

# OAC Management Team Report

Quarter 3, 2017 (July - September)

**Eric Briscoe:** Field Director (Boston, MA)

**John Cutlip:** Central Services (Nazareth, PA)

**Bob Ewerth:** Personnel & Development (Philadelphia, PA)

Dear Board,

During the past three months, Eric Briscoe has continued with his ministry of evangelism in Boston as well as traveling to visit various staff members and hosted our Branch Director's conference September 27 - October 2 at his home in Boston.

Bob Ewerth reports the following:

1. Combined Sunday School program at Olive Street Pres
2. Geiger Memorial Church am speaker
3. Three baseball chapel presentations with the sketchboard
4. Echo Ranch Bible Camp Colt camp speaker for the week
5. Two kids back pack give away programs with Joe Toy
6. Represented O.A.C. at Cairn University
7. Christian school chapel. Open Door Christian Academy
8. 4 1/2 hours of open air work at a country fair
9. Tom Fox and I represented O.A.C. at a pastor's conference at Davis College
10. 3 1/2 hours of open air work at Roslyn Day with my home church
11. O.A.C. directors conference in Boston

In addition, on the national level, Bob has continued his activity of personally visiting potential donors who are considering our James Duffecy Memorial Fund. During this quarter, one-time cash gifts of \$5630.00 were received making our total cash in hand for this project \$8,605.00 at the present time. Bob's update to us at our recent Branch Director's conference revealed that the total pledged amount so far for this account is about \$550,000 for which we praise the Lord. Our goal is two million so we are well on the way.

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

- \* Current incoming support levels received from donors for our staff
- \* Web visit stats
- \* Inventory valuation for open-air supplies we have on hand to sell
- \* Budget Summary detail report
- \* Current Cash Flow report
- \* Copy of our annual audit along with Form 990 and letter to the audit committee from the CPA office. We are pleased to report a healthy financial picture of our mission at this time.

We are also thankful that this quarter on the national level, we spent under budget by \$7,914 so being in the black is a blessing for which we will continue to strive in our day-to-day running of the work.

# **Open Air Campaigners**

**CONFIDENTIAL**

**Staff Support %**

From January through September, 2017

**Paul and Carmina Adams**

Appointed to OAC staff in 1996

Monthly Top = 6584

<b>January</b>	<b>209%</b>
<b>February</b>	<b>78%</b>
<b>March</b>	<b>53%</b>
<b>April</b>	<b>130%</b>
<b>May</b>	<b>102%</b>
<b>June</b>	<b>137%</b>
<b>July</b>	<b>103%</b>
<b>August</b>	<b>85%</b>
<b>September</b>	<b>118%</b>

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**Year-To-Date Support Average = 113%**

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**Frank Baldus**

Appointed to OAC staff in 2011

Monthly Top = 4721

<b>January</b>	<b>49%</b>
<b>February</b>	<b>50%</b>
<b>March</b>	<b>36%</b>
<b>April</b>	<b>32%</b>
<b>May</b>	<b>44%</b>
<b>June</b>	<b>17%</b>
<b>July</b>	<b>29%</b>
<b>August</b>	<b>20%</b>
<b>September</b>	<b>17%</b>

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**Year-To-Date Support Average = 33%**

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**Dan & Rebecca Beaudoin**

Appointed to OAC staff in 2015

Monthly Top = 6584

<b>January</b>	<b>29%</b>
<b>February</b>	<b>28%</b>
<b>March</b>	<b>32%</b>
<b>April</b>	<b>23%</b>
<b>May</b>	<b>37%</b>
<b>June</b>	<b>57%</b>
<b>July</b>	<b>36%</b>
<b>August</b>	<b>29%</b>
<b>September</b>	<b>71%</b>

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**Year-To-Date Support Average = 38%**

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**David and Joy Braun**  
Monthly Top = 6293

Appointed to OAC staff in 1985

<b>January</b>	<b>158%</b>
<b>February</b>	<b>20%</b>
<b>March</b>	<b>13%</b>
<b>April</b>	<b>178%</b>
<b>May</b>	<b>23%</b>
<b>June</b>	<b>21%</b>
<b>July</b>	<b>15%</b>
<b>August</b>	<b>21%</b>
<b>September</b>	<b>23%</b>

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**Year-To-Date Support Average = 52%**

**Eric and Diane Briscoe**  
Monthly Top = 6293

Appointed to OAC staff in 1982

<b>January</b>	<b>173%</b>
<b>February</b>	<b>67%</b>
<b>March</b>	<b>77%</b>
<b>April</b>	<b>90%</b>
<b>May</b>	<b>154%</b>
<b>June</b>	<b>75%</b>
<b>July</b>	<b>77%</b>
<b>August</b>	<b>98%</b>
<b>September</b>	<b>62%</b>

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**Year-To-Date Support Average = 97%**

**Richard & Diane Burley**  
Monthly Top = 6293

Appointed to OAC staff in 2002

<b>January</b>	<b>100%</b>
<b>February</b>	<b>39%</b>
<b>March</b>	<b>31%</b>
<b>April</b>	<b>77%</b>
<b>May</b>	<b>41%</b>
<b>June</b>	<b>33%</b>
<b>July</b>	<b>40%</b>
<b>August</b>	<b>25%</b>
<b>September</b>	<b>34%</b>

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**Year-To-Date Support Average = 47%**

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**Michael & Renae Bussen**  
Monthly Top = 6584

Appointed to OAC staff in 1991

<b>January</b>	<b>81%</b>
<b>February</b>	<b>55%</b>
<b>March</b>	<b>59%</b>
<b>April</b>	<b>73%</b>
<b>May</b>	<b>68%</b>
<b>June</b>	<b>57%</b>
<b>July</b>	<b>65%</b>
<b>August</b>	<b>79%</b>
<b>September</b>	<b>51%</b>

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**Year-To-Date Support Average = 65%**

**Erin Chervenak**  
Monthly Top = 4721

Appointed to OAC staff in 2015

<b>January</b>	<b>-3%</b>
<b>February</b>	<b>-2%</b>
<b>March</b>	<b>13%</b>
<b>April</b>	<b>-1%</b>
<b>May</b>	<b>14%</b>
<b>June</b>	<b>9%</b>
<b>July</b>	<b>10%</b>
<b>August</b>	<b>-12%</b>
<b>September</b>	<b>16%</b>

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**Year-To-Date Support Average = 5%**

**John and Sue Cutlip**  
Monthly Top = 7049

Appointed to OAC staff in 1980

<b>January</b>	<b>95%</b>
<b>February</b>	<b>79%</b>
<b>March</b>	<b>68%</b>
<b>April</b>	<b>69%</b>
<b>May</b>	<b>58%</b>
<b>June</b>	<b>42%</b>
<b>July</b>	<b>41%</b>
<b>August</b>	<b>69%</b>
<b>September</b>	<b>63%</b>

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**Year-To-Date Support Average = 65%**

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**Zane & Laurie Dempsie**  
Monthly Top = 7697

Appointed to OAC staff in 2008

<b>January</b>	<b>70%</b>
<b>February</b>	<b>26%</b>
<b>March</b>	<b>58%</b>
<b>April</b>	<b>44%</b>
<b>May</b>	<b>45%</b>
<b>June</b>	<b>42%</b>
<b>July</b>	<b>39%</b>
<b>August</b>	<b>44%</b>
<b>September</b>	<b>36%</b>

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**Year-To-Date Support Average = 45%**

**Bob and Deidra Ewerth**  
Monthly Top = 6293

Appointed to OAC staff in 1976

<b>January</b>	<b>86%</b>
<b>February</b>	<b>43%</b>
<b>March</b>	<b>65%</b>
<b>April</b>	<b>90%</b>
<b>May</b>	<b>45%</b>
<b>June</b>	<b>23%</b>
<b>July</b>	<b>36%</b>
<b>August</b>	<b>36%</b>
<b>September</b>	<b>6%</b>

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**Year-To-Date Support Average = 48%**

**Tom and Barbara Fox**  
Monthly Top = 6293

Appointed to OAC staff in 2009

<b>January</b>	<b>35%</b>
<b>February</b>	<b>30%</b>
<b>March</b>	<b>35%</b>
<b>April</b>	<b>46%</b>
<b>May</b>	<b>37%</b>
<b>June</b>	<b>42%</b>
<b>July</b>	<b>44%</b>
<b>August</b>	<b>31%</b>
<b>September</b>	<b>35%</b>

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**Year-To-Date Support Average = 37%**

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**Brian & Kimberlee Harmon**

Appointed to OAC staff in 2010

Monthly Top = 7859

<b>January</b>	<b>310%</b>
<b>February</b>	<b>115%</b>
<b>March</b>	<b>100%</b>
<b>April</b>	<b>120%</b>
<b>May</b>	<b>106%</b>
<b>June</b>	<b>112%</b>
<b>July</b>	<b>97%</b>
<b>August</b>	<b>98%</b>
<b>September</b>	<b>72%</b>

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**Year-To-Date Support Average = 126%**

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**Russ Hodder**

Appointed to OAC staff in 1977

Monthly Top = 4721

<b>January</b>	<b>145%</b>
<b>February</b>	<b>62%</b>
<b>March</b>	<b>92%</b>
<b>April</b>	<b>72%</b>
<b>May</b>	<b>87%</b>
<b>June</b>	<b>77%</b>
<b>July</b>	<b>100%</b>
<b>August</b>	<b>79%</b>
<b>September</b>	<b>100%</b>

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**Year-To-Date Support Average = 90%**

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**Rebecca Jefferson**

Appointed to OAC staff in 2015

Monthly Top = 4721

<b>January</b>	<b>2%</b>
<b>February</b>	<b>2%</b>
<b>March</b>	<b>6%</b>
<b>April</b>	<b>7%</b>
<b>May</b>	<b>25%</b>
<b>June</b>	<b>8%</b>
<b>July</b>	<b>13%</b>
<b>August</b>	<b>7%</b>
<b>September</b>	<b>4%</b>

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**Year-To-Date Support Average = 8%**

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**Steve & Connie Johnson**  
Monthly Top = 6293

Appointed to OAC staff in 2015

<b>January</b>	<b>1%</b>
<b>February</b>	<b>1%</b>
<b>March</b>	<b>1%</b>
<b>April</b>	<b>2%</b>
<b>May</b>	<b>9%</b>
<b>June</b>	<b>2%</b>
<b>July</b>	<b>-6%</b>
<b>August</b>	<b>2%</b>
<b>September</b>	<b>1%</b>

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**Year-To-Date Support Average = 1%**

**Mark & Angela Kennedy**  
Monthly Top = 6438

Appointed to OAC staff in 2004

<b>January</b>	<b>34%</b>
<b>February</b>	<b>68%</b>
<b>March</b>	<b>29%</b>
<b>April</b>	<b>69%</b>
<b>May</b>	<b>73%</b>
<b>June</b>	<b>30%</b>
<b>July</b>	<b>32%</b>
<b>August</b>	<b>69%</b>
<b>September</b>	<b>29%</b>

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**Year-To-Date Support Average = 48%**

**Carol King**  
Monthly Top = 4721

Appointed to OAC staff in 2009

<b>January</b>	<b>47%</b>
<b>February</b>	<b>27%</b>
<b>March</b>	<b>35%</b>
<b>April</b>	<b>29%</b>
<b>May</b>	<b>42%</b>
<b>June</b>	<b>32%</b>
<b>July</b>	<b>28%</b>
<b>August</b>	<b>32%</b>
<b>September</b>	<b>31%</b>

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**Year-To-Date Support Average = 34%**

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**Sue MacNeil**  
Monthly Top = 4721

Appointed to OAC staff in 2000

<b>January</b>	<b>11%</b>
<b>February</b>	<b>15%</b>
<b>March</b>	<b>9%</b>
<b>April</b>	<b>9%</b>
<b>May</b>	<b>18%</b>
<b>June</b>	<b>7%</b>
<b>July</b>	<b>12%</b>
<b>August</b>	<b>10%</b>
<b>September</b>	<b>12%</b>

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**Year-To-Date Support Average = 11%**

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**Chris & Bonnie McKinley**  
Monthly Top = 6584

