

OAC Management Team Report

Quarter 4, 2019 (October - December)

Eric Briscoe: Field Director (Boston)

John Cutlip: Central Services (Nazareth)

Tom Fox: Personnel & Development (Baltimore / DC)



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

Co-worker Mike Bussen is back after time off for Christmas and New Years. He and Renae made a trip to Minnesota and helped Renae's mom during her recuperation time after knee replacement surgery.

The Truceless Warfare book update project continues to progress at a slow pace. My goal remains to have this project complete in time for handing out at the international conference in Jamaica coming up this May.

Long-time board member Rex Trent has rotated off and Jonathan Shader has rotated on. We appreciate the many years of service and friendship we have enjoyed with Rex. At this time, we remain in good shape as far as number of members required (minimum of seven) and staff to non-staff ratio (majority of our board membership must be non-staff). At the current time, we have eight active board members, five are non-staff (Loop, Shader, Suttles, Toy and Trout) and three are OAC staff (Briscoe, Fox and Hodder). We are grateful to God for you men and pray that God will continue to lead folks to us in the days ahead to serve in this capacity. We are always open and willing to consider new members so feel free to recommend individuals you may know for service in this way as the Lord brings them to mind.

God blessed us with a major donation last quarter in the amount of \$46,811.91 from the estate of a dear lady who passed away this past year. Her name was Almera Seber. She has been a long-time supporter of the work and gave to previous staff members Bron Carlisle and Olga Kruck many years ago. For more than 25 years now, she has given faithfully to the NOF. As per our policy, these funds were split 50/50 between the NOF to use for ongoing national expenses and the Duffecy Endowment Fund for future branch development.

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

- Current incoming support levels received from donors for our staff
- Inventory valuation for open-air supplies we have on hand to sell
- Our www.oacusa.org website statistics overview
- Budget summary detail report for the current year
- Current Cash Flow report
- Revised Board rotation chart



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

Staff Applications:

- Samuel McNair – I spoke with Rickard Burley at the Director's Conference to connect with Samuel to team up with the Burley's in the Tampa area

Short-term Internship Applications:

- Andrew Kerin, Renton, WA – recently graduated from Washington State University where he met Mark Kennedy - applied for short-term internship and has been accepted by the Management Team to serve from January to June 2020.

- Andrew's Schedule

- * 1/13 through 2/25 working in Central, PA and Pittsburgh, PA branches
- * 2/26 through 3/21 working with Eric Briscoe in Miami and Tampa, FL
- * 3/22 through 4/18 currently open (potentially in Bay Area, CA branch)
- * 4/19 through 5/2 with Paul Adams in Richmond, VA
- * 5/3 through 5/12 with Tom Fox at OACI Conference in Jamaica
- * 5/13 through 5/28 working with Dallas branch
- * 5/29 through 6/13 working in Baltimore branch to end of internship

Contact cards:

- Nathan Yugaites – Midland, MI (married with 3 young children) – saw Brian Harmon at camp this summer – I suggested he reach out to Brian to get a taste of OAC work
- John Copell – Providence, RI (married with 3 small children) interested in pursuing OAC and filling out application
- Kent Blablock – waiting on application
- Sue Goss – Alexander, Arkansas area (near Little Rock) – waiting on application. Said she would mail it in December.
- Brenten Powers – volunteers with Dan Beaudion in Bay Area, CA waiting on application and registration for SET
- Jeremey Desrochers – Berea, Kentucky – interested in work in Boston, MA
- Lucas Rife – (graduating 2021) – signed up for internship with law firm this summer – if he has some free time will consider coming to East Coast for a visit to PDD office and Central Services office.
- Kevin Myree – coming to Baltimore SET 2020

2020 Baltimore SET

- Kevin Myree registered
- Brochures are done and being distributed

Institutional / academic connections

- Planning for the annual Lancaster Bible College Missions Conference – Zane Dempsie and Andrew Kerin will be joining me – February 11th through 13th 2020

OACUSA Website Development

- Web developer Jeff Clausman created individual branch pages on the OACUSA website
 - o Each branch has been completed (except Orlando and Tampa)
 - o Areas of ministry to yet be completed are Phoenix and Rochester

OACUSA Social Media

- Facebook – every branch now has an official OAC Facebook page (except Orlando)
- Websites yet to be converted to OAC exclusively
 - o Dan Beaudion – dan.livethegospel.net – Dan has purchased a new template and redone the Your Soul Matters page to satisfy OAC branding
 - o Mark Sohmer – Luke-15.org – Mark displayed passive/aggressive behavior at the Directors Conference regarding branding. I am currently working with Eric to help Mark become a team player
 - o Steve and Connie Johnson – ianaministry.com Steve's site is still under development and working toward satisfying OAC branding



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

OCTOBER

This month started out with a week of evangelism at God's Bible College in Cincinnati with Brian Harmon and Mike Wilson. 11 students took training to preach either an adult or children's message in the open air. Many other students participated in the outreaches.

