

Open Air Campaigners Management Team Report



Quarter 1, 2024
(January - March)

SUMMARY REPORT FROM CENTRAL SERVICES

JOHN CUTLIP (PENNSYLVANIA)



In addition to the daily ongoing ministry tasks attended to during this quarter, a number of special projects here at Central Services also took place including:

- * Constructed more chemical cross object lessons packets for our supplies inventory.
- * Represented OAC at a missions conference weekend in Northeast Ohio.
- * Took my utility trailer out to central Pennsylvania and picked up a large number of supplies Chip Wolfe built for our inventory (chemical crosses, folding sketchboards, and blacklight units).
- * Met with our current payroll company representative from Isolved (formerly JetPay) and went over various service options they offer in addition to payroll processing should we ever have the need.
- * Researched alternative wireless scanner systems to replace current ones we have in place when the time comes.
- * Worked with our online giving platform company (Ministry Link) to successfully migrate our online giving to a new system as a final step in their upgrading protocol.
- * Revised assembly instructions for our board kits and folding sketchboards.
- * Worked on establishing an online download area (oacstaff.com/downloads) or easy access of often-used documents.

We were blessed this quarter by receiving a major donation of \$70,000 from a long-time friend of the OAC ministry who loves this work and rememberd us in their estate. As per our policy, half went into our Duffecy Memorial account to help with future needs and the other half into our National Operating Fund to help with current needs as they arise.

Some in-house information follow these Management Team reports to keep you in the loop which nclude:

- Staff support percentage details
- Inventory valuation for open-air supplies we have on hand to sell
- Budget summary detail report for the current year
- Current Cash Flow report

SUMMARY REPORT FROM FIELD DIRECTOR BRIAN HARMON:



Michigan Branch: Today (04-22-2024) we started a Bible lunch program at Fulton Middle/High School. Currently, I am teaching at seven public school lunch hours each week and 1 Christian co-op. Scott Domont is also teaching at six Bible lunch-hour programs each week. These schools are located on the west side of the state. Praising the Lord for these open doors! Mike Wilson has been faithfully doing college ministry at WMU and CMU each week, along with a school program in Kalamazoo. He helped me two weeks ago with a training in a local church. Mike is struggling financially and needs to find supplemental work.

Tom Fox update: Tom and Carmen are married and back to full-time ministry after their month break. It was a joy to celebrate with them at their wedding (March 16th 2024).

Tampa Branch: Saturday, I returned home from a week in Tampa. I took a team of 14 from a church in Michigan. It was a blessed week! Richard and Diane are faithfully serving there and in a healthy relationship with their local church. Diane is struggling with health issues. Due to her needs, I have encouraged them to take a sabbatical until July 1st to focus on their health.

Miami Mission Trip w/Liberty University: Eric Briscoe and Richard Burley have both commented on the quality of the participants from Liberty this year. The week was a blessing and successful.

Staff in general: Many of our staff are not at full support. This is a need. Some are still working with Kingdom Come Training to help in their efforts. The overall spiritual, mental, physical, emotional, relational health of our staff seems to be good. The reports from our staff is that they are confident of their call and pursuing the will of the Lord in their lives and ministry.

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

SUMMARY REPORT FROM PERSONNEL DEVELOPMENT

TOM FOX



Carmen and I were married on 3/16/23 and enjoyed 4 weeks off (OACUSA Policy) for our honeymoon. I was off from 3/17/24 to 4/13/24.

Contact Cards:

- Matthew Foer, Annapolis, MD submitted a contact card on 3/27/23.

Applications:

- Moises & Barbara Escobar: On 2/13/24, I conducted a Zoom meeting with the Escobar's. Prior to coming on staff, they have some debt to pay off and intend to pay it down by refinancing their home. They are unable to attend ORCAN this year (no vacation time from work) and plan to do so in 2025.

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

- MPSD
 - o Update on [Kingdom Come Training](#) to equip our staff to be fully funded:
 - ♣ McKinney
 - at the end of Q4 year-to-date average was 52%
 - they rejoined coaching again in January and their Q1 support was up to a year-to-date average of 57% (their high was 69% in March)
- NTD
 - o SET 2024 – Baltimore SET is scheduled for July 8 through 12 (check-in on 7/7, check-out will be 7/13)
 - ♣ Three people are currently registered for SET.
 - ♣ I have spoken with a couple more individuals who are considering registering.

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

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

Recruitment: Upon my request, Scott & Christine Domont represented OACUSA at the Emmaus Bible College Christian Ministries Seminar 2/5 - 2/6/24. Scott was able to speak in a couple classes and renew connections that were made at Emmaus in the past.