Appointed to OAC staff in 2016

<b>January</b>	<b>2%</b>
<b>February</b>	<b>2%</b>
<b>March</b>	<b>17%</b>
<b>April</b>	<b>17%</b>
<b>May</b>	<b>7%</b>
<b>June</b>	<b>13%</b>
<b>July</b>	<b>3%</b>
<b>August</b>	<b>5%</b>
<b>September</b>	<b>17%</b>

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**Year-To-Date Support Average = 9%**

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**Juan & Dawn Monzon**  
Monthly Top = 6872

Appointed to OAC staff in 1991

<b>January</b>	<b>0%</b>
<b>February</b>	<b>7%</b>
<b>March</b>	<b>0%</b>
<b>April</b>	<b>9%</b>
<b>May</b>	<b>11%</b>
<b>June</b>	<b>9%</b>
<b>July</b>	<b>7%</b>
<b>August</b>	<b>7%</b>
<b>September</b>	<b>7%</b>

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**Year-To-Date Support Average = 6%**

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**Rick and Dovie Moore**  
Monthly Top = 6293

Appointed to OAC staff in 2007

<b>January</b>	<b>68%</b>
<b>February</b>	<b>69%</b>
<b>March</b>	<b>56%</b>
<b>April</b>	<b>54%</b>
<b>May</b>	<b>52%</b>
<b>June</b>	<b>68%</b>
<b>July</b>	<b>51%</b>
<b>August</b>	<b>45%</b>
<b>September</b>	<b>96%</b>

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**Year-To-Date Support Average = 62%**

**Betty Naggy-Masten**  
Monthly Top = 6293

Appointed to OAC staff in 1970

<b>January</b>	<b>0%</b>
<b>February</b>	<b>0%</b>
<b>March</b>	<b>0%</b>
<b>April</b>	<b>3%</b>
<b>May</b>	<b>0%</b>
<b>June</b>	<b>0%</b>
<b>July</b>	<b>3%</b>
<b>August</b>	<b>0%</b>
<b>September</b>	<b>3%</b>

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**Year-To-Date Support Average = 1%**

**Ed & Debbie Neimann**  
Monthly Top = 6293

Appointed to OAC staff in 2016

<b>January</b>	<b>8%</b>
<b>February</b>	<b>2%</b>
<b>March</b>	<b>4%</b>
<b>April</b>	<b>2%</b>
<b>May</b>	<b>4%</b>
<b>June</b>	<b>11%</b>
<b>July</b>	<b>9%</b>
<b>August</b>	<b>10%</b>
<b>September</b>	<b>10%</b>

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**Year-To-Date Support Average = 7%**

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**Peter and Isabel O'Driscoll**

Appointed to OAC staff in 1996

Monthly Top = 6728

<b>January</b>	<b>75%</b>
<b>February</b>	<b>12%</b>
<b>March</b>	<b>176%</b>
<b>April</b>	<b>14%</b>
<b>May</b>	<b>32%</b>
<b>June</b>	<b>-42%</b>
<b>July</b>	<b>18%</b>
<b>August</b>	<b>-24%</b>
<b>September</b>	<b>22%</b>

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**Year-To-Date Support Average = 31%**

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**Chuck Phelps**

Appointed to OAC staff in 1970

Monthly Top = 4721

<b>February</b>	<b>24%</b>
<b>March</b>	<b>21%</b>
<b>April</b>	<b>20%</b>
<b>May</b>	<b>17%</b>
<b>June</b>	<b>-6%</b>
<b>July</b>	<b>25%</b>
<b>August</b>	<b>26%</b>
<b>September</b>	<b>25%</b>

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**Year-To-Date Support Average = 19%**

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**Chris & Amy Reick**

Appointed to OAC staff in 2013

Monthly Top = 6293

<b>January</b>	<b>12%</b>
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**Year-To-Date Support Average = 12%**

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**Matt & Elizabeth Smart**

Appointed to OAC staff in 2016

Monthly Top = 6584

<b>January</b>	<b>3%</b>
<b>February</b>	<b>11%</b>
<b>March</b>	<b>6%</b>
<b>April</b>	<b>4%</b>
<b>May</b>	<b>3%</b>
<b>June</b>	<b>4%</b>
<b>July</b>	<b>5%</b>
<b>August</b>	<b>10%</b>
<b>September</b>	<b>8%</b>

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**Year-To-Date Support Average = 6%**

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**Mark & Shelby Sohmer**  
Monthly Top = 6872

Appointed to OAC staff in 2010

<b>January</b>	<b>191%</b>
<b>February</b>	<b>70%</b>
<b>March</b>	<b>79%</b>
<b>April</b>	<b>150%</b>
<b>May</b>	<b>107%</b>
<b>June</b>	<b>80%</b>
<b>July</b>	<b>107%</b>
<b>August</b>	<b>43%</b>
<b>September</b>	<b>128%</b>

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**Year-To-Date Support Average = 106%**

**Ken & Kathy Teeter**  
Monthly Top = 6293

Appointed to OAC staff in 2011

<b>January</b>	<b>37%</b>
<b>February</b>	<b>31%</b>
<b>March</b>	<b>49%</b>
<b>April</b>	<b>36%</b>
<b>May</b>	<b>46%</b>
<b>June</b>	<b>76%</b>
<b>July</b>	<b>66%</b>
<b>August</b>	<b>37%</b>
<b>September</b>	<b>48%</b>

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**Year-To-Date Support Average = 47%**

**Karen Boorse-Williams**  
Monthly Top = 6293

Appointed to OAC staff in 1984

<b>January</b>	<b>30%</b>
<b>February</b>	<b>13%</b>
<b>March</b>	<b>11%</b>
<b>April</b>	<b>36%</b>
<b>May</b>	<b>9%</b>
<b>June</b>	<b>3%</b>
<b>July</b>	<b>34%</b>
<b>August</b>	<b>15%</b>
<b>September</b>	<b>0%</b>

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**Year-To-Date Support Average = 17%**

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**Mike & Christine Wilson**

Appointed to OAC staff in 2016

Monthly Top = 6872

<b>January</b>	<b>3%</b>
<b>February</b>	<b>14%</b>
<b>March</b>	<b>3%</b>
<b>April</b>	<b>5%</b>
<b>May</b>	<b>7%</b>
<b>June</b>	<b>2%</b>
<b>July</b>	<b>10%</b>
<b>August</b>	<b>15%</b>
<b>September</b>	<b>8%</b>

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**Year-To-Date Support Average = 7%**

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**Chip & Kim Wolfe**

Appointed to OAC staff in 2000

Monthly Top = 7048

<b>January</b>	<b>82%</b>
<b>February</b>	<b>78%</b>
<b>March</b>	<b>29%</b>
<b>April</b>	<b>17%</b>
<b>May</b>	<b>59%</b>
<b>June</b>	<b>27%</b>
<b>July</b>	<b>56%</b>
<b>August</b>	<b>6%</b>
<b>September</b>	<b>17%</b>

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**Year-To-Date Support Average = 41%**

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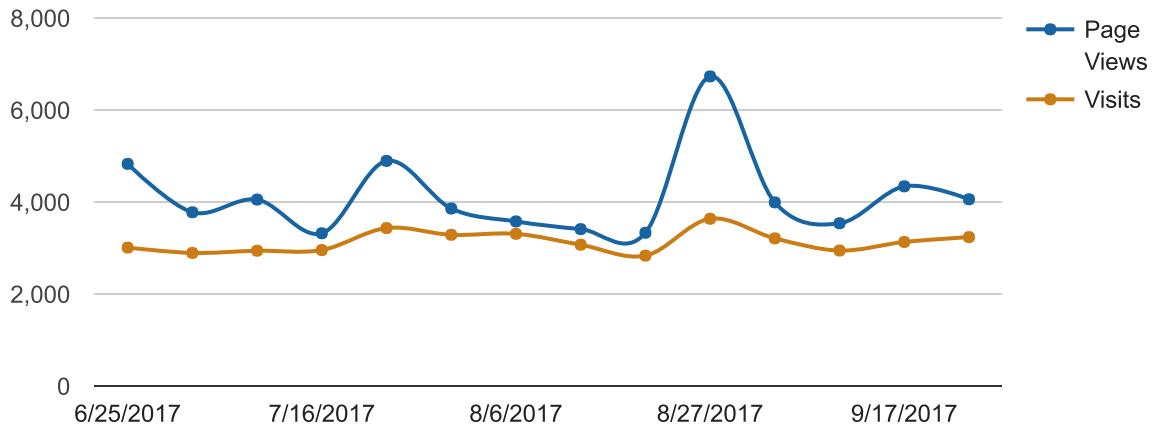
## Open Air Campaigners 3rd Quarter 2017 Inventory Valuation Summary

Item Description	On Hand	Sales Price	Retail Value
<b>Inventory</b>			
bk (from Texas) (Board Kits in Texas warehouse)	0	50.00	0.00
bk (from Nazareth) (Board Kit)	19	50.00	950.00
blrt (Blacklight tube, 18 inch two-prong)	3	7.50	22.50
BLU (from Nazareth) (LED Blacklight Unit - Nazareth warehouse)	9	195.00	1,755.00
BLU (from Texas) (LED Blacklight Unit - Texas warehouse)	0	195.00	0.00
box (Paint Box)	4	7.00	28.00
boxTX (Texas inventory to sell - Paint Box)	4	0.00	0.00
bts (Ball to Square)	3	6.00	18.00
cb (Checks & Balances Object Lesson)	21	2.00	42.00
cbi (Checks & Balances INSTRUCTION sheet)	125	0.25	31.25
cc (Chemical Cross (Red Copper))	12	15.00	180.00
ccc (Chemical Cross Crystals (small bag))	0	3.00	0.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	155	8.00	1,240.00
ccp (PVC Texas) (Chemical Cross - PVC Texas warehouse)	0	8.00	0.00
ct (Chalk & Talk)	113	5.00	565.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	26	15.00	390.00
dvdol (Object Lessons For The Open Air DVD)	69	10.00	690.00
dvdsm (Sketch Board Messages: Adult Presentations DVD)	38	10.00	380.00
ec (EvangeCube Object Lesson)	136	6.00	816.00
eccp (EvangeCube Carry Pouch)	1	5.00	5.00
eccpps (EvangeCube carry pouch / WITH CARRY STRAP)	2	8.00	16.00
eckc (EvangeCube Key Chain)	21	6.00	126.00
ess (Evangelistic Sketch Board Sermons)	41	5.00	205.00
fb (Fisherman's Basket)	219	10.00	2,190.00
fol (Film of Life)	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	32	10.00	320.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	35	10.00	350.00
FPPOR (Pint of Fluorescent Concentrate (Orange))	25	10.00	250.00
FPPRD (Pint of Fluorescent Concentrate (Red))	25	10.00	250.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	28	10.00	280.00
fsb (from Texas) (Folding Sketchboard - Texas warehouse)	0	150.00	0.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	14	150.00	2,100.00
gps (Gospel Puppet Stories)	116	5.00	580.00
gve (Gospel Visual Effects)	45	5.00	225.00
hb (Bible Coloring Book Object Lesson)	26	10.00	260.00
hbb (Holy Bible BLANK edition)	31	6.00	186.00
hbTX (Texas inventory to sell - Bible Coloring Book Object Lesson)	6	0.00	0.00
HEAVEN (Board message pre-sketch of "Heaven.")	6	5.00	30.00
hbb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	8	18.00	144.00
hbb (from Texas) (Portable Hand-Held Board - Texas warehouse)	0	18.00	0.00
hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth wareh...)	6	18.00	108.00
hhbp (From Texas) (Portable Hand-Held Board Carry Pouch - Texas warehouse)	0	18.00	0.00
hiaj (Heaven In A Jar)	12	5.00	60.00
hs (Horseshoe object lesson)	1	10.00	10.00
is (Indian Symbols Tell The Gospel)	263	5.00	1,315.00
itg (Illustrating The Gospel)	96	5.00	480.00
jarTX (Texas inventory to sell - 4 ounce jar with lid)	20	0.00	0.00
lol (Loop of Life Object Lesson)	69	2.00	138.00
loli (Loop of Life Instruction Booklet)	11	0.25	2.75
LSM (Board message pre-sketch of "Lord Save Me.")	5	5.00	25.00
mpk (Modified Paint Kit)	18	50.00	900.00
oae (Open Air Evangelism)	252	5.00	1,260.00
oass (Open Air Sketchboard Stories)	236	6.00	1,416.00
paper (Newsprint Paper (36" x 54"))	3,430	0.25	857.50
pb (Paint Brush)	420	8.50	3,570.00
pbTX (Texas inventory to sell - Paint Brush)	20	0.00	0.00
ppblack (Powdered Paint (Black))	36	4.00	144.00
raqblack (Rich Art BLACK quart)	0	25.00	0.00
rbs (Red Ball & Silk)	5	8.00	40.00
rppblack (Pint - Regular Pint (Black))	69	6.00	414.00
rppblue (Pint - Regular Pint (Blue))	39	6.00	234.00
rppgreen (Pint - Regular Pint (Green))	44	6.00	264.00
rppred (Pint - Regular Pint (Red))	31	6.00	186.00
rppyellow (Pint - Regular Pint (Yellow))	76	6.00	456.00
rqblack (Regular Paint (Quart) - Black)	45	9.00	405.00
rqblackTX (Texas inventory to sell - QUART Regular Paint - Black)	1	0.00	0.00
rqblue (Regular Paint (Quart) - Blue)	27	9.00	243.00
rqgreen (Regular Paint (Quart) - Green)	29	9.00	261.00
rqred (Regular Regular Paint (Quart) - Red)	44	9.00	396.00
rqyellow (Regular Paint (Quart) - Yellow)	5	9.00	45.00
RT (Rat Trap Object Lesson)	36	4.00	144.00
sm (Sketchboard Messages)	454	6.00	2,724.00
sms (Sketchboard Messages (SPANISH))	37	6.00	222.00
st (Sketch & Tell)	25	6.00	150.00
steps (Counseling Booklets*)	36,454	0.25	9,113.50
tab (Tricky Arrow Board)	44	5.00	220.00
tc (from Nazareth) (Ten Commandments in stone - Nazareth warehouse)	114	8.00	912.00
tc (from Texas) (Ten Commandments in stone - Texas warehouse)	0	8.00	0.00
tcts (The Church Team (SPANISH))	65	3.00	195.00
tes (The Evangelist (SPANISH))	10	4.00	40.00
tf (The Fool Flashcard Story Set)	19	20.00	380.00
tl (Three LOOPS Object Lesson)	590	3.00	1,770.00
tli (Three LOOP Instruction Booklet)	86	0.25	21.50
tm1 (Training Manual (One-Week Edition))	2	12.00	24.00
tm3 (Training Manual (Three-Week Edition))	9	20.00	180.00
tr (Three ROPES Object Lesson)	1,785	2.00	3,570.00
tri (Three ROPES Instruction Booklet)	106	0.25	26.50
trTX (Texas inventory to sell - Three ROPES Object Lesson)	50	0.00	0.00
tw (Truceless Warfare Advances)	23	8.00	184.00
uq (Ultimate Questions Booklet)	121	2.00	242.00
WB (The Wonderful Wordless Bible)	9	2.00	18.00
WBS (The Wonderful Wordless Bible - Small Edition)	8	0.50	4.00
yep (Young People's Evangelistic Programs)	226	6.00	1,356.00
ZACH (Board message pre-sketch of "He Received Jesus With Joy - the story of ...)	3	5.00	15.00
<b>Total Inventory</b>	<b>47,012</b>		<b>49,398.50</b>
<b>TOTAL</b>	<b>47,012</b>		<b>49,398.50</b>