This was our 20th year working with this college. The current president participated as a student and this year his son preached an open-air message (picture at right). Many of our staff over the years have participated in this training. Also spent some time with our daughter Dawn and her family in Indiana.



Diane spent five days with Steve and Connie Johnson in the Quad cities branch. Steve and I preached at three different colleges during the week, University of Iowa, Augustana College and Black Hawk College. Connie also helps many of our staff with travel as she is a travel agent. We also spent a week with Brian and Kimberlee Harmon in Central Michigan. We did high school ministry and spent much time in going over field director responsibilities as Brian will take over this coming November, 2020. Also spent time with Mike and Christine Wilson.

We traveled to Dallas and ministered with Rick and Dovie Moore and Chip and Kim Wolfe. There were some very big fall festival outreaches as well as ministry opportunities in downtown Dallas. Chip's health issues are a concern but he continues to fight through them. Please keep them in prayer

NOVEMBER

We visited our daughter Bethany and family in Phoenix as well as participating in an outreach with Karen and Chris Williams in an outreach through their local church. It would be great to have a branch in this city. Much time was spent this month putting together the agenda for the directors conference in Maine

DECEMBER

We had a great retreat in Lovell, Maine with 14 of our 17 directors. Mark Kennedy had an emergency with his mother arise at the last minute and Steve Johnson had booked his 20th wedding anniversary a year earlier and Peter O'Driscoll was also unable to make the trip because of physical limitations. We missed Bob Ewerth for the first time at this event. He sent us his picture that we put up on the wall and had our picture taken with it 😊 Overall our directors were very encouraged from the time we spent together.



Keep Diane and I in prayer as I had to step down as an elder in our church. We have been there since 1986 and it was the church I grew up in. Myself as well as seven other elders were unable to support our pastor's leadership

We have a wonderful mission. I am very honored to be involved with you all.

● = Members-at-large
Management Team

■ = OAC Staff

OPEN AIR CAMPAIGNERS

BOARD OF DIRECTORS

ROTATION OVERVIEW REVISED DECEMBER 2019



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

OAC Management Team Report

Web Stats

Quarter 4, 2019 (October - December)

By John Risner



Of note in this quarter's stats:

- * Giving accounts for about 6.6 percent of traffic
- * Users that visit giving spend about 4.5 minutes there which is by far longer than any other page
- * We had about 1900 visitors this quarter

Recommendation:

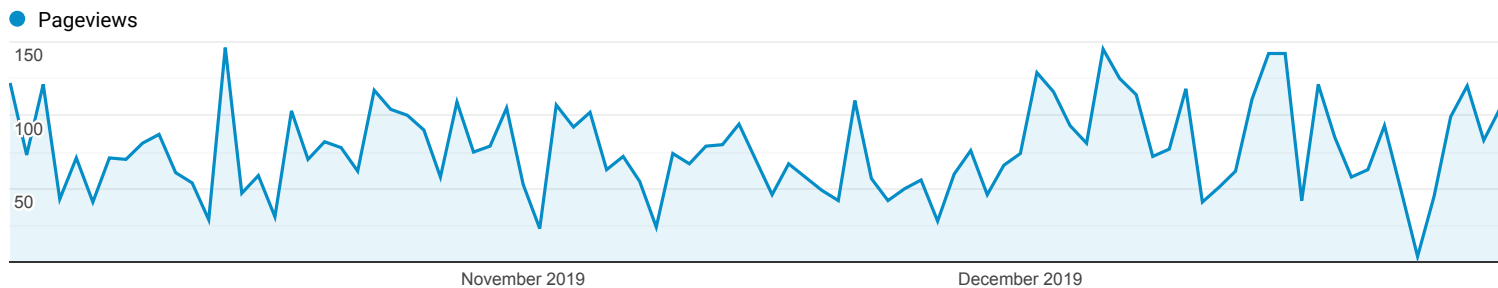
Work to create an OAC email opt in/newsletter form (Jeffery Clausen) to help grow the interest of those bouncing from our page.