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through March, 2024

Paul and Carmina Adams
Monthly Top = \$6,810

Appointed to OAC staff in 1996

January **188%**
February **94%**
March **120%**

Year-To-Date Support Average = 134%

Frank Baldus
Monthly Top = \$5,108

Appointed to OAC staff in 2011

January **145%**
February **48%**
March **61%**

Year-To-Date Support Average = 85%

Dan & Rebecca Beaudoin
Monthly Top = \$7,125

Appointed to OAC staff in 2015

January **75%**
February **65%**
March **46%**

Year-To-Date Support Average = 62%

David and Joy Braun
Monthly Top = \$6,810

Appointed to OAC staff in 1985

January **130%**
February **13%**
March **13%**

Year-To-Date Support Average = 52%

Eric and Diane Briscoe
Monthly Top = \$6,810

Appointed to OAC staff in 1982

January **151%**
February **104%**
March **125%**

Year-To-Date Support Average = 127%

Richard & Diane Burley
Monthly Top = \$6,810

Appointed to OAC staff in 2002

January **54%**
February **51%**
March **42%**

Year-To-Date Support Average = 49%

Michael & Renae Bussen
Monthly Top = \$6,810

Appointed to OAC staff in 1990

January **79%**
February **89%**
March **197%**

Year-To-Date Support Average = 122%

Erin Chervenak

Appointed to OAC staff in 2015

Monthly Top = \$5,108

January	79%
February	77%
March	63%

Year-To-Date Support Average = 73%

Rebecca & Jimmy Coates

Appointed to OAC staff in 2015

Monthly Top = \$5,108

January	27%
February	24%
March	15%

Year-To-Date Support Average = 22%

John and Sue Cutlip

Appointed to OAC staff in 1980

Monthly Top = \$9,500

January	161%
February	113%
March	88%

Year-To-Date Support Average = 121%

Zane & Laurie Dempsie

Appointed to OAC staff in 2008

Monthly Top = \$8,329

January	83%
February	54%
March	52%

Year-To-Date Support Average = 63%

Scott & Christine Domont

Appointed to OAC staff in 2021

Monthly Top = \$7,747

January	160%
February	114%
March	103%

Year-To-Date Support Average = 126%

Tom & Carmen Fox

Appointed to OAC staff in 2009

Monthly Top = \$5,108

March	36%
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Year-To-Date Support Average = 36%