# Site: oacusa.org

## Traffic Trend by Week

Date Range: 7/1/2017 to 9/30/2017



Date	Page Views		Visits		Hits		Bandwidth	
6/25/2017	4,836	8.37%	3,016	6.86%	18,510	7.56%	0.0 MB	0.00%
7/2/2017	3,784	6.55%	2,900	6.59%	16,958	6.92%	0.0 MB	0.00%
7/9/2017	4,060	7.02%	2,948	6.70%	17,061	6.97%	0.0 MB	0.00%
7/16/2017	3,328	5.76%	2,963	6.74%	16,206	6.62%	0.0 MB	0.00%
7/23/2017	4,900	8.48%	3,441	7.82%	19,477	7.95%	0.0 MB	0.00%
7/30/2017	3,866	6.69%	3,294	7.49%	18,185	7.43%	0.0 MB	0.00%
8/6/2017	3,585	6.20%	3,315	7.54%	17,646	7.21%	0.0 MB	0.00%
8/13/2017	3,418	5.91%	3,078	7.00%	16,363	6.68%	0.0 MB	0.00%
8/20/2017	3,338	5.77%	2,841	6.46%	15,059	6.15%	0.0 MB	0.00%
8/27/2017	6,737	11.65%	3,643	8.28%	22,817	9.32%	0.0 MB	0.00%
9/3/2017	3,999	6.92%	3,217	7.31%	17,155	7.00%	0.0 MB	0.00%
9/10/2017	3,545	6.13%	2,952	6.71%	15,972	6.52%	410.1 MB	21.53%
9/17/2017	4,348	7.52%	3,138	7.13%	16,697	6.82%	740.1 MB	38.85%
9/24/2017	4,066	7.03%	3,244	7.37%	16,800	6.86%	754.9 MB	39.63%
<b>Total</b>	<b>57,810</b>		<b>43,990</b>		<b>244,906</b>		<b>1,905.1 MB</b>	

**Open Air Campaigners – USA**  
 Quarterly Budget Overview - National Operating Fund (NOF)  
 2017

	2017 Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
<b>NOF INCOME</b>							
NOF Donors	20,000	2,090	2,592	12,960		\$ 17,642	(2,358)
Goods Sold	20,000	3,131	4,319	3,590		\$ 11,040	(8,960)
Shipping Income	7,000	1,033	937	1,119		\$ 3,089	(3,911)
Orientation-Candidate School	500	0	400	0		\$ 400	(100)
Seminars (SET)	6000	250	2,110	0		\$ 2,360	(3,640)
Service Charge	155,000	31509	35,128	34,084		\$ 100,721	(54,279)
Staff Conference	3,500	0	0	-		\$ -	(3,500)
Reimbursement income	15,000	2113	5,653	4,443		\$ 12,209	(2,791)
Misc (interest income, etc)	100	80	164	212		\$ 456	356
<b>TOTAL NOF INCOME</b>	<b>\$ 227,100</b>	<b>\$ 40,206</b>	<b>\$ 51,303</b>	<b>\$ 56,408</b>	<b>\$ -</b>	<b>\$ 147,917</b>	<b>(79,183)</b>
<b>NOF EXPENSES</b>							
Reimbursement expenses	3,000	651	1,844	2,524		\$ 5,019	(2,019)
Affiliation ( ECFA / OACI)	6,000	950	2,000	2,500		\$ 5,450	550
Assist / Encourage & Train Staff	600	211	145	3		\$ 359	241
Audit	8,500	-	72	7,775		\$ 7,847	653
Branch Development	5,000	0	0	1711		\$ 1,711	3,289
Cost of Goods Sold	13,000	1,608	2,317	5,533		\$ 9,458	3,542
Evangelism & Discipleship	1,200	-	57	126		\$ 183	1,017
Bank & other fees	14,000	3,701	3,252	3,122		\$ 10,075	3,925
Insurance (Multi-Peril)	4,500	0	2,912	0		\$ 2,912	1,588
Insurance (Workman's Comp)	7,500	349	1,171	1,394		\$ 2,914	4,586
Meetings (Board / Management Team)	2,000	627	315	34		\$ 976	1,024
Miscellaneous	50	0	0	0		\$ -	50
Office Equipment/Supply/Repair	17,500	2681	2,754	2,594		\$ 8,029	9,471
Orientation / Candidate School	500	47	103	0		\$ 150	350
Payroll Taxes & Related	65,000	12606	21,097	9,401		\$ 43,104	21,896
Phone/web	5,500	969	1,043	1,006		\$ 3,018	2,482
Postage	7,500	2339	1,499	1,037		\$ 4,875	2,625
Promotion	8,000	787	702	960		\$ 2,449	5,551
Rent	19,000	4695	4,102	4,027		\$ 12,824	6,176
Seminars	6,000	318	1,527	113		\$ 1,958	4,042
Shipping / Handling	6,000	1066	1,279	1,213		\$ 3,558	2,442
Staff Conference	-	-	-	-		\$ -	0
Travel	13,500	3604	2,836	2,478		\$ 8,918	4,582
Van Maintenance / Repairs	4,500	732	1,149	943		\$ 2,824	1,676
<b>TOTAL NOF EXPENSES</b>	<b>218,350</b>	<b>37,941</b>	<b>52,176</b>	<b>48,494</b>	<b>0</b>	<b>\$ 138,611</b>	<b>79,739</b>
	8,750	2,265	(873)	7,914	0	9,306	

Inc. minus exp.





# OPEN AIR CAMPAIGNERS - USA

## CASH FLOW SUMMARY AS OF 9/26/2017

**CASH IN THE BANK = \$ 216,455**

Lafayette Checking	\$ 107,652
BB&T	\$ 24,348
PNC Checking	\$ 2,083
PayPal	\$ 36
Money Market	\$ 82,336
	<u>\$ 216,455</u>

**Designated For Staff & Branch Use = \$ 135,805**

In Checking	\$ 135,405
In Money Market	<u>\$ 400</u>

**Available For Immediate NOF Use = \$ 80,650** Gross amount available

\$	(5,162)	Committed to Boston SET
\$	(750)	Committed to DC SET
\$	(10,000)	Committed for Staff Assistance
\$	(15,000)	Committed to Rainy Day Fund
\$	(9,400)	Committed for Staff Conference
\$	(8,605)	Duffecy Endowment cash on hand
\$	958	Coming back to us next month from staff bills we paid on their behalf this month
<hr/>		
<b>\$</b>	<b>32,691</b>	<b>Net cash available for national use</b> (ie not designated for anything else)
<b>+</b>		
<b>\$</b>	<b>475,000</b>	<b>Duffecy Endowment Pledges</b>
<b>+</b>		
<b>\$</b>	<b>34,817</b>	<b>American Portfolio via Ambassador Advisors Brokerage account</b>



Vivian Wentzel, CPA

## WENTZEL and COMPANY, PC

Certified Public Accountant

July 21, 2017

To the Audit Committee  
Open Air Campaigners, U.S., Inc.

We have audited the financial statements of Open Air Campaigners, U.S., Inc. for the year ended December 31, 2016, and have issued our report thereon dated July 21, 2017. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated February 7, 2017. Professional standards also require that we communicate to you the following information related to our audit.

### Significant Audit Findings

#### *Qualitative Aspects of Accounting Practices*

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by Open Air Campaigners, U.S., Inc. are described in Note 2 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during the year. We noted no transactions entered into by the Organization during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected.

Certain financial statement disclosures are particularly sensitive because of their significance to financial statement users. The financial statement disclosures are neutral, consistent and clear.

#### *Difficulties Encountered in Performing the Audit*

We encountered no significant difficulties in dealing with management in performing and completing our audit.

#### *Corrected and Uncorrected Misstatements*

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to the financial statements taken as a whole.



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*Disagreements with Management*

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditor's report. We are pleased to report that no such disagreements arose during the course of our audit.

*Management Representations*

We have requested certain representations from management that are included in the management representation letter dated July 21, 2017.