Pages

Oct 1, 2019 - Dec 30, 2019

All Users
100.00% Pageviews

Explorer



Page	Pageviews	Unique Pageviews	Avg. Time on Page	Entrances	Bounce Rate	% Exit	Page Value
	7,007 % of Total: 100.00% (7,007)	5,155 % of Total: 100.00% (5,155)	00:01:43 Avg for View: 00:01:43 (0.00%)	2,867 % of Total: 100.00% (2,867)	52.39% Avg for View: 52.39% (0.00%)	40.92% Avg for View: 40.92% (0.00%)	\$0.00 % of Total: 0.00% (\$0.00)
1. /	2,245 (32.04%)	1,633 (31.68%)	00:00:57	1,512 (52.74%)	42.42%	40.40%	\$0.00 (0.00%)
2. /message-outlines/	1,008 (14.39%)	516 (10.01%)	00:03:09	239 (8.34%)	57.79%	40.77%	\$0.00 (0.00%)
3. /online-giving/	464 (6.62%)	378 (7.33%)	00:04:37	124 (4.33%)	41.24%	56.90%	\$0.00 (0.00%)
4. /our-team/	413 (5.89%)	296 (5.74%)	00:01:25	94 (3.28%)	48.94%	21.07%	\$0.00 (0.00%)
5. /about-us/	262 (3.74%)	223 (4.33%)	00:01:34	45 (1.57%)	88.89%	34.35%	\$0.00 (0.00%)
6. /branches/	244 (3.48%)	151 (2.93%)	00:01:03	41 (1.43%)	46.34%	18.44%	\$0.00 (0.00%)
7. /our-mission/	219 (3.13%)	174 (3.38%)	00:00:55	23 (0.80%)	68.18%	23.29%	\$0.00 (0.00%)
8. /order-supplies/	168 (2.40%)	136 (2.64%)	00:03:17	20 (0.70%)	55.00%	52.98%	\$0.00 (0.00%)
9. /contact-us-2/	155 (2.21%)	130 (2.52%)	00:01:30	19 (0.66%)	89.47%	47.74%	\$0.00 (0.00%)
10. /sketchboard-evangelism-training/	141 (2.01%)	112 (2.17%)	00:02:18	61 (2.13%)	77.05%	50.35%	\$0.00 (0.00%)

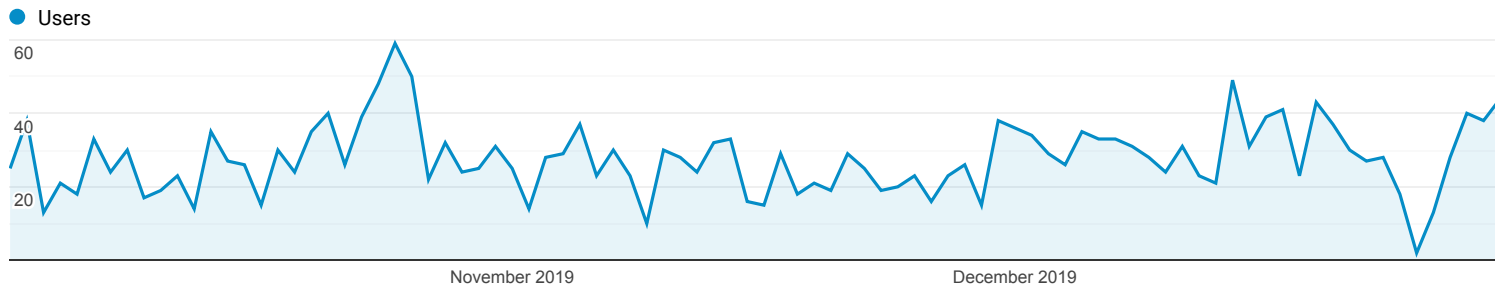
Rows 1 - 10 of 253

Audience Overview

Oct 2, 2019 - Dec 30, 2019

All Users
100.00% Users

Overview



Users
1,905

New Users
1,804

Sessions
2,871

Number of Sessions per User
1.51

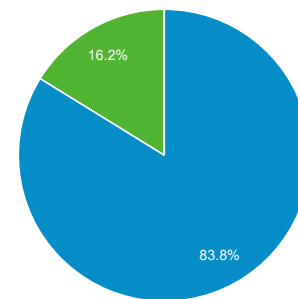
Pageviews
6,885

Pages / Session
2.40

Avg. Session Duration
00:02:28

Bounce Rate
52.39%

New Visitor Returning Visitor



Language	Users	% Users
1. en-us	1,748	91.76%
2. en-gb	41	2.15%
3. ko	18	0.94%
4. en	12	0.63%
5. en-ca	10	0.52%
6. ru-ru	9	0.47%
7. es-es	7	0.37%
8. zh-cn	7	0.37%
9. en-au	6	0.31%
10. de	5	0.26%

