

OAC Management Team Report

Quarter 2, 2019 (April - June)

Eric Briscoe: Field Director (Boston)

John Cutlip: Central Services (Nazareth)

Tom Fox: Personnel & Development (Baltimore / DC)



We continue to enjoy God' blessing on our mission as He provides for our every need. Our staff are busy in ministry and we look forward to what He will accomplish through us this year.

The CPA firm of Wentzel and Associates are currently working on our annual financial audit. They have been to our Nazareth office here to gather information and conduct the needed site work and will have a draft for us to look over in the next few weeks.

Co-worker, Mike Bussen, has a positive report from his heart doctor saying he is on track with his weight loss and exercise regime. Mike's wife, Renae, is scheduled for major spine surgery in August which will keep her in the hospital for at least ten days and a few months of recovery time due to some cysts that have been found which need to be dealt with so that is a major item for prayer.

We now have in stock over 500 quarts of the Rich Art black tempura paint which several of our staff and supplies customers have been waiting for. Chip Wolfe from our Texas branch and I used his truck and picked the paint up in the Richar Art warehouse in New Jersey as Chip was on his way to Vermont for summer ministry. He also dropped off a shipment of blacklight units and folding sketchboards he constructed so our inventory on these items is well stocked and ready for shipment as orders come in.

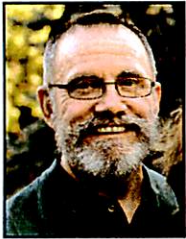
The Truceless Warfare book update project is progressing, but since I am working on this project in my "spare time" - it's not on the fast-track for sure. I would love to have this project complete in time for handing out at the international conference in Jamaica next May..

We have upgraded all three of our Nazareth office computers to Windows 10 since Windows 7 will no longer be supported come the new year. We have also upgraded our Quickbooks software to the Enterprise edition for all three work stations here and we are now up and running after the transition to this new setup.

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

It should be noted that we are pretty much on track with our budget income and spending. There are two expense items that were higher than originally anticipated. The first is promotion as we purchased two table-top display units for each of our branches to use. Secondly, we bought a wide-format printer for producing ready-to-preach pre-sketch board messages. This printer purchase was approved by the board after our original budget for the year was approved. The good news is that both of these major expenses have already been a tremendous blessing to our staff and those who use our training and supplies. Plus, thanks to the Lord's provision of some major donations, all of these expenses have been **paid for in full** and we continue to enjoy a debt-free operation.



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

Potential Staff

- Joshua Swan – withdrew his application 4/29/19 – he sensed God leading him away from street ministry
- Samuel McNair – waiting on one more reference, then will do background and credit checks. They are working on debt reduction. Would like for Samuel to team up with the Burley's when they get back to Florida.
- Kent Blablock – still working on application (possibly ask him to team up with two SET students from Greenville, SC area.
- Lucas Rife – on missions' trip in France this summer – looking to graduate 2021.
- Jacob Thompson – trained at Forcey Bible Church under Zane Dempsey and expressed an interest in joining OAC. Graduated high school two years ago. Still needs to grow in life experience before I encourage him to fill out contact card.
- Pat & May Anderson – took Baltimore SET together. Pat is in mortgage financing and has expressed interest in OAC in the past. With his wife taking SET with him, there may be potential here.

Baltimore SET

- Had 12 mature students – very dynamic week
- John Wardlaw & Brian Dunlap are on opposite sides of Greenville, SC. John met Dan Beaudoin while preaching in CA (who prompted him to come to SET). I wrote to Kent asking if he thought it possible to do ministry in Greenville (about 2 hours south of him).

Missions Conferences

- National African American Missions Conference – trained over 30 youth and young adults with the assistance of Hugh Holmes, Outreach Director for New Song Bible Fellowship.
- Woodstream Church – potential of working with youth in this church.

Institutional / academic connections

- Moody Bible Institute – Dr. Eric Redmond is a professor at Moody whom I know from WBC/CBS days. He invited me to come out and introduce me to people to seek possibility of getting sketchboard evangelism started up there again.