*Management Consultations with Other Independent Accountants*

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Organization's financial statements or a determination of the type of auditor's opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

*Other Audit Findings or Issues*

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Organization's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

This information is intended solely for the use of the Audit Committee and management of Open Air Campaigner, U.S., Inc. and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,

*Wentzel and Company, PC*

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**DECEMBER 31, 2016**

**OPEN AIR CAMPAIGNERS, U.S., INC.  
DECEMBER 31, 2016**

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**WENTZEL and COMPANY, PC**

Certified Public Accountant

**INDEPENDENT AUDITOR'S REPORT**

**Board of Directors  
Open Air Campaigners, U.S., Inc.**

**We have audited the accompanying financial statements of Open Air Campaigners, U.S., Inc. (a nonprofit organization), which comprise the statement of financial position as of December 31, 2016, and the related statements of activities, cash flows and functional expenses for the year then ended, and the related notes to the financial statements.**

*Management's Responsibility for the Financial Statements*

**Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.**

*Auditor's Responsibility*

**Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.**

**An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.**

**We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.**

*Opinion*

**In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Open Air Campaigners U.S., Inc. as of December 31, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.**

*Report on Summarized Comparative Information*

**We have previously audited the Open Air Campaigners U.S., Inc.'s 2015 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated August 15, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2015, is consistent, in all material respects, with the audited financial statements from which it has been derived.**

*Wentzel and Company, PC*

**Fleetwood, Pennsylvania  
July 21, 2017**

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**STATEMENT OF FINANCIAL POSITION**  
**AS OF DECEMBER 31, 2016**  
**WITH SUMMARIZED COMPARATIVE INFORMATION**  
**AS OF DECEMBER 31, 2015**

**ASSETS:**

	<u>2016</u>	<u>2015</u>
Cash and Cash Equivalents	\$ 310,970	\$ 256,908
Investments	33,468	33,542
Accounts Receivable	52	7,699
Inventory	21,145	26,058
Other Asset	125,000	125,000
Property and Equipment, Net	<u>55,719</u>	<u>90,356</u>
<b>TOTAL ASSETS</b>	<b>\$ <u>546,354</u></b>	<b>\$ <u>539,563</u></b>

**LIABILITIES AND NET ASSETS:**

**LIABILITIES:**

Accounts Payable and Accrued Expenses	\$ 0	\$ 3,837
Actuarial Liability for Annuity Payable	<u>18,748</u>	<u>19,574</u>
<b>TOTAL LIABILITIES</b>	<b><u>18,748</u></b>	<b><u>23,411</u></b>

**NET ASSETS:**

Unrestricted:		
General Fund	346,887	300,796
Net Investment in Property and Equipment	55,719	90,356
Temporarily Restricted	<u>125,000</u>	<u>125,000</u>
<b>TOTAL NET ASSETS</b>	<b><u>527,606</u></b>	<b><u>516,152</u></b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ <u>546,354</u></b>	<b>\$ <u>539,563</u></b>

See notes to financial statements.



OPEN AIR CAMPAIGNERS, U.S., INC.  
STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED DECEMBER 31, 2016  
WITH SUMMARIZED COMPARATIVE INFORMATION  
FOR THE YEAR ENDED DECEMBER 31, 2015

SUPPORT AND REVENUE:	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>2016 TOTALS</u>	<u>2015 TOTALS</u>
Contributions	\$ 1,407,215	\$	\$ 1,407,215	\$ 1,401,753
Income, Supplies	6,806		6,806	7,245
Interest	1,134		1,134	1,868
Gift in Kind Income	0		0	896
Unrealized Gain (Loss) on Investments	<u>1,296</u>	<u>0</u>	<u>1,296</u>	<u>(1,919)</u>
<b>TOTAL SUPPORT AND REVENUE</b>	<u>1,416,451</u>	<u>0</u>	<u>1,416,451</u>	<u>1,409,843</u>
 <b>EXPENSES:</b>				
Program	1,180,359		1,180,359	1,197,011
Administration and General	161,337		161,337	161,752
Fundraising	<u>63,301</u>	<u>0</u>	<u>63,301</u>	<u>66,538</u>
<b>TOTAL EXPENSES</b>	<u>1,404,997</u>	<u>0</u>	<u>1,404,997</u>	<u>1,425,301</u>
 <b>CHANGE IN NET ASSETS FROM OPERATIONS</b>	 11,454	 0	 11,454	 (15,458)
 <b>OTHER CHANGES:</b>				
Extraordinary Contribution	<u>0</u>	<u>0</u>	<u>0</u>	<u>125,000</u>
<b>CHANGE IN NET ASSETS</b>	11,454	0	11,454	109,542
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>391,152</u>	<u>125,000</u>	<u>516,152</u>	<u>406,610</u>
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 402,606</u>	<u>\$ 125,000</u>	<u>527,606</u>	<u>\$ 516,152</u>

See notes to financial statements.

OPEN AIR CAMPAIGNERS, U.S., INC.  
STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED DECEMBER 31, 2016  
WITH SUMMARIZED COMPARATIVE INFORMATION  
FOR THE YEAR ENDED DECEMBER 31, 2015

	<u>2016</u>	<u>2015</u>
<b>CASH PROVIDED (USED) BY OPERATING ACTIVITIES:</b>		
Change in Net Assets	\$ 11,454	\$ 109,542
Adjustments to reconcile the change in net assets to net cash provided by operating activities:		
Depreciation	34,637	34,637
(Gains) Losses on Investment Transactions	(1,296)	1,919
(Increase) Decrease in Accounts Receivable	7,647	7,449
(Increase) Decrease in Inventory	4,913	(5,023)
(Increase) Decrease in Other Asset	0	(125,000)
Increase (Decrease) in Accounts Payable and Accrued Expenses	(3,837)	(401)
Increase (Decrease) in Annuity Payable	(826)	(766)
<b>TOTAL CASH PROVIDED (USED) BY OPERATING ACTIVITIES</b>	<u>52,692</u>	<u>22,357</u>
<b>CASH PROVIDED (USED) BY INVESTING ACTIVITIES:</b>		
(Purchases)/Sales of Investments	1,370	1,010
(Acquisition)/Disposal of property and equipment	0	(47,332)
<b>TOTAL CASH PROVIDED (USED) BY INVESTING ACTIVITIES</b>	<u>1,370</u>	<u>(46,322)</u>
<b>NET INCREASE (DECREASE) IN CASH FOR THE YEAR</b>	<b>54,062</b>	<b>(23,965)</b>
<b>CASH, BEGINNING OF THE YEAR</b>	<u>256,908</u>	<u>280,873</u>
<b>CASH, END OF THE YEAR</b>	<u>\$ 310,970</u>	<u>\$ 256,908</u>
<b>Supplemental Disclosure:</b>		
Cash Paid for Interest Expense	<u>\$ 0</u>	<u>\$ 0</u>
Gift of Other Asset	<u>\$ 0</u>	<u>\$ 125,000</u>

See notes to financial statements.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2016**  
**WITH SUMMARIZED COMPARATIVE INFORMATION**  
**FOR THE YEAR ENDED DECEMBER 31, 2015**

<b>ACCOUNT:</b>	<u>Program</u>	<u>Administration and General</u>	<u>Fundraising</u>	<u>2016 TOTAL EXPENSES</u>	<u>2015 TOTAL EXPENSES</u>
Salaries	\$ 869,586	\$ 102,304	\$ 51,152	\$ 1,023,042	\$ 1,046,779
Payroll Taxes	52,833	6,216	3,108	62,157	63,523
Affiliation Expenses	1,917	1,917	1,643	5,477	5,875
Annuity		924		924	1,566
Depreciation	25,978	6,927	1,732	34,637	34,637
Evangelism Supplies	157,472			157,472	146,766
Insurance	4,796	4,316	479	9,591	9,728
Investment Fees	348	41	21	410	451
Meetings	1,979	2,968		4,947	6,056
Office Supplies	26,705	9,538	1,907	38,150	46,307
Postage	2,664	3,334	668	6,666	5,084
Professional Services		7,878		7,878	7,884
Promotion	1,109	555	555	2,219	8,541
Rent	13,217	2,478	826	16,521	17,700
Staff Conferences	6,318	9,478		15,796	5,203
Telephone	2,554	2,043	510	5,107	4,392
Travel	12,883	420	700	14,003	14,809
<b>TOTAL EXPENSES - 2016</b>	<b>\$ <u>1,180,359</u></b>	<b>\$ <u>161,337</u></b>	<b>\$ <u>63,301</u></b>	<b>\$ <u>1,404,997</u></b>	
<b>TOTAL EXPENSES - 2015</b>	<b>\$ <u>1,197,011</u></b>	<b>\$ <u>161,752</u></b>	<b>\$ <u>66,538</u></b>		<b>\$ <u>1,425,301</u></b>

See notes to financial statements.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016**

**1. Organization and Nature of Activities**

Open Air Campaigners, U.S., Inc. (OAC) is a nonprofit corporation dedicated to evangelism by proclaiming the Gospel in the United States of America and abroad. OAC also assists and equips local churches in effective open-air outreaches, working through field offices located throughout the United States and abroad.

**2. Summary of Significant Accounting Policies**

The significant accounting policies of Open Air Campaigners, U.S., Inc. are as follows:

**Basis of Accounting**

The financial statements of Open Air Campaigners, U.S., Inc. have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities.

**Basis of Presentation**

Financial statement presentation follows the Financial Accounting Standards Board in its Accounting Standards Codification (ASC) No. 958. Under ASC No. 958, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets. The Organization did not have any assets or transactions that were restricted by donors during the calendar year 2016.

**Cash and Cash Equivalents**

Cash and cash equivalents consist of cash held in checking and money market accounts and certificates of deposit with maturities of less than 90 days.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016**

**2. Summary of Significant Accounting Policies, (continued)**

**Comparative Financial Information**

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2015, from which the summarized information was derived.

**Donated Materials and Services**

Materials and other assets received as donations are recorded and reflected in the accompanying financial statements at their fair values at the date of receipt, when reliable estimates of the fair value of such items are available. Contributed services are reported as contributions at their fair value if such services create or enhance nonfinancial assets or would have been purchased if not provided by donation, require special skills, and are provided by individuals possessing such specialized skills. OAC relies on the services of volunteers; however, the value of these services has not been reflected in the statement of activities since it does not meet the aforementioned recognition requirements.

**Expense Allocation**

Expenses are charged to programs and supporting services on the basis of periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

**Fair Value Measurements**

The Organization adopted the provisions of ASC No. 820, Fair Value Measurements and Disclosures ("ASC 820"). ASC 820 does not require additional fair value measurements, but defines fair value, establishes a framework for measuring fair value in accordance with generally accepted accounting principles and expands disclosures about fair value measurements.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016**

**2. Summary of Significant Accounting Policies, (continued)**

**Income Tax Status**

The Organization is exempt from federal income tax under Section 501(c) (3) of the Internal Revenue Code. However, income from certain activities not directly related to the Organization's tax-exempt purpose is subject to taxation as unrelated business income. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b) (1) (A) and has been classified as a public charity under Section 509(a) (1).

ASC No. 740, Income Taxes ("ASC 740") clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements, and prescribes a recognition threshold and measurement attribute for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return.

There were no uncertain income tax positions identified that would have a material effect on the financial statements for the year ended December 31, 2016. With few exceptions, Open Air Campaigners, U.S., Inc. is no longer subject to federal or state income tax examinations by tax authorities for years before 2013 and there are no known examinations in progress as of the audit report date.

**Promises to Give**

Unconditional promises to give are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

**Property and Equipment**

Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. The organization's capitalization policy is to capitalize property and equipment when the cost exceeds \$500. Depreciation is computed using primarily the straight-line method over the estimated useful lives of the assets.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016**

**2. Summary of Significant Accounting Policies, (continued)**

**Restricted and Unrestricted Revenue and Support**

As is generally the case with deputized support fund raising systems, missionaries raise funds for their own support and for a significant portion of the ministry expenses which they incur. These funds are designated, but not restricted, by donors for the ministry of individuals or for use on particular projects. Funds received by donors for use in particular fields of ministry are used in those fields, but, in accordance with provisions of the Internal Revenue Code, the board reserves the right to redirect funds to specific projects or programs within that field of ministry. Funds designated by donors for use in particular fields are generally spent in the year received. Contributions are recorded when cash is received or when ownership of donated assets is transferred. Bequests are recorded at the time the organization has an established right to the bequest and the proceeds are measurable.

**Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**3. Cash and Cash Equivalents**

At December 31, 2016 cash and cash equivalents consist of:

**Checking Accounts:**

PNC Bank (Nazareth)	\$ 2,732
Lafayette Ambassador Bank (Nazareth)	113,225
National Penn Bank (Nazareth)	95,471
First Interstate (Wyoming)	5,030

**Savings and Money Market Accounts:**

First Interstate Savings (Wyoming)	11,868
PayPal Account	36
Vanguard Money Market Fund	<u>81,958</u>

**Total Cash in Banks** 310,320

**Petty Cash** 650

**Total Cash and Cash Equivalents** \$ 310,970

**OPEN AIR CAMPAIGNERS, U.S., INC.  
NOTES TO THE FINANCIAL STATEMENTS  
DECEMBER 31, 2016**

**4. Investments**

At December 31, 2016 Investment values consist of:

	<u>Cost</u>	<u>Market</u>
Treasury Obligations –		
Money Market Funds	\$ 990	\$ 990
Mutual Funds – Bonds	2,920	2,860
Mutual Funds – Equities	<u>27,610</u>	<u>29,618</u>
Totals	\$ <u>31,520</u>	\$ <u>33,468</u>

The following schedule summarizes the investment return and its classification in the statement of activities for the year ended December 31, 2016:

Interest and Dividends	\$ 789
Gains (losses) on Securities Transactions	<u>1,296</u>
Sub-Total	2,085
Investment Fees	<u>(410)</u>
Total	\$ <u>1,675</u>

**5. Inventory**

Inventory consists of materials held for use by evangelists and others in the course of their ministries. They are valued at the lower of cost or market on an average cost basis.

**6. Other Asset**

In September, 2015 a donor donated property consisting of 18 acres of land and a home located in Mountain Grove, Missouri to the organization. The property is owned by the organization with the stipulation that the donor maintains the right of possession and occupancy of the property for the remainder of his natural life. The property is designated as temporarily restricted net assets until the right of possession and occupancy is fully relinquished to the organization.

The asset is recorded at fair value, which is determined based on realtor listings of similar properties in the same area.



**OPEN AIR CAMPAIGNERS, U.S., INC.  
NOTES TO THE FINANCIAL STATEMENTS  
DECEMBER 31, 2016**

**7. Temporarily Restricted Net Assets**

Temporarily restricted net assets as of December 31, 2016 consist of the following:

<b>Donated Property</b>	<b>\$ <u>125,000</u></b>
-------------------------	--------------------------

**8. Property and Equipment**

Property and Equipment, at December 31, 2016 consists of:

	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value</u>
Vehicles	\$ 246,007	\$ 190,288	\$ 55,719
Equipment	<u>32,455</u>	<u>32,455</u>	<u>0</u>
<b>Total</b>	<b>\$ <u>278,462</u></b>	<b>\$ <u>222,743</u></b>	<b>\$ <u>55,719</u></b>

Depreciation expense for the year was \$ 34,637.

**9. Transactions with Related Parties**

Certain members of the board of directors are also officers and missionaries of OAC. Salaries for these individuals are paid under the faith support system described in Note 2, so there is no conflict of interest in setting salaries. Expenses are reimbursed under an accountable reimbursable expense policy and are recorded in appropriate expense categories in the statement of functional expenses.

Members of the board of directors serve without pay for service on the board.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016**

**10. Concentrations**

**Deposits with Financial Institutions**

The Organization maintains its cash balances in financial institutions and occasionally the balances aggregate to amounts which exceed the federally insured limits. Accordingly, those balances would have been at risk of loss in the event of nonperformance by the institutions. The subject financial institutions are banks and management of the Organization does not anticipate any nonperformance.

**Sources of Funding**

Contributions and grants are received from many individuals, foundations and church organizations throughout the world. During the current fiscal year, five contributors represented approximately 9.8% of total gifts and grants.

**11. Subsequent Events**

*Evaluation of Subsequent Events*

Subsequent events have been evaluated through July 21, 2017. This is the date these financial statements were available to be issued.

**OPEN AIR CAMPAIGNERS, U.S., INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2016**

**12. Fair Value Measurements**

The organization adopted ASC 820 as discussed in Note 2. This standard defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. ASC 820 establishes a valuation hierarchy for disclosure of the inputs to valuation used to measure fair value. This hierarchy prioritizes the inputs into three broad levels as follows. Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities. Level 2 inputs are quoted prices for similar assets and liabilities in active markets or inputs that are observable for the asset or liability, either directly or indirectly through market corroboration, for substantially the full term of the financial instrument. Level 3 inputs are unobservable inputs based upon the organizations own assumptions used to measure assets and liabilities at fair value. A financial asset or liability's classification within the hierarchy is determined based on the lowest level of input that is significant to the fair value measurement.

The following table presents information as of December 31, 2016, about the organization's financial assets and liabilities that are measured at fair value on a recurring basis, according to the valuation techniques used to determine their fair values.

	Quoted Prices in Active Markets <u>(Level 1)</u>	Other Observable Inputs <u>(Level 2)</u>	Other Unobservable Inputs <u>(Level 3)</u>	Total Fair Value
<b>Assets:</b>				
<b>Investments:</b>				
Money Market Funds	\$ 990	\$ 0	\$ 0	\$ 990
Mutual Funds – Bonds	2,860	0	0	2,860
Mutual Funds – Equities	29,618	0	0	29,618
Other Asset	<u>0</u>	<u>125,000</u>	<u>0</u>	<u>125,000</u>
<b>Total Assets at Fair Value</b>	<b>\$ <u>33,468</u></b>	<b>\$ <u>125,000</u></b>	<b>\$ <u>0</u></b>	<b>\$ <u>158,468</u></b>
<b>Liabilities:</b>				
Actuarial Liability for Annuity Payable	\$ <u>0</u>	\$ <u>18,748</u>	\$ <u>0</u>	\$ <u>18,748</u>
<b>Total Liabilities at Fair Value</b>	<b>\$ <u>0</u></b>	<b>\$ <u>18,748</u></b>	<b>\$ <u>0</u></b>	<b>\$ <u>18,748</u></b>

**Wentzel and Company, PC  
PO Box 156  
Fleetwood, PA 19522**

August 1, 2017

John Cutlip, Director of Central Services  
Open Air Campaigners, U.S., Inc.  
Box D  
Nazareth, PA 18064

Dear John,

Enclosed is your copy of the 2016 U.S. Form 990, Return of Organization Exempt from Income Tax, for the year ending December 31, 2016.

This return has been filed electronically with the Internal Revenue Service.

No payment was due with this return.

**COPY**

# Return of Organization Exempt From Income Tax

# 2016

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.  
▶ Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

**Open to Public Inspection**

Department of the Treasury  
Internal Revenue Service

<b>A For the 2016 calendar year, or tax year beginning</b>		<b>2016, and ending</b>	
<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C Name of organization</b> <u>Open Air Campaigners, U.S., Inc.</u>		<b>D Employer identification number</b> 36-2420024
	Doing business as		<b>E Telephone number</b> (610) 746-0508
	Number and street (or P.O. box if mail is not delivered to street address) Room/suite		
	P.O. Box D		
	City or town, state or province, country, and ZIP or foreign postal code		
Nazareth PA 18064-0520		<b>G Gross receipts</b> \$1,441,715.	
<b>F Name and address of principal officer:</b> JOHN CUTLIP PO BOX D NAZARETH PA 18064		<b>H(a)</b> Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
		<b>H(b)</b> Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If 'No,' attach a list. (see instructions)	
<b>I Tax-exempt status</b>	<input checked="" type="checkbox"/> 501(c)(3)	<input type="checkbox"/> 501(c) ( ) (insert no.)	<input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527
<b>J Website:</b> <u>oacusa.org</u>		<b>H(c)</b> Group exemption number ▶	
<b>K Form of organization:</b> <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶		<b>L Year of formation:</b> 1958	<b>M State of legal domicile:</b> PA

<b>Part I Summary</b>				
<b>Activities &amp; Governance</b>	<b>1</b> Briefly describe the organization's mission or most significant activities: <u>Proclaim the gospel in the United States. Assist and equip local churches in effective open-air outreaches, working through field offices in the US. Open Air Campaigners is an evangelistic ministry of preaching the gospel to lost people and mobilizing the Body of Christ primarily through Open Air Outreach.</u>			
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.			
	<b>3</b> Number of voting members of the governing body (Part VI, line 1a) . . . . .	<b>3</b>	8	
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b) . . . . .	<b>4</b>	6	
	<b>5</b> Total number of individuals employed in calendar year 2016 (Part V, line 2a) . . . . .	<b>5</b>	28	
	<b>6</b> Total number of volunteers (estimate if necessary) . . . . .	<b>6</b>	30	
	<b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12 . . . . .	<b>7a</b>	0.	
<b>b</b> Net unrelated business taxable income from Form 990-T, line 34 . . . . .	<b>7b</b>	0.		
<b>Revenue</b>			<b>Prior Year</b>	<b>Current Year</b>
	<b>8</b> Contributions and grants (Part VIII, line 1h) . . . . .		1,527,649.	1,407,215.
	<b>9</b> Program service revenue (Part VIII, line 2g) . . . . .			
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d) . . . . .		1,868.	1,134.
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) . . . . .		7,245.	6,806.
<b>12</b> Total revenue — add lines 8 through 11 (must equal Part VIII, column (A), line 12) . . . . .		1,536,762.	1,415,155.	
<b>Expenses</b>	<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1-3) . . . . .			
	<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4) . . . . .			
	<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) . . . . .		1,110,302.	1,085,199.
	<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e) . . . . .			
	<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶ <u>63,301.</u>			
	<b>17</b> Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) . . . . .		314,999.	319,798.
<b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) . . . . .		1,425,301.	1,404,997.	
<b>19</b> Revenue less expenses. Subtract line 18 from line 12 . . . . .		111,461.	10,158.	
<b>Net Assets or Fund Balances</b>	<b>20</b> Total assets (Part X, line 16) . . . . .		<b>Beginning of Current Year</b>	<b>End of Year</b>
			539,563.	546,354.
	<b>21</b> Total liabilities (Part X, line 26) . . . . .		23,411.	18,748.
<b>22</b> Net assets or fund balances. Subtract line 21 from line 20 . . . . .		516,152.	527,606.	

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>	Signature of officer	Date
	<u>John Cutlip</u> Type or print name and title	07/31/17 Director

<b>Paid Preparer Use Only</b>	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN
	<u>Vivian Wentzel</u>	<u>Vivian Wentzel</u>	08/01/17		P00367964
	Firm's name ▶ <u>Wentzel and Company PC</u>	Firm's EIN ▶ <u>47-2237545</u>		Phone no. (484) 725-4181	
	Firm's address ▶ <u>PO Box 156 Fleetwood PA 19522</u>				

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:

Proclaim the gospel in the United States. Assist and equip local churches in effective open-air outreaches, working through field offices in the US. See Form 990, Page 2, Part III, Line 1 (continued)

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

Yes No

If 'Yes,' describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?

Yes No

If 'Yes,' describe these changes on Schedule O.

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4 a (Code: ) (Expenses \$ 1,180,359. including grants of \$ 0.) (Revenue \$ 6,806.)

Proclaim the gospel in the United States. Assist and equip local churches in effective open-air outreaches, working through field offices in the US.

4 b (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4 c (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4 d Other program services (Describe in Schedule O.)

(Expenses \$ including grants of \$ ) (Revenue \$ )

4 e Total program service expenses 1,180,359.