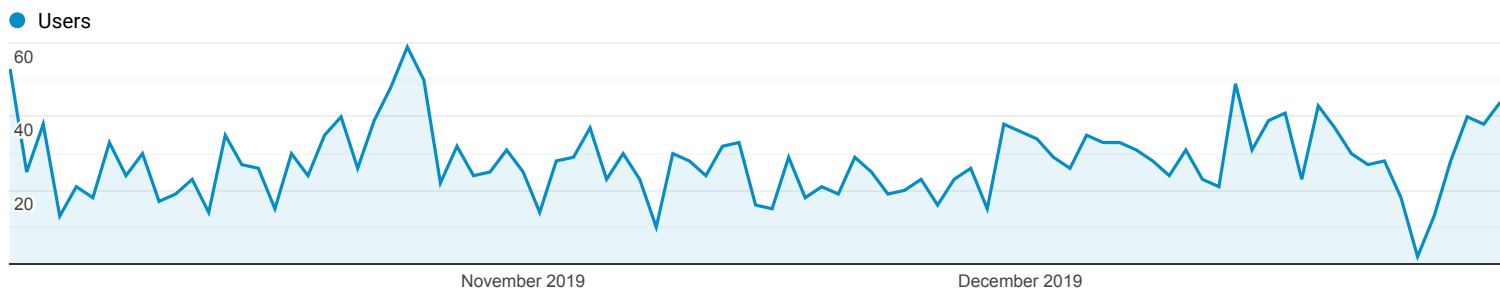
Overview

All Users
100.00% Users

Oct 1, 2019 - Dec 30, 2019

Explorer

Summary



Device Category	Acquisition			Behavior			Conversions		
	Users	New Users	Sessions	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value
	1,947 % of Total: 100.00% (1,947)	1,845 % of Total: 100.05% (1,844)	2,926 % of Total: 100.00% (2,926)	52.39% Avg for View: 52.39% (0.00%)	2.39 Avg for View: 2.39 (0.00%)	00:02:27 Avg for View: 00:02:27 (0.00%)	0.00% Avg for View: 0.00% (0.00%)	0 % of Total: 0.00% (0)	\$0.00 % of Total: 0.00% (\$0.00)
1. desktop	1,262 (64.78%)	1,197 (64.88%)	1,778 (60.77%)	52.31%	2.40	00:02:20	0.00%	0 (0.00%)	\$0.00 (0.00%)
2. mobile	604 (31.01%)	579 (31.38%)	1,036 (35.41%)	55.41%	2.27	00:02:27	0.00%	0 (0.00%)	\$0.00 (0.00%)
3. tablet	82 (4.21%)	69 (3.74%)	112 (3.83%)	25.89%	3.46	00:04:11	0.00%	0 (0.00%)	\$0.00 (0.00%)