OACUSA Website Development

- Jeff Clausman and I met to discuss next steps in creating Branch pages within the OACUSA website. I will be discussing this with the MT in our next meeting.
 - Please see the RFP following this report that I sent out to several website developers
 - Bottom line – we are so small, no one wanted to take us on, except Jeff Clausen

OACUSA Social Media

- Active Facebook pages
 - OACUSA
 - Baltimore-Washington Branch
 - Bay Area - CA
 - Boston
 - Central Services
 - Michigan
 - Nashville
 - New Hampshire
 - Western PA
- Branch Directors active in Facebook but have not established a page yet
 - Southern CA (Frank)
 - Dallas (Rick & Dovie (Dovie is the active one)
 - Quad Cities, IA (Steve & Connie Johnson)
- Twitter
 - Mark Sohmer – promotes Luke-15.org through this media platform
 - Zane Dempsie – inactive
- Websites yet to be converted to OAC exclusively
 - Mark Sohmer – Luke-15.org – Mark said he would get to it when not busy
 - Dan Beaudion – Your Soul Matters - yoursoulmatters.org directs one to dan.livethegospel.net (at least he displays the proper OACUSA logo!
 - Steve and Connie Johnson – ianaministry.com (I am not ashamed Ministry) – at least they represent OAC well on their website (proper logo – well placed)



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

The summer has been very busy, and we still do not have a buyer for our home nor are we sure where our next home will be. We also are still in need of an office location. Our home church, First Baptist of Weymouth, has agreed to house our ministry teams this summer.

Here are some priority items of update and for prayer

- * June 22-29 is our family consecration week in New Hampshire. Twenty of us will be under the same roof for a week. It is the highlight of our year.
- * July 8-12 working with Mayflower Congregational in Plymouth at 4:00 pm and Winthrop St. Baptist in Taunton at 6:30pm. OAC staff Mike Wilson will be bringing a team from Michigan and Liberty student Elijah Southwick will assist.
- * July 15-19 working with Calvary Baptist in Dedham. OAC staff Brian Harmon will be bringing a team from Michigan and Elijah will assist.
- * July 22-28 working with Calvary Chapel in Boston. Coraly Gonzalez and Elijah from Liberty and OAC staff Erin Chervenak will assist.
- * July 29-August 2 working with First Baptist in Weymouth. Youth group from Weymouth and Elijah will assist.
- * August 5-9 working with Family Life Fellowship in Boston. Team from Morrill Baptist Maine will assist.
- * August 17-23 Camp Peniel Nova Scotia. Taking up seven inner-city teens.
- * June 17-21 working with Second Church in Boston. Liberty student Madison Brown and OAC staff Ed Neimann will assist.



Request for Proposal Website Development & SEO

Please bid on the following items:

1. Recommend optimizing look and navigation of [OASUSA](#)
 - a. Create main page, listing each OACUSA Branch, – see [OACI](#) as example.
 - i. OACI lists each country with link to national page
 - ii. OACUSA has 17 Branches – would like to mirror OACI concept
2. Create a template requirement for Branch websites to follow
 - a. i.e. - boston.oacusa.org or baltimore.oacusa.org
3. Create the Baltimore branch website

Respond with proposal pricing to:

Tom Fox

tom.fox@oaci.org

Member, Board of Directors OACUSA

Director, Baltimore-Washington Branch

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through June, 2019

OAC Staff Support Percentage Summary - 2019

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Paul and Carmina Adams
Monthly Top = 6599