Brian & Kimberlee Harmon

Appointed to OAC staff in 2010

Monthly Top = \$12,384

January	361%
February	82%
March	147%

Year-To-Date Support Average = 197%

Ryan & Tasia Itzel
Monthly Top = \$6,966

Appointed to OAC staff in 2020

January **101%**
February **75%**
March **76%**

Year-To-Date Support Average = 84%

Steve & Connie Johnson
Monthly Top = \$6,810

Appointed to OAC staff in 2015

January **1%**
February **1%**
March **1%**

Year-To-Date Support Average = 1%

Mark & Angela Kennedy
Monthly Top = \$6,967

Appointed to OAC staff in 2004

January **72%**
February **55%**
March **54%**

Year-To-Date Support Average = 60%

Chris & Bonnie McKinley
Monthly Top = \$7,125

Appointed to OAC staff in 2016

January **63%**
February **40%**
March **69%**

Year-To-Date Support Average = 57%

Juan & Dawn Monzon
Monthly Top = \$7,436

Appointed to OAC staff in 1990

January **1%**
February **1%**
March **1%**

Year-To-Date Support Average = 1%

Rick and Dovie Moore
Monthly Top = \$6,810

Appointed to OAC staff in 2007

January **84%**
February **73%**
March **42%**

Year-To-Date Support Average = 66%

Ed & Debbie Neimann
Monthly Top = \$6,810

Appointed to OAC staff in 2016

January **33%**
February **13%**
March **18%**

Year-To-Date Support Average = 21%

Peter and Isabel O'Driscoll

Appointed to OAC staff in 1996

Monthly Top = \$7,281

January	69%
February	29%
March	18%

Year-To-Date Support Average = 39%

Brenten & Lena Powers

Appointed to OAC staff in 2020

Monthly Top = \$7,740

January	63%
February	36%
March	32%

Year-To-Date Support Average = 44%

Ken & Kathy Teeter

Appointed to OAC staff in 2011

Monthly Top = \$6,810

January	29%
February	26%
March	34%

Year-To-Date Support Average = 30%

Karen Williams

Appointed to OAC staff in 1984

Monthly Top = \$6,810

January	41%
February	12%
March	9%

Year-To-Date Support Average = 21%

Mike & Christine Wilson

Appointed to OAC staff in 2016

Monthly Top = \$7,436

January	9%
February	9%
March	17%

Year-To-Date Support Average = 12%

Chip & Kim Wolfe

Appointed to OAC staff in 2000

Monthly Top = \$7,626

January	61%
February	45%
March	66%

Year-To-Date Support Average = 57%

Open Air Campaigners
2024 Inventory Valuation Summary
Quarter 01

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	22	70.00	1,540.00
BLU (via Wolfe) (LED Blacklight Unit - Central PA warehouse)	LED Blacklight Unit - Central PA warehouse	19	200.00	3,800.00
bts (Ball to Square)	Ball to Square	3	6.00	18.00
cb (Checks & Balances Object Lesson)	Checks & Balances Object Lesson	55	2.00	110.00
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)	271	3.00	813.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	49	10.00	490.00
ct (Chalk & Talk)	Chalk & Talk	88	5.00	440.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	Miss Karen "Get Out of the Boat" DVD	19	15.00	285.00
dvdol (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	46	10.00	460.00
dvdsm (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	16	10.00	160.00
ec (EvanGcube Object Lesson)	EvanGcube Object Lesson	14	6.00	84.00
ecpp (EvanGcube Carry Pouch)	EvanGcube Carry Pouch	8	8.00	64.00
eccpws (EvanGcube carry pouch / WITH CARRY STRAP)	EvanGcube carry pouch / WITH CARRY STRAP	2	8.00	16.00
eckc (EvanGcube Key Chain)	EvanGcube Key Chain	20	6.00	120.00
fb (Fisherman's Basket)	Fisherman's Basket	202	10.00	2,020.00
fol (Film of Life)	Film of Life	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	Pint of Fluorescent Concentrate (Blue)	47	10.00	470.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	45	10.00	450.00
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)	50	10.00	500.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	52	10.00	520.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	8	200.00	1,600.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	98	5.00	490.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	26	12.00	312.00
hbb (Holy Bible BLANK edition)	Holy Bible BLANK edition	40	6.00	240.00
hhb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	Portable Hand-Held Board - Nazareth warehouse	6	18.00	108.00
hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth ware...	Portable Hand-Held Board Carry Pouch - Nazareth wareho...	2	18.00	36.00
hij (Heaven In A Jar)	Heaven In A Jar	84	5.00	420.00
is (Indian Symbols Tell The Gospel)	Indian Symbols Tell The Gospel	263	5.00	1,315.00
itg (Illustrating The Gospel)	Illustrating The Gospel	71	5.00	355.00
lol (Loop of Life Object Lesson)	Loop of Life Object Lesson	173	2.00	346.00
loli (Loop of Life Instruction Booklet)	Loop of Life Instruction Booklet	10	0.25	2.50
LTLW (Living The Last Words of Jesus book)	Living The Last Words of Jesus book	20	25.00	500.00
mpk (Modified Paint Kit)	Modified Paint Kit	18	50.00	900.00
oae (Open Air Evangelism)	Open Air Evangelism	239	5.00	1,195.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	214	6.00	1,284.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	3,427	0.25	856.75
pb (Paint Brush)	Paint Brush	187	8.50	1,589.50
pbHARRIS (Paint Brush)	Paint Brush	3	5.00	15.00
pod-public (Problem of Death tract)	Problem of Death tract	4,623	0.40	1,849.20
pod-staff (Problem of Death tract - OAC staff discount applied)	Problem of Death tract - OAC staff discount applied	4,390	0.35	1,536.50
ppblack (Powdered Paint (Black))	Powdered Paint (Black)	25	5.00	125.00
RANS (Rich Art BLACK quart)	Rich Art BLACK quart	200	25.00	5,000.00
RAS (Rich Art BLACK quart (Special staff pricing))	Rich Art BLACK quart (Special staff pricing)	169	20.00	3,380.00
RGN (The Really Great News of the Bible booklet)	The Really Great News of the Bible booklet	337	1.00	337.00
rppblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	58	7.00	406.00
rppblu (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	23	7.00	161.00
rppgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	36	7.00	252.00
rpprd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	22	7.00	154.00
rppyw (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	72	7.00	504.00
rpqblk (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	60	13.00	780.00
rpqblue (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	45	13.00	585.00
rpqgreen (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	37	13.00	481.00
rpqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	58	13.00	754.00
rpqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	26	13.00	338.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	21	4.00	84.00
RWG (How To Have The Relationship With God You Really Need booklet)	How To Have The Relationship With God You Really Nee...	446	1.00	446.00
sm (Sketchboard Messages)	Sketchboard Messages	389	6.00	2,334.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	32	6.00	192.00
st (Sketch & Tell)	Sketch & Tell	182	6.00	1,092.00
STEPSNS (Counseling Booklets*)	Counseling Booklets*	13,505	0.25	3,376.25
STEPS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	9,614	0.12	1,153.68
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	65	8.00	520.00
tcts (The Church Team (SPANISH))	The Church Team (SPANISH)	63	3.00	189.00
tes (The Evangelist (SPANISH))	The Evangelist (SPANISH)	7	4.00	28.00
tf (The Fool Flashcard Story Set)	The Fool Flashcard Story Set	14	20.00	280.00
tl (Three LOOPS Object Lesson)	Three LOOPS Object Lesson	93	3.00	279.00
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)	15	12.00	180.00
tm3 (Training Manual (Three-Week Edition))	Training Manual (Three-Week Edition)	21	20.00	420.00
tr (Three ROPES Object Lesson)	Three ROPES Object Lesson	1,028	2.00	2,056.00
tri (Three ROPES Instruction Booklet)	Three ROPES Instruction Booklet	105	0.25	26.25
tw (Truceless Warfare Advances)	Truceless Warfare Advances	10	8.00	80.00
uq (Ultimate Questions Booklet)	Ultimate Questions Booklet	83	2.00	166.00
WB (The Wonderful Wordless Bible)	The Wonderful Wordless Bible	5	2.00	10.00
WBS (The Wonderful Wordless Bible - Small Edition)	The Wonderful Wordless Bible - Small Edition	50	0.50	25.00
yep (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	218	6.00	1,308.00
Total Inventory		42,348		55,352.13
TOTAL		42,348		55,352.13