**Part IV Checklist of Required Schedules**

		Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If 'Yes,' complete Schedule A. . . . .	X	
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? . . . . .	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If 'Yes,' complete Schedule C, Part I. . . . .		X
4	<b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If 'Yes,' complete Schedule C, Part II . . . . .		X
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If 'Yes,' complete Schedule C, Part III . . . . .		X
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If 'Yes,' complete Schedule D, Part I. . . . .		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If 'Yes,' complete Schedule D, Part II. . . . .		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If 'Yes,' complete Schedule D, Part III. . . . .		X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If 'Yes,' complete Schedule D, Part IV . . . . .		X
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If 'Yes,' complete Schedule D, Part V . . . . .		X
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If 'Yes,' complete Schedule D, Part VI. . . . .	X	
b	Did the organization report an amount for investments — other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VII. . . . .		X
c	Did the organization report an amount for investments — program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part VIII . . . . .		X
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If 'Yes,' complete Schedule D, Part IX . . . . .	X	
e	Did the organization report an amount for other liabilities in Part X, line 25? If 'Yes,' complete Schedule D, Part X . . . . .	X	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If 'Yes,' complete Schedule D, Part X . . . . .	X	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If 'Yes,' complete Schedule D, Parts XI and XII . . . . .	X	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If 'Yes,' and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI and XII is optional . . . . .		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If 'Yes,' complete Schedule E. . . . .		X
14a	Did the organization maintain an office, employees, or agents outside of the United States? . . . . .		X
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If 'Yes,' complete Schedule F, Parts I and IV . . . . .		X
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If 'Yes,' complete Schedule F, Parts II and IV . . . . .		X
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If 'Yes,' complete Schedule F, Parts III and IV . . . . .		X
17	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If 'Yes,' complete Schedule G, Part I (see instructions) . . . . .		X
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If 'Yes,' complete Schedule G, Part II . . . . .		X
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If 'Yes,' complete Schedule G, Part III. . . . .		X

**Part IV Checklist of Required Schedules (continued)**

	Yes	No
<b>20a</b> Did the organization operate one or more hospital facilities? <i>If 'Yes,' complete Schedule H</i> . . . . .		X
<b>b</b> <i>If 'Yes' to line 20a, did the organization attach a copy of its audited financial statements to this return?</i> . . . . .		
<b>21</b> Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If 'Yes,' complete Schedule I, Parts I and II</i> . . . . .		X
<b>22</b> Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If 'Yes,' complete Schedule I, Parts I and III</i> . . . . .		X
<b>23</b> Did the organization answer 'Yes' to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If 'Yes,' complete Schedule J</i> . . . . .		X
<b>24a</b> Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If 'Yes,' answer lines 24b through 24d and complete Schedule K. If 'No,' go to line 25a.</i> . . . . .		X
<b>b</b> Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? . . . . .		
<b>c</b> Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? . . . . .		
<b>d</b> Did the organization act as an 'on behalf of' issuer for bonds outstanding at any time during the year? . . . . .		
<b>25a</b> <b>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If 'Yes,' complete Schedule L, Part I</i> . . . . .		X
<b>b</b> Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If 'Yes,' complete Schedule L, Part I</i> . . . . .		X
<b>26</b> Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If 'Yes,' complete Schedule L, Part II</i> . . . . .		X
<b>27</b> Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If 'Yes,' complete Schedule L, Part III</i> . . . . .		X
<b>28</b> Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
<b>a</b> A current or former officer, director, trustee, or key employee? <i>If 'Yes,' complete Schedule L, Part IV</i> . . . . .		X
<b>b</b> A family member of a current or former officer, director, trustee, or key employee? <i>If 'Yes,' complete Schedule L, Part IV</i> . . . . .		X
<b>c</b> An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If 'Yes,' complete Schedule L, Part IV</i> . . . . .		X
<b>29</b> Did the organization receive more than \$25,000 in non-cash contributions? <i>If 'Yes,' complete Schedule M</i> . . . . .		X
<b>30</b> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If 'Yes,' complete Schedule M</i> . . . . .		X
<b>31</b> Did the organization liquidate, terminate, or dissolve and cease operations? <i>If 'Yes,' complete Schedule N, Part I</i> . . . . .		X
<b>32</b> Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If 'Yes,' complete Schedule N, Part II</i> . . . . .		X
<b>33</b> Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If 'Yes,' complete Schedule R, Part I</i> . . . . .		X
<b>34</b> Was the organization related to any tax-exempt or taxable entity? <i>If 'Yes,' complete Schedule R, Part II, III, or IV, and Part V, line 1.</i> . . . . .		X
<b>35a</b> Did the organization have a controlled entity within the meaning of section 512(b)(13)? . . . . .		X
<b>b</b> <i>If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If 'Yes,' complete Schedule R, Part V, line 2</i> . . . . .		X
<b>36</b> <b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If 'Yes,' complete Schedule R, Part V, line 2</i> . . . . .		X
<b>37</b> Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If 'Yes,' complete Schedule R, Part VI</i> . . . . .		X
<b>38</b> Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? <b>Note.</b> All Form 990 filers are required to complete Schedule O . . . . .	X	

BAA



Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V.

Form with multiple rows (1a-14b) containing questions about IRS filings, employee counts, and tax compliance. Includes input fields for numbers and checkboxes for Yes/No.

**Part VI Governance, Management, and Disclosure** For each 'Yes' response to lines 2 through 7b below, and for a 'No' response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI.

**Section A. Governing Body and Management**

		Yes	No
<b>1 a</b> Enter the number of voting members of the governing body at the end of the tax year. . . . .	<b>1 a</b> 8		
If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.			
<b>b</b> Enter the number of voting members included in line 1a, above, who are independent . . . . .	<b>1 b</b> 6		
<b>2</b> Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? . . . . .	<b>2</b>		X
<b>3</b> Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person? . . . . .	<b>3</b>		X
<b>4</b> Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? . . . . .	<b>4</b>		X
<b>5</b> Did the organization become aware during the year of a significant diversion of the organization's assets? . . . . .	<b>5</b>		X
<b>6</b> Did the organization have members or stockholders? . . . . .	<b>6</b>		X
<b>7 a</b> Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? . . . . .	<b>7 a</b>		X
<b>b</b> Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? . . . . .	<b>7 b</b>		X
<b>8</b> Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
<b>a</b> The governing body? . . . . .	<b>8 a</b>	X	
<b>b</b> Each committee with authority to act on behalf of the governing body? . . . . .	<b>8 b</b>	X	
<b>9</b> Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If 'Yes,' provide the names and addresses in Schedule O . . . . .	<b>9</b>		X

**Section B. Policies** (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
<b>10 a</b> Did the organization have local chapters, branches, or affiliates? . . . . .	<b>10 a</b> X	
<b>b</b> If 'Yes,' did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? . . . . .	<b>10 b</b> X	
<b>11 a</b> Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? . . . . .	<b>11 a</b>	X
<b>b</b> Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
<b>12 a</b> Did the organization have a written conflict of interest policy? If 'No,' go to line 13 . . . . .	<b>12 a</b> X	
<b>b</b> Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? . . . . .	<b>12 b</b> X	
<b>c</b> Did the organization regularly and consistently monitor and enforce compliance with the policy? If 'Yes,' describe in Schedule O how this was done . . . . .	<b>12 c</b> X	
<b>13</b> Did the organization have a written whistleblower policy? . . . . .	<b>13</b> X	
<b>14</b> Did the organization have a written document retention and destruction policy? . . . . .	<b>14</b> X	
<b>15</b> Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
<b>a</b> The organization's CEO, Executive Director, or top management official . . . . .	<b>15 a</b> X	
<b>b</b> Other officers or key employees of the organization . . . . .	<b>15 b</b> X	
If 'Yes' to line 15a or 15b, describe the process in Schedule O (see instructions).		
<b>16 a</b> Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? . . . . .	<b>16 a</b>	X
<b>b</b> If 'Yes,' did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? . . . . .	<b>16 b</b>	

**Section C. Disclosure**

- 17** List the states with which a copy of this Form 990 is required to be filed ▶ Pennsylvania
- 18** Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
 Own website     Another's website     Upon request     Other (explain in Schedule O)
- 19** Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20** State the name, address, and telephone number of the person who possesses the organization's books and records: ▶  
John Cutlip    812 Bangor Road, Nazareth, PA 18064-0520    (610) 746-0508

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

**1 a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of 'key employee.'
- List the organization's **five current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Larry Baker Secretary/Treasurer	2.00	X		X				0.	0.	0.
(2) Eric Briscoe Board Member	40.00	X					63,573.	0.	0.	
(3) Bob Ewerth Vice-Chairman	40.00	X		X			32,910.	0.	0.	
(4) Scott Pope Board Member	2.00	X					0.	0.	0.	
(5) Jon Shader Board Member	2.00	X					0.	0.	0.	
(6) Rex Trent Chairman	2.00	X		X			0.	0.	0.	
(7) Joe Toy Board Member	2.00	X					0.	0.	0.	
(8) Dave Trout Board Member	2.00	X					0.	0.	0.	
(9)										
(10)										
(11)										
(12)										
(13)										
(14)										

**Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15) -----										
(16) -----										
(17) -----										
(18) -----										
(19) -----										
(20) -----										
(21) -----										
(22) -----										
(23) -----										
(24) -----										
(25) -----										
<b>1 b Sub-total</b> . . . . .							96,483.	0.	0.	
<b>c Total from continuation sheets to Part VII, Section A</b> . . . . .										
<b>d Total (add lines 1b and 1c)</b> . . . . .							96,483.	0.	0.	

**2** Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **0**

	Yes	No
<b>3</b> Did the organization list any <b>former</b> officer, director, or trustee, key employee, or highest compensated employee on line 1a? <i>If 'Yes,' complete Schedule J for such individual</i> . . . . .		X
<b>4</b> For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If 'Yes,' complete Schedule J for such individual</i> . . . . .		X
<b>5</b> Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If 'Yes,' complete Schedule J for such person</i> . . . . .		X

**Section B. Independent Contractors**

**1** Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation

**2** Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **0**

**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	<b>1 a</b> Federated campaigns . . . . .	<b>1 a</b>				
	<b>b</b> Membership dues . . . . .	<b>1 b</b>				
	<b>c</b> Fundraising events . . . . .	<b>1 c</b>				
	<b>d</b> Related organizations . . . . .	<b>1 d</b>				
	<b>e</b> Government grants (contributions) . . . . .	<b>1 e</b>				
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above . . . . .	<b>1 f</b> 1,407,215.				
	<b>g</b> Noncash contributions included in lines 1a-1f: \$					
<b>h Total.</b> Add lines 1a-1f . . . . .		1,407,215.				
<b>Program Service Revenue</b>	<b>2 a</b> _____	<b>Business Code</b>				
	<b>b</b> _____					
	<b>c</b> _____					
	<b>d</b> _____					
	<b>e</b> _____					
	<b>f</b> All other program service revenue . . . . .					
	<b>g Total.</b> Add lines 2a-2f . . . . .					
<b>Other Revenue</b>	<b>3</b> Investment income (including dividends, interest and other similar amounts) . . . . .		1,134.	1,134.	0.	0.
	<b>4</b> Income from investment of tax-exempt bond proceeds . . . . .					
	<b>5</b> Royalties . . . . .					
	<b>6 a</b> Gross rents . . . . .	(i) Real				
		(ii) Personal				
		<b>b</b> Less: rental expenses . . . . .				
		<b>c</b> Rental income or (loss) . . . . .				
	<b>d</b> Net rental income or (loss) . . . . .					
	<b>7 a</b> Gross amount from sales of assets other than inventory	(i) Securities				
		(ii) Other				
		<b>b</b> Less: cost or other basis and sales expenses . . . . .				
		<b>c</b> Gain or (loss) . . . . .				
	<b>d</b> Net gain or (loss) . . . . .					
	<b>8 a</b> Gross income from fundraising events (not including . . \$ _____ of contributions reported on line 1c). See Part IV, line 18. . . . .	<b>a</b>				
		<b>b</b> Less: direct expenses . . . . .	<b>b</b>			
<b>c</b> Net income or (loss) from fundraising events . . . . .						
<b>9 a</b> Gross income from gaming activities. See Part IV, line 19. . . . .	<b>a</b>					
	<b>b</b> Less: direct expenses . . . . .	<b>b</b>				
	<b>c</b> Net income or (loss) from gaming activities . . . . .					
<b>10 a</b> Gross sales of inventory, less returns and allowances . . . . .	<b>a</b> 33,366.					
	<b>b</b> Less: cost of goods sold . . . . .	<b>b</b> 26,560.				
	<b>c</b> Net income or (loss) from sales of inventory . . . . .		6,806.	6,806.	0.	0.
<b>Miscellaneous Revenue</b>	<b>11 a</b> _____	<b>Business Code</b>				
	<b>b</b> _____					
	<b>c</b> _____					
	<b>d</b> All other revenue . . . . .					
	<b>e Total.</b> Add lines 11a-11d . . . . .					
	<b>12 Total revenue.</b> See instructions . . . . .		1,415,155.	7,940.	0.	0.

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX.