Appointed to OAC staff in 1996

January	174%
February	87%
March	87%
April	118%
May	69%
June	114%

Year-To-Date Support Average = 108%

Frank Baldus
Monthly Top = 4950

Appointed to OAC staff in 2011

January	51%
February	29%
March	45%
April	27%
May	30%
June	57%

Year-To-Date Support Average = 40%

Dan & Rebecca Beaudoin
Monthly Top = 6904

Appointed to OAC staff in 2015

January	30%
February	29%
March	33%
April	71%
May	44%
June	43%

Year-To-Date Support Average = 42%

David and Joy Braun
Monthly Top = 6599

Appointed to OAC staff in 1985

January	50%
February	13%
March	25%
April	16%
May	16%
June	24%

Year-To-Date Support Average = 24%

Eric and Diane Briscoe
Monthly Top = 6599

Appointed to OAC staff in 1982

January	159%
February	93%
March	71%
April	60%
May	76%
June	107%

Year-To-Date Support Average = 94%

Richard & Diane Burley
Monthly Top = 6599

Appointed to OAC staff in 2002

January	135%
February	27%
March	36%
April	33%
May	9%
June	0%

Year-To-Date Support Average = 40%

Michael & Renae Bussen
Monthly Top = 6599

Appointed to OAC staff in 1991

January	109%
February	112%
March	53%
April	74%
May	77%
June	73%

Year-To-Date Support Average = 83%

Erin Chervenak
Monthly Top = 4950

Appointed to OAC staff in 2015

January	28%
February	17%
March	22%
April	-2%
May	21%
June	8%

Year-To-Date Support Average = 16%

John and Sue Cutlip
Monthly Top = 7391

Appointed to OAC staff in 1980

January	89%
February	64%
March	49%
April	72%
May	37%
June	54%

Year-To-Date Support Average = 61%

Zane & Laurie Dempsie
Monthly Top = 8071

Appointed to OAC staff in 2008

January	51%
February	50%
March	40%
April	41%
May	35%
June	46%

Year-To-Date Support Average = 44%

Bob and Deidra Ewerth

Appointed to OAC staff in 1976

Monthly Top = 6599

January	42%
February	71%
March	16%
April	34%
May	46%
June	54%

Year-To-Date Support Average = 44%

Tom and Barbara Fox

Appointed to OAC staff in 2009

Monthly Top = 6599

January	27%
February	26%
March	33%
April	24%
May	37%
June	28%

Year-To-Date Support Average = 29%

Brian & Kimberlee Harmon

Appointed to OAC staff in 2010

Monthly Top = 8240

January	306%
February	91%
March	84%
April	105%
May	117%
June	130%

Year-To-Date Support Average = 139%

Russ Hodder

Appointed to OAC staff in 1977

Monthly Top = 4950

January	119%
February	71%
March	70%
April	66%
May	67%
June	68%

Year-To-Date Support Average = 77%

Rebecca Jefferson

Appointed to OAC staff in 2015

Monthly Top = 4950

January	20%
February	12%
March	12%
April	16%
May	27%
June	19%

Year-To-Date Support Average = 18%

Steve & Connie Johnson
Monthly Top = 6599

Appointed to OAC staff in 2015

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

Year-To-Date Support Average = 1%

Jeff & Kelli Karlich
Monthly Top = 7205

Appointed to OAC staff in 2018

January	7%
February	7%
March	7%

Year-To-Date Support Average = 7%

Mark & Angela Kennedy
Monthly Top = 6751

Appointed to OAC staff in 2004

January	23%
February	38%
March	19%
April	30%
May	35%
June	20%

Year-To-Date Support Average = 28%

Carol King
Monthly Top = 4950

Appointed to OAC staff in 2009

January	16%
February	0%
March	16%
April	19%
May	30%
June	20%

Year-To-Date Support Average = 17%

Sue MacNeil
Monthly Top = 4950

Appointed to OAC staff in 2000

January	7%
February	11%
March	7%
April	9%
May	9%
June	10%

Year-To-Date Support Average = 9%

OAC Staff Support Percentage Summary - 2019

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Chris & Bonnie McKinley
Monthly Top = 6904