Open Air Campaigners – USA
Quarterly Budget Overview - National Operating Fund (NOF)
2024

	Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
NOF INCOME							
NOF related	30,000	33,985				\$ 33,985	3,985
Goods Sold	9,000	2,930				\$ 2,930	(6,070)
Shipping Income	2,000	689				\$ 689	(1,311)
Orientation-Candidate School	1,000	-				\$ -	(1,000)
MPSD	-	800				\$ 800	800
Service Charge	160,000	41,847				\$ 41,847	(118,153)
Staff Conference	-	750				\$ 750	750
Reimbursement income	12,000	3,246				\$ 3,246	(8,754)
Misc (interest income, etc)	10,000	5,564				\$ 5,564	(4,436)
TOTAL NOF INCOME	\$ 224,000	\$ 89,811	\$ -	\$ -	\$ -	\$ 89,811	(134,189)
NOF EXPENSES							
Affiliation (ECFA / OACI)	7,000	1,500				\$ 1,500	(5,500)
Assist / Encourage & Train Staff	1,500	412				\$ 412	(1,088)
Audit	9,000					\$ -	(9,000)
Branch Development (Directors meetings, etc)	5,000					\$ -	(5,000)
Cost of Goods Sold	6,000	918				\$ 918	(5,082)
Evangelism & Discipleship	-					\$ -	0
Bank & other fees	25,000	7,084				\$ 7,084	(17,916)
Insurance (Multi-Peril)	4,500	3,875				\$ 3,875	(625)
Insurance (Workman's Comp)	5,000	998				\$ 998	(4,002)
Meetings (Board / Management Team)	2,000					\$ -	(2,000)
Miscellaneous	-					\$ -	0
MPSD	-	350				\$ 350	350
Office Supply / Equipment / Repair	17,000	2,061				\$ 2,061	(14,939)
Orientation / Candidate School	1,000					\$ -	(1,000)
Payroll Taxes	95,000	22,797				\$ 22,797	(72,203)
Communication (Phone/web/social media)	6,000	1,644				\$ 1,644	(4,356)
Postage	5,000	2,044				\$ 2,044	(2,956)
Promotion	1,000	195				\$ 195	(805)
Reimbursement expenses	6,000	755				\$ 755	(5,245)
Rent	13,000	2,993				\$ 2,993	(10,007)
Shipping / Handling	4,000	975				\$ 975	(3,025)
Staff Conference	-	-				\$ -	0
Travel	11,000	4,034				\$ 4,034	(6,966)
TOTAL NOF EXPENSES	224,000	52,635	0	0	0	\$ 52,635	(171,365)
		37,176	0	0	0	37,176	

Inc. minus exp.



Report for:
March, 2024

CASH IN THE BANK = \$ 794,408

Truist Checking	\$ 14,896
Fulton Checking	\$ 114,064
PayPal	\$ 6,072
PNC Checking	\$ 1,499
Schwab - Endowment	\$ 373,559
Money Market	\$ 284,318
	\$ 794,408

Designated For Staff & Branch Use = \$ 242,424

Available For Immediate NOF Use = \$ 551,983

Committed to Short Term Branch Ministry	\$ (62)
Duffecy Endowment funds on hand	\$ (374,665)
Committed to MPSD-NTD	\$ (10,922)
Committed to Rainy Day Fund	\$ (15,000)
Committed for Staff Assistance	\$ (10,000)
Coming back to us next month from staff bills we paid on their behalf this month	\$ 185
NOF committed funding	\$ (410,464)
Net cash available for national use (ie not designated for anything else)	\$ 141,519
Duffecy Endowment Pledges not yet received - Future Income	\$ 700,000