				\$ 1,460	(10,540)
Evangelism & Discipleship	500	-	-				\$ -	(500)
Bank & other fees	15,000	5,149	3,755				\$ 8,904	(6,096)
Insurance (Multi-Peril)	3,000	-	3,386				\$ 3,386	386
Insurance (Workman's Comp)	4,500	944	929				\$ 1,873	(2,627)
Meetings (Board / Management Team)	1,500	143	31				\$ 174	(1,326)
Miscellaneous	-	-	-				\$ -	0
Office Supply / Equipment / Repair	14,000	6880	4434				\$ 11,314	(2,686)
Orientation / Candidate School	500	-	-				\$ -	(500)
Payroll Taxes	70,000	26049	11250				\$ 37,299	(32,701)
Communication (Phone/web/social media)	5,000	2035	1,960				\$ 3,995	(1,005)
Postage	7,500	3280	867				\$ 4,147	(3,353)
Promotion	4,000	925	328				\$ 1,253	(2,747)
Reimbursement expenses	5,000	651	912				\$ 1,563	(3,437)
Rent	17,000	2901	2,746				\$ 5,647	(11,353)
Seminars	2,000	16	-				\$ 16	(1,984)
Shipping / Handling	5,000	362	218				\$ 580	(4,420)
Staff Conference	33,600	-	-				\$ -	(33,600)
Travel	13,000	3182	527				\$ 3,709	(9,291)
Van Maintenance / Repairs	4,500	650	1,277				\$ 1,927	(2,573)
TOTAL NOF EXPENSES	237,600	56,940	35,776		0	0	\$ 92,716	(144,884)
		(11,209)	43,990		0	0	32,781	



CASH IN THE BANK = \$ 636,230

BB&T Checking	\$ 22,473
Fulton Checking	\$ 97,851
PayPal	\$ 1,882
PNC Checking	\$ 68,105
Schwab - Endowment	\$ 231,219
Money Market	\$ 214,700
	\$ 636,230

Designated For Staff & Branch Use = \$ 196,466

In Checking	\$ 196,066
In Money Market	\$ 400

Available For Immediate NOF Use = \$ 439,765

Committed to SETs	\$ (8,819)
Committed to Staff Conference	\$ (33,600)
Committed for Staff Assistance	\$ (10,000)
Committed to Rainy Day Fund	\$ (15,000)
Duffecy Endowment funds on hand	\$ (231,690)
Coming back to us next month from staff bills we paid on their behalf this month	\$ 457
Net cash available for national use (ie not designated for anything else)	\$ 141,113
	+
Duffecy Endowment Pledges not yet received - Future Income	\$ 550,000