Appointed to OAC staff in 2016

January	6%
February	8%
March	8%
April	11%
May	11%
June	8%

Year-To-Date Support Average = 9%

Juan & Dawn Monzon
Monthly Top = 7205

Appointed to OAC staff in 1991

January	1%
February	0%
March	0%
April	8%
May	2%
June	0%

Year-To-Date Support Average = 2%

Rick and Dovie Moore
Monthly Top = 6599

Appointed to OAC staff in 2007

January	64%
February	39%
March	47%
April	37%
May	44%
June	42%

Year-To-Date Support Average = 46%

Betty Naggy-Masten
Monthly Top = 6599

Appointed to OAC staff in 1970

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

Year-To-Date Support Average = 1%

Ed & Debbie Neimann
Monthly Top = 6599

Appointed to OAC staff in 2016

January	0%
February	0%
March	0%
April	13%
May	15%
June	31%

Year-To-Date Support Average = 10%

OAC Staff Support Percentage Summary - 2019

Peter and Isabel O'Driscoll

Appointed to OAC staff in 1996

Monthly Top = 7055

January	105%
February	11%
March	24%
April	4%
May	27%
June	17%

Year-To-Date Support Average = 31%

Chuck Phelps

Appointed to OAC staff in 1970

Monthly Top = 4950

January	21%
February	21%
March	21%
April	22%
May	21%
June	22%

Year-To-Date Support Average = 21%

Jay Ricci

Appointed to OAC staff in 2018

Monthly Top = 4950

January	12%
February	4%
March	2%
April	3%
May	1%
June	2%

Year-To-Date Support Average = 4%

John and Becky Risner

Appointed to OAC staff in 2018

Monthly Top = 7055

January	20%
February	56%
March	26%
April	25%
May	25%
June	26%

Year-To-Date Support Average = 30%

Mark & Shelby Sohmer

Appointed to OAC staff in 2010

Monthly Top = 7205

January	250%
February	174%
March	126%
April	141%
May	93%
June	223%

Year-To-Date Support Average = 168%

Ken & Kathy Teeter
Monthly Top = 6599

Appointed to OAC staff in 2011

January	27%
February	23%
March	32%
April	34%
May	22%
June	25%

Year-To-Date Support Average = 27%

Karen Williams
Monthly Top = 6599

Appointed to OAC staff in 1984

January	69%
February	10%
March	15%
April	27%
May	9%
June	10%

Year-To-Date Support Average = 23%

Mike & Christine Wilson
Monthly Top = 7205

Appointed to OAC staff in 2016

January	11%
February	9%
March	8%
April	35%
May	8%
June	11%

Year-To-Date Support Average = 14%

Chip & Kim Wolfe
Monthly Top = 7390

Appointed to OAC staff in 2000

January	54%
February	46%
March	54%
April	47%
May	39%
June	48%

Year-To-Date Support Average = 48%

Open Air Campaigners 2nd Quarter 2019 Inventory Valuation Summary

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	24	50.00	1,200.00
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	12	195.00	2,340.00
box (Paint Box)	Paint Box	466	7.00	3,262.00
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	67	2.00	134.00
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)	412	3.00	1,236.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	243	8.00	1,944.00
ct (Chalk & Talk)	Chalk & Talk	104	5.00	520.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	Miss Karen "Get Out of the Boat" DVD	21	15.00	315.00
dvdol (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	56	10.00	560.00
dvdsm (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	25	10.00	250.00
ec (EvangCube Object Lesson)	EvangCube Object Lesson	88	6.00	528.00
eccp (EvangCube Carry Pouch)	EvangCube Carry Pouch	10	8.00	80.00
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	25	5.00	125.00
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)	50	10.00	500.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	25	10.00	250.00
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)	47	10.00	470.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	28	10.00	280.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	22	150.00	3,300.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	111	5.00	555.00
gve (Gospel Visual Effects)	Gospel Visual Effects	31	5.00	155.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	40	12.00	480.00
hbb (Holy Bible BLANK edition)	Holy Bible BLANK edition	18	6.00	108.00
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	8	18.00	144.00
hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth warehouse)	Portable Hand-Held Board Carry Pouch - Nazareth warehouse	4	18.00	72.00
hiaj (Heaven In A Jar)	Heaven In A Jar	111	5.00	555.00
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	39	2.00	78.00
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	249	5.00	1,245.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	224	6.00	1,344.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	690	0.25	172.50
pb (Paint Brush)	Paint Brush	542	8.50	4,607.00
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)	46	5.00	230.00
PS (Board message pre-sketch)	Board message pre-sketch	178	5.00	890.00
RANS (Rich Art BLACK quart)	Rich Art BLACK quart	262	25.00	6,550.00
RAS (Rich Art BLACK quart)	Rich Art BLACK quart	247	20.00	4,940.00
rppblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	30	7.00	210.00
rppblu (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	39	7.00	273.00
rppgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	36	7.00	252.00
rpprd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	34	7.00	238.00
rppyw (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	64	7.00	448.00
rpqblk (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	15	10.00	150.00
rpqblue (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	70	10.00	700.00
rpqgreen (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	32	10.00	320.00
rpqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	45	10.00	450.00
rpqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	30	10.00	300.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	50	4.00	200.00
sm (Sketchboard Messages)	Sketchboard Messages	442	6.00	2,652.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	34	6.00	204.00
st (Sketch & Tell)	Sketch & Tell	21	6.00	126.00