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 . . . . .				
2 Grants and other assistance to domestic individuals. See Part IV, line 22 . . . . .				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 . . . . .				
4 Benefits paid to or for members . . . . .				
5 Compensation of current officers, directors, trustees, and key employees . . . . .	96,483.	82,011.	9,648.	4,824.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) . . . . .				
7 Other salaries and wages . . . . .	926,559.	787,575.	92,656.	46,328.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) . . . . .				
9 Other employee benefits . . . . .				
10 Payroll taxes . . . . .	62,157.	52,833.	6,216.	3,108.
11 Fees for services (non-employees):				
a Management . . . . .				
b Legal . . . . .				
c Accounting . . . . .	7,878.	0.	7,878.	0.
d Lobbying . . . . .				
e Professional fundraising services. See Part IV, line 17 . . . . .				
f Investment management fees . . . . .	410.	348.	41.	21.
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.) . . . . .				
12 Advertising and promotion . . . . .	2,219.	1,109.	555.	555.
13 Office expenses . . . . .	38,150.	26,705.	9,538.	1,907.
14 Information technology . . . . .				
15 Royalties . . . . .				
16 Occupancy . . . . .	16,521.	13,217.	2,478.	826.
17 Travel . . . . .	14,003.	12,883.	420.	700.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials . . . . .				
19 Conferences, conventions, and meetings . . . . .				
20 Interest . . . . .				
21 Payments to affiliates . . . . .				
22 Depreciation, depletion, and amortization . . . . .	34,637.	25,978.	6,927.	1,732.
23 Insurance . . . . .	9,591.	4,796.	4,316.	479.
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) . . . . .				
a <u>Evangelism Supplies</u> . . . . .	157,472.	157,472.	0.	0.
b <u>Affiliation Fees</u> . . . . .	5,477.	1,917.	1,917.	1,643.
c <u>Telephone</u> . . . . .	5,107.	2,554.	2,043.	510.
d <u>Postage</u> . . . . .	6,666.	2,664.	3,334.	668.
e All other expenses . . . . .	21,667.	8,297.	13,370.	0.
25 Total functional expenses. Add lines 1 through 24e . . . . .	1,404,997.	1,180,359.	161,337.	63,301.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) . . . . .				

**Part X Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
<b>Assets</b>	1	Cash — non-interest-bearing . . . . .	163,162.	1 217,108.
	2	Savings and temporary cash investments . . . . .	93,746.	2 93,862.
	3	Pledges and grants receivable, net . . . . .		3
	4	Accounts receivable, net . . . . .	7,699.	4 52.
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L . . . . .		5
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L . . . . .		6
	7	Notes and loans receivable, net . . . . .		7
	8	Inventories for sale or use . . . . .	26,058.	8 21,145.
	9	Prepaid expenses and deferred charges . . . . .		9
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D . . . . .	10a 278,462.	
	10b	Less: accumulated depreciation . . . . .	10b 222,743.	
	10c		90,356.	10c 55,719.
	11	Investments — publicly traded securities . . . . .	33,542.	11 33,468.
	12	Investments — other securities. See Part IV, line 11 . . . . .		12
	13	Investments — program-related. See Part IV, line 11 . . . . .		13
	14	Intangible assets . . . . .		14
15	Other assets. See Part IV, line 11 . . . . .	125,000.	15 125,000.	
16	<b>Total assets.</b> Add lines 1 through 15 (must equal line 34) . . . . .	539,563.	16 546,354.	
<b>Liabilities</b>	17	Accounts payable and accrued expenses . . . . .	3,837.	17 0.
	18	Grants payable . . . . .		18
	19	Deferred revenue . . . . .		19
	20	Tax-exempt bond liabilities . . . . .		20
	21	Escrow or custodial account liability. Complete Part IV of Schedule D . . . . .		21
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L . . . . .		22
	23	Secured mortgages and notes payable to unrelated third parties . . . . .		23
	24	Unsecured notes and loans payable to unrelated third parties . . . . .		24
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D . . . . .	19,574.	25 18,748.
	26	<b>Total liabilities.</b> Add lines 17 through 25 . . . . .	23,411.	26 18,748.
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.</b>			
	27	Unrestricted net assets . . . . .	391,152.	27 402,606.
	28	Temporarily restricted net assets . . . . .	125,000.	28 125,000.
	29	Permanently restricted net assets . . . . .		29
	<b>Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.</b>			
	30	Capital stock or trust principal, or current funds . . . . .		30
	31	Paid-in or capital surplus, or land, building, or equipment fund . . . . .		31
	32	Retained earnings, endowment, accumulated income, or other funds . . . . .		32
33	<b>Total net assets or fund balances.</b> . . . . .	516,152.	33 527,606.	
34	<b>Total liabilities and net assets/fund balances</b> . . . . .	539,563.	34 546,354.	

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response or note to any line in this Part XI.

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	1,415,155.
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	1,404,997.
<b>3</b>	Revenue less expenses. Subtract line 2 from line 1	<b>3</b>	10,158.
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	<b>4</b>	516,152.
<b>5</b>	Net unrealized gains (losses) on investments	<b>5</b>	1,296.
<b>6</b>	Donated services and use of facilities	<b>6</b>	
<b>7</b>	Investment expenses	<b>7</b>	
<b>8</b>	Prior period adjustments	<b>8</b>	
<b>9</b>	Other changes in net assets or fund balances (explain in Schedule O)	<b>9</b>	
<b>10</b>	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	<b>10</b>	527,606.

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
<b>1</b>	Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____ If the organization changed its method of accounting from a prior year or checked 'Other,' explain in Schedule O.		
<b>2 a</b>	Were the organization's financial statements compiled or reviewed by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		X
<b>2 b</b>	Were the organization's financial statements audited by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input checked="" type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	X	
<b>2 c</b>	If 'Yes' to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.	X	
<b>3 a</b>	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		X
<b>3 b</b>	If 'Yes,' did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits		

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**SCHEDULE A**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Public Charity Status and Public Support**

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

▶ Attach to Form 990 or Form 990-EZ.

▶ Information about Schedule A (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

**2016**

**Open to Public Inspection**

Name of the organization

Open Air Campaigners, U.S., Inc.

Employer identification number

36-2420024

**Part I Reason for Public Charity Status** (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1  A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i)**.
- 2  A school described in **section 170(b)(1)(A)(ii)**. (Attach Schedule E (Form 990 or 990-EZ).)
- 3  A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii)**.
- 4  A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii)**. Enter the hospital's name, city, and state: \_\_\_\_\_
- 5  An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv)**. (Complete Part II.)
- 6  A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v)**.
- 7  An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
- 8  A community trust described in **section 170(b)(1)(A)(vi)**. (Complete Part II.)
- 9  An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: \_\_\_\_\_
- 10  An organization that normally receives: (1) more than 33-1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33-1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2)**. (Complete Part III.)
- 11  An organization organized and operated exclusively to test for public safety. See **section 509(a)(4)**.
- 12  An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2)**. See **section 509(a)(3)**. Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
  - a  **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. You must complete **Part IV, Sections A and B**.
  - b  **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). You must complete **Part IV, Sections A and C**.
  - c  **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). You must complete **Part IV, Sections A, D, and E**.
  - d  **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). You must complete **Part IV, Sections A and D, and Part V**.
  - e  Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f Enter the number of supported organizations
- g Provide the following information about the supported organization(s).

	(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
				Yes	No		
(A)							
(B)							
(C)							
(D)							
(E)							
<b>Total</b>							

**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any unusual grants.) . . . . .	1,212,772.	1,437,283.	1,360,329.	1,527,649.	1,407,215.	6,945,248.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . . .						
3 The value of services or facilities furnished by a governmental unit to the organization without charge. . . . .						
4 Total. Add lines 1 through 3 . . . . .	1,212,772.	1,437,283.	1,360,329.	1,527,649.	1,407,215.	6,945,248.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) . . . . .						0.
6 Public support. Subtract line 5 from line 4 . . . . .						6,945,248.

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2012	(b) 2013	(c) 2014	(d) 2015	(e) 2016	(f) Total
7 Amounts from line 4 . . . . .	1,212,772.	1,437,283.	1,360,329.	1,527,649.	1,407,215.	6,945,248.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources . . . . .	3,903.	6,585.	1,966.	-51.	1,134.	13,537.
9 Net income from unrelated business activities, whether or not the business is regularly carried on . . . . .						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . . . . .						
11 Total support. Add lines 7 through 10 . . . . .						6,958,785.
12 Gross receipts from related activities, etc. (see instructions). . . . .					12	154,421.
13 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here . . . . . ▶ <input type="checkbox"/>						

**Section C. Computation of Public Support Percentage**

14 Public support percentage for 2016 (line 6, column (f) divided by line 11, column (f)) . . . . .	14	99.81 %
15 Public support percentage from 2015 Schedule A, Part II, line 14 . . . . .	15	99.83 %
16a 33-1/3% support test—2016. If the organization did not check the box on line 13, and line 14 is 33-1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization . . . . . ▶ <input checked="" type="checkbox"/>		
b 33-1/3% support test—2015. If the organization did not check a box on line 13 or 16a, and line 15 is 33-1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization . . . . . ▶ <input type="checkbox"/>		
17a 10%-facts-and-circumstances test—2016. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the 'facts-and-circumstances' test, check this box and stop here. Explain in Part VI how the organization meets the 'facts-and-circumstances' test. The organization qualifies as a publicly supported organization . . . . . ▶ <input type="checkbox"/>		
b 10%-facts-and-circumstances test—2015. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the 'facts-and-circumstances' test, check this box and stop here. Explain in Part VI how the organization meets the 'facts-and-circumstances' test. The organization qualifies as a publicly supported organization . . . . . ▶ <input type="checkbox"/>		
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions . . . . . ▶ <input type="checkbox"/>		

Part III Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Table with 7 columns: (a) 2012, (b) 2013, (c) 2014, (d) 2015, (e) 2016, (f) Total. Rows include: 1 Gifts, grants, contributions, and membership fees received; 2 Gross receipts from admissions, merchandise sold or services performed; 3 Gross receipts from activities that are not an unrelated trade or business; 4 Tax revenues levied for the organization's benefit; 5 The value of services or facilities furnished by a governmental unit; 6 Total; 7a Amounts included on lines 1, 2, and 3 received from disqualified persons; 7b Amounts included on lines 2 and 3 received from other than disqualified persons; 8 Public support.

Section B. Total Support

Table with 7 columns: (a) 2012, (b) 2013, (c) 2014, (d) 2015, (e) 2016, (f) Total. Rows include: 9 Amounts from line 6; 10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources; 10b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975; 10c Add lines 10a and 10b; 11 Net income from unrelated business activities not included in line 10b; 12 Other income; 13 Total support.

14 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here.

Section C. Computation of Public Support Percentage

Table with 3 columns: Description, Percentage, and Input field. Rows: 15 Public support percentage for 2016; 16 Public support percentage from 2015 Schedule A, Part III, line 15.

Section D. Computation of Investment Income Percentage

Table with 3 columns: Description, Percentage, and Input field. Rows: 17 Investment income percentage for 2016; 18 Investment income percentage from 2015 Schedule A, Part III, line 17.

19a 33-1/3% support tests—2016. If the organization did not check the box on line 14, and line 15 is more than 33-1/3%, and line 17 is not more than 33-1/3%, check this box and stop here. The organization qualifies as a publicly supported organization.
19b 33-1/3% support tests—2015. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33-1/3%, and line 18 is not more than 33-1/3%, check this box and stop here. The organization qualifies as a publicly supported organization.
20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions.

**Part IV Supporting Organizations**

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

**Section A. All Supporting Organizations**

	Yes	No
<b>1</b> Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If 'No,' describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
<b>2</b> Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If 'Yes,' explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
<b>3a</b> Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If 'Yes,' answer (b) and (c) below.</i>		
<b>b</b> Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If 'Yes,' describe in Part VI when and how the organization made the determination.</i>		
<b>c</b> Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If 'Yes,' explain in Part VI what controls the organization put in place to ensure such use.</i>		
<b>4a</b> Was any supported organization not organized in the United States ('foreign supported organization')? <i>If 'Yes' and if you checked 12a or 12b in Part I, answer (b) and (c) below.</i>		
<b>b</b> Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If 'Yes,' describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
<b>c</b> Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If 'Yes,' explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
<b>5a</b> Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If 'Yes,' answer (b) and (c) below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
<b>b</b> <b>Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
<b>c</b> <b>Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?		
<b>6</b> Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If 'Yes,' provide detail in Part VI.</i>		
<b>7</b> Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If 'Yes,' complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
<b>8</b> Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If 'Yes,' complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
<b>9a</b> Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If 'Yes,' provide detail in Part VI.</i>		
<b>b</b> Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If 'Yes,' provide detail in Part VI.</i>		
<b>c</b> Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If 'Yes,' provide detail in Part VI.</i>		
<b>10a</b> Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If 'Yes,' answer 10b below.</i>		
<b>b</b> Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

**Part IV Supporting Organizations (continued)**

- 11** Has the organization accepted a gift or contribution from any of the following persons?
- a A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization?
  - b A family member of a person described in (a) above?
  - c A 35% controlled entity of a person described in (a) or (b) above? If 'Yes' to a, b, or c, provide detail in Part VI.

	Yes	No
11a		
11b		
11c		

**Section B. Type I Supporting Organizations**

- 1 Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? If 'No,' describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.
- 2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If 'Yes,' explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.

	Yes	No
1		
2		

**Section C. Type II Supporting Organizations**

- 1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If 'No,' describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).

	Yes	No
1		

**Section D. All Type III Supporting Organizations**

- 1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?
- 2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If 'No,' explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).
- 3 By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If 'Yes,' describe in Part VI the role the organization's supported organizations played in this regard.

	Yes	No
1		
2		
3		

**Section E. Type III Functionally Integrated Supporting Organizations**

- 1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).
  - a  The organization satisfied the Activities Test. Complete line 2 below.
  - b  The organization is the parent of each of its supported organizations. Complete line 3 below.
  - c  The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).

**2 Activities Test. Answer (a) and (b) below.**

- a Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If 'Yes,' then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.
- b Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If 'Yes,' explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.

	Yes	No
2a		
2b		
3a		
3b		

**3 Parent of Supported Organizations. Answer (a) and (b) below.**

- a Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? Provide details in Part VI.
- b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If 'Yes,' describe in Part VI the role played by the organization in this regard.

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

- 1  Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (explain in Part VI). See instructions. All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

<b>Section A – Adjusted Net Income</b>		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	<b>Adjusted Net Income</b> (subtract lines 5, 6, and 7 from line 4).	8	

<b>Section B – Minimum Asset Amount</b>		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1 a	
b	Average monthly cash balances	1 b	
c	Fair market value of other non-exempt-use assets	1 c	
d	<b>Total</b> (add lines 1a, 1b, and 1c)	1 d	
e	<b>Discount</b> claimed for blockage or other factors (explain in detail in Part VI):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by .035.	6	
7	Recoveries of prior-year distributions	7	
8	<b>Minimum Asset Amount</b> (add line 7 to line 6)	8	

<b>Section C – Distributable Amount</b>			Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1	
2	Enter 85% of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

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Schedule A (Form 990 or 990-EZ) 2016

**Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations** *(continued)*

<b>Section D – Distributions</b>	<b>Current Year</b>
1 Amounts paid to supported organizations to accomplish exempt purposes	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	
4 Amounts paid to acquire exempt-use assets	
5 Qualified set-aside amounts (prior IRS approval required)	
6 Other distributions (describe in Part VI). See instructions.	
7 <b>Total annual distributions.</b> Add lines 1 through 6.	
8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	
9 Distributable amount for 2016 from Section C, line 6	
10 Line 8 amount divided by Line 9 amount	

<b>Section E – Distribution Allocations (see instructions)</b>	<b>(i) Excess Distributions</b>	<b>(ii) Underdistributions Pre-2016</b>	<b>(iii) Distributable Amount for 2016</b>
1 Distributable amount for 2016 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2016 (reasonable cause required – explain in Part VI). See instructions.			
3 Excess distributions carryover, if any, to 2016:			
a			
b			
c From 2013 . . . . .			
d From 2014 . . . . .			
e From 2015 . . . . .			
f <b>Total</b> of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2016 distributable amount			
i Carryover from 2011 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
4 Distributions for 2016 from Section D, line 7: \$			
a Applied to underdistributions of prior years			
b Applied to 2016 distributable amount			
c Remainder. Subtract lines 4a and 4b from 4.			
5 Remaining underdistributions for years prior to 2016, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions.			
6 Remaining underdistributions for 2016. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions.			
7 <b>Excess distributions carryover to 2017.</b> Add lines 3j and 4c.			
8 Breakdown of line 7:			
a			
b Excess from 2013 . . . .			
c Excess from 2014 . . . .			
d Excess from 2015 . . . .			
e Excess from 2016 . . . .			

BAA

**Part VI**

**Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a, and 3b; Part V, line 1; Part V, Section B, line 1e; Part V, Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information.  
(See instructions.)

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SCHEDULE D (Form 990)

Supplemental Financial Statements

OMB No. 1545-0047

2016

Complete if the organization answered 'Yes' on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. Attach to Form 990.

Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Name of the organization

Employer identification number

Open Air Campaigners, U.S., Inc.

36-2420024

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows include: 1 Total number at end of year, 2 Aggregate value of contributions to (during year), 3 Aggregate value of grants from (during year), 4 Aggregate value at end of year, 5 Did the organization inform all donors...?, 6 Did the organization inform all grantees...?

Part II Conservation Easements.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 7.

Table with 2 columns: Held at the End of the Tax Year. Rows include: 1 Purpose(s) of conservation easements, 2 Complete lines 2a through 2d if the organization held a qualified conservation contribution..., 2 a Total number of conservation easements, 2 b Total acreage restricted by conservation easements, 2 c Number of conservation easements on a certified historic structure..., 2 d Number of conservation easements included in (c) acquired after 8/17/06..., 3 Number of conservation easements modified..., 4 Number of states where property subject to conservation easement is located..., 5 Does the organization have a written policy..., 6 Staff and volunteer hours devoted to monitoring..., 7 Amount of expenses incurred in monitoring..., 8 Does each conservation easement reported on line 2(d) above satisfy the requirements..., 9 In Part XIII, describe how the organization reports conservation easements...

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 8.

Table with 2 columns: Revenue included on Form 990, Part VIII, line 1; Assets included in Form 990, Part X. Rows include: 1 a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report..., 1 b If the organization elected, as permitted under SFAS 116 (ASC 958), to report..., 2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain...

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** (continued)

3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):

- a  Public exhibition
- b  Scholarly research
- c  Preservation for future generations
- d  Loan or exchange programs
- e  Other \_\_\_\_\_

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

**Part IV Escrow and Custodial Arrangements.** Complete if the organization answered 'Yes' on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1 a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No

b If 'Yes,' explain the arrangement in Part XIII and complete the following table:

	Amount
c Beginning balance	1 c
d Additions during the year	1 d
e Distributions during the year	1 e
f Ending balance	1 f

2 a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?  Yes  No

b If 'Yes,' explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

**Part V Endowment Funds.** Complete if the organization answered 'Yes' on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1 a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a Board designated or quasi-endowment  \_\_\_\_\_ %
  - b Permanent endowment  \_\_\_\_\_ %
  - c Temporarily restricted endowment  \_\_\_\_\_ %
- The percentages on lines 2a, 2b, and 2c should equal 100%.

3 a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

	Yes	No
(i) unrelated organizations	3a(i)	
(ii) related organizations	3a(ii)	
b If 'Yes' on line 3a(ii), are the related organizations listed as required on Schedule R?	3b	

4 Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1 a Land				
b Buildings				
c Leasehold improvements				
d Equipment		32,455.	32,455.	0.
e Other		246,007.	190,288.	55,719.
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				55,719.

**Part VII Investments – Other Securities.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives . . . . .		
(2) Closely-held equity interests . . . . .		
(3) Other _____		
(A) _____		
(B) _____		
(C) _____		
(D) _____		
(E) _____		
(F) _____		
(G) _____		
(H) _____		
(I) _____		
Total. (Column (b) must equal Form 990, Part X, column (B) line 12.) . . ▶		

**Part VIII Investments – Program Related.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. (Column (b) must equal Form 990, Part X, column (B) line 13.) . . ▶		

**Part IX Other Assets.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) Donated property for future use	125,000.
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. (Column (b) must equal Form 990, Part X, column (B) line 15.) . . . . . ▶	125,000.

**Part X Other Liabilities.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25

(a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) ACTUARIAL LIABILITY FOR ANNUITY PAYABLE	18,748.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. (Column (b) must equal Form 990, Part X, column (B) line 25.) . . . ▶	18,748.

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII

**Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements . . . . .		<b>1</b>	1,416,451.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
	a Net unrealized gains (losses) on investments . . . . .	<b>2 a</b>		1,296.
	b Donated services and use of facilities . . . . .	<b>2 b</b>		
	c Recoveries of prior year grants . . . . .	<b>2 c</b>		
	d Other (Describe in Part XIII.) . . . . .	<b>2 d</b>		
	e Add lines 2a through 2d . . . . .		<b>2 e</b>	1,296.
3	Subtract line 2e from line 1 . . . . .		<b>3</b>	1,415,155.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:			
	a Investment expenses not included on Form 990, Part VIII, line 7b. . . . .	<b>4 a</b>		
	b Other (Describe in Part XIII.) . . . . .	<b>4 b</b>		
	c Add lines 4a and 4b . . . . .		<b>4 c</b>	
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.) . . . . .		<b>5</b>	1,415,155.

**Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.**

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements. . . . .		<b>1</b>	1,404,997.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:			
	a Donated services and use of facilities . . . . .	<b>2 a</b>		
	b Prior year adjustments . . . . .	<b>2 b</b>		
	c Other losses . . . . .	<b>2 c</b>		
	d Other (Describe in Part XIII.) . . . . .	<b>2 d</b>		
	e Add lines 2a through 2d . . . . .		<b>2 e</b>	
3	Subtract line 2e from line 1 . . . . .		<b>3</b>	1,404,997.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
	a Investment expenses not included on Form 990, Part VIII, line 7b. . . . .	<b>4 a</b>		
	b Other (Describe in Part XIII.) . . . . .	<b>4 b</b>		
	c Add lines 4a and 4b . . . . .		<b>4 c</b>	
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.) . . . . .		<b>5</b>	1,404,997.

**Part XIII Supplemental Information.**

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Pt X, Line 2 There were no uncertain income tax positions identified that would have a material effect on the financial statements for the year ended December 31, 2016.

**SCHEDULE O**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

**Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.**

**▶ Attach to Form 990 or 990-EZ.**

**▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).**

OMB No. 1545-0047

**2016**

**Open to Public Inspection**

Name of the organization

Open Air Campaigners, U.S., Inc.

Employer identification number

36-2420024

Pt VI, Line 11b The Board of Directors has delegated the completion and filing of the Form 990 to the Open Air Campaigners Central Services office. Yes, these documents are made available to the public. One way is through the Evangelical Council for Financial Accountability (ECFA), of which we are members in good standing, who in turn publish on their website general and specific information and documents regarding our mission for the general public to access. We also make these documents available upon request from our OAC Central Services office which can be contacted by personal visit, telephone, email or website.

Pt VI, Line 19 This is done at both the Management Team level and also at the Board of Directors level. OAC has a three-man Management Team consisting of a Field Director, Personnel Development Director and Central Services Director. When Management Team meetings are held, regular ongoing business procedures of the mission are monitored and reported to the Board which would include the conflict of interest status. Then on the Board level, these status reports are considered and any recommendations are acted on at that time.

Pt VI, Line 12c The process for determining compensation of the Management Team does include a review and approval by our independent National Board of Directors. It is based on statistical data printed by the government and updated on a regular basis. This data is substantiated by our non-staff Board treasurer who in turn reports to our Board of Directors and after due deliberation a final decision is made as to the levels of compensation officially set by Open Air Campaigners for this purpose.

Pt VI, Line 15a The process for determining compensation of the officers and key employees does include a review and approval by our independent National Board of Directors. It is based on statistical data printed by the government and updated on a regular basis. This data is substantiated by our non-staff Board treasurer who in turn reports to our Board of Directors and after due deliberation a final decision is made as to the levels of compensation officially set by Open Air Campaigners for this purpose.

Pt VI, Line 15b

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Schedule O (Form 990), Supplemental Information to Form 990  
**Form 990, Page 2, Part III, Line 1 (continued)**

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**Briefly describe the organization's mission:**

offices in the US. Open Air Campaigners is an evangelistic ministry of preaching the gospel to lost people and mobilizing the Body of Christ primarily through Open Air Outreach.