Open Air Campaigners 2nd Quarter 2019 Inventory Valuation Summary

	Item Description	On Hand	Sales Price	Retail Value
STEPSNS (Counseling Booklets*)	Counseling Booklets*	15,812	0.25	3,953.00
STEPSS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	13,714	0.12	1,645.68
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	100	8.00	800.00
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	196	3.00	588.00
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)	6	12.00	72.00
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	1,316	2.00	2,632.00
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	112	2.00	224.00
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	30	0.50	15.00
yep (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	222	6.00	1,332.00
Total Inventory		38,188		63,457.93
TOTAL		38,188		63,457.93

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	2,198			\$ 6,599	(12,401)
Goods Sold	20,000	2,230	5,149			\$ 7,379	(12,621)
Shipping Income	4,000	608	1,020			\$ 1,628	(2,372)
Orientation-Candidate School	500	-	-			\$ -	(500)
Seminars (SET)	2,000	250	3,637			\$ 3,887	1,887
Service Charge	150,000	32938	35,288			\$ 68,226	(81,774)
Staff Conference	-	-	-			\$ -	0
Reimbursement income	16,000	1209	2,930			\$ 4,139	(11,861)
Misc (interest income, etc)	700	1,218	1,245			\$ 2,463	1,763
TOTAL NOF INCOME	\$ 212,200	\$ 42,854	\$ 51,467	\$ -	\$ -	\$ 94,321	(117,879)
NOF EXPENSES							
Affiliation (ECFA / OACI)	6,400	1,200	2,350			\$ 3,550	(2,850)
Assist / Encourage & Train Staff	800	384	504			\$ 888	88
Audit	8,000	-	-			\$ -	(8,000)
Branch Development (Directors meetings, etc)	-	514	-			\$ 514	514
Cost of Goods Sold	12,500	5718	853			\$ 6,571	(5,929)
Evangelism & Discipleship	500	139	54			\$ 193	(307)
Bank & other fees	17,000	4,570	5,260			\$ 9,830	(7,170)
Insurance (Multi-Peril)	3,000	-	3,181			\$ 3,181	181
Insurance (Workman's Comp)	4,500	1029	948			\$ 1,977	(2,523)
Meetings (Board / Management Team)	1,000	-	460			\$ 460	(540)
Miscellaneous	-	-	-			\$ -	0
Office Supply / Equipment / Repair	13,000	4844	13304			\$ 18,148	5,148
Orientation / Candidate School	500	-	-			\$ -	(500)
Payroll Taxes	70,000	14135	14508			\$ 28,643	(41,357)
Communication (Phone/web/social media)	5,000	1742	1,461			\$ 3,203	(1,797)
Postage	6,500	938	1,046			\$ 1,984	(4,516)
Promotion	4,000	9279	326			\$ 9,605	5,605
Reimbursement expenses	6,000	1162	985			\$ 2,147	(3,853)
Rent	17,000	3358	3,214			\$ 6,572	(10,428)
Seminars	2,000	19	1,916			\$ 1,935	(65)
Shipping / Handling	5,000	600	950			\$ 1,550	(3,450)
Staff Conference	-	-	-			\$ -	0
Travel	13,000	1800	2,647			\$ 4,447	(8,553)
Van Maintenance / Repairs	4,500	2828	1,880			\$ 4,708	208
TOTAL NOF EXPENSES	200,200	54,259	55,847	0	0	\$ 110,106	(90,094)
		(11,405)	(4,380)	0	0	(15,785)	

Includes \$8800 wide angle printer purchase approved by board after budget was created

Includes \$8400 to purchase tabletop displays for all branches

Inc. minus exp.



OPEN AIR CAMPAIGNERS - USA

CASH FLOW SUMMARY AS OF 6/25/2019

CASH IN THE BANK =	\$	568,337
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BB&T Checking	\$	19,443
Lafayette Checking	\$	112,556
PayPal	\$	36
PNC Checking	\$	57,612
Schwab - Endowment	\$	167,319
Money Market	\$	211,371
	\$	<u>568,337</u>

Designated For Staff & Branch Use =	\$	198,220
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In Checking	\$	197,820
In Money Market	\$	<u>400</u>

Available For Immediate NOF Use =	\$	370,117	<small>Gross amount available</small>
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\$	(5,201)	Committed to Boston SET
\$	(3,140)	Committed to DC SET
\$	(10,000)	Committed for Staff Assistance
\$	(15,000)	Committed to Rainy Day Fund
\$	-	
\$	(167,319)	Duffecy Endowment funds in Schwab
\$	725	Coming back to us next month from staff bills we paid on their behalf this month

\$	170,182	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