Rows 1 - 3 of 3

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

	2019 Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
NOF INCOME							
NOF Donors	19,000	4,401	2,198	4,235	60,903	\$ 71,737	52,737
Goods Sold	20,000	2,230	5,149	4,319	2,426	\$ 14,124	(5,876)
Shipping Income	4,000	608	1,020	777	592	\$ 2,997	(1,003)
Orientation-Candidate School	500	-	-	-	-	\$ -	(500)
Seminars (SET)	2,000	250	3,637	50	-	\$ 3,937	1,937
Service Charge	150,000	32938	35,288	38,005	48,871	\$ 155,102	5,102
Staff Conference	-	-	-	-	-	\$ -	0
Reimbursement income	16,000	1209	2,930	2,105	4,438	\$ 10,682	(5,318)
Misc (interest income, etc)	700	1,218	1,245	801	632	\$ 3,896	3,196
TOTAL NOF INCOME	\$ 212,200	\$ 42,854	\$ 51,467	\$ 50,292	\$ 117,862	\$ 262,475	50,275
NOF EXPENSES							
Affiliation (ECFA / OAC)	6,400	1,200	2,350	1,200	1,450	\$ 6,200	(200)
Assist / Encourage & Train Staff	800	384	504	608	387	\$ 1,883	1,083
Audit	8,000	-	-	70	7,850	\$ 7,920	(80)
Branch Development (Directors meetings, etc)	-	514	-	-	4228	\$ 4,742	4,742
Cost of Goods Sold	12,500	5718	853	12342	58	\$ 18,971	6,471
Evangelism & Discipleship	500	139	54	73	43	\$ 309	(191)
Bank & other fees	17,000	4,570	5,260	4,772	3,619	\$ 18,221	1,221
Insurance (Multi-Peril)	3,000	-	3,181	-	-	\$ 3,181	181
Insurance (Workman's Comp)	4,500	1029	948	321	914	\$ 3,212	(1,288)
Meetings (Board / Management Team)	1,000	-	460	-	-	\$ 460	(540)
Miscellaneous	-	-	-	-	-	\$ -	0
Office Supply / Equipment / Repair	13,000	4844	13304	8520	2926	\$ 29,594	16,594
Orientation / Candidate School	500	-	-	-	-	\$ -	(500)
Payroll Taxes	70,000	14135	14508	20582	12,981	\$ 62,206	(7,794)
Communication (Phone/web/social media)	5,000	1742	1,461	1,012	1,808	\$ 6,023	1,023
Postage	6,500	938	1,046	420	1,549	\$ 3,953	(2,547)
Promotion	4,000	9279	326	628	1,051	\$ 11,284	7,284
Reimbursement expenses	6,000	1162	985	335	2,086	\$ 4,568	(1,432)
Rent	17,000	3358	3,214	3,008	2,703	\$ 12,283	(4,717)
Seminars	2,000	19	1,916	91	-	\$ 2,026	26
Shipping / Handling	5,000	600	950	813	798	\$ 3,161	(1,839)
Staff Conference	-	-	-	-	350	\$ 350	350
Travel	13,000	1800	2,647	1,974	2,805	\$ 9,226	(3,774)
Van Maintenance / Repairs	4,500	2828	1,880	1,816	457	\$ 6,981	2,481
TOTAL NOF EXPENSES	200,200	54,259	55,847	58,585	48,063	\$ 216,754	16,554
		(11,405)	(4,380)	(8,293)	69,799	45,721	

Increase due to providing shipping of supplies at no cost to our staff

Majority of cost this year was for running conference in Maine

Over mostly due to huge Rich Art paint order purchased

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

Includes \$8400 to purchase tabletop displays for all branches

Under budget due to no Field Director's office rent

Deposit for next year's conference in Indiana

Due to aging vehicles needing repairs

Inc. minus exp.

Open Air Campaigners 4th Quarter 2019 Inventory Valuation Summary

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	19	50.00	950.00
blrt (Blacklight tube, 18 inch two-prong)	Blacklight tube, 18 inch two-prong	3	7.50	22.50
BLU (from Nazareth) (LED Blacklight Unit - Nazareth warehouse)	LED Blacklight Unit - Nazareth warehouse	9	195.00	1,755.00
box (Paint Box)	Paint Box	458	7.00	3,206.00
boxTX (Texas inventory to sell - Paint Box)	Texas inventory to sell - Paint Box	4	0.00	0.00
bts (Ball to Square)	Ball to Square	3	6.00	18.00
cb (Checks & Balances Object Lesson)	Checks & Balances Object Lesson	66	2.00	132.00
cbi (Checks & Balances INSTRUCTION sheet)	Checks & Balances INSTRUCTION sheet	125	0.25	31.25
ccc (Chemical Cross Crystals (small bag))	Chemical Cross Crystals (small bag)	391	3.00	1,173.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	218	8.00	1,744.00
ct (Chalk & Talk)	Chalk & Talk	104	5.00	520.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	Miss Karen "Get Out of the Boat" DVD	21	15.00	315.00
dvdoi (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	66	10.00	660.00
dvdsM (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	22	10.00	220.00
ec (EvanGcube Object Lesson)	EvanGcube Object Lesson	83	6.00	498.00
eccp (EvanGcube Carry Pouch)	EvanGcube Carry Pouch	10	8.00	80.00
eccpw (EvanGcube carry pouch / WITH CARRY STRAP)	EvanGcube carry pouch / WITH CARRY STRAP	2	8.00	16.00
eckc (EvanGcube Key Chain)	EvanGcube Key Chain	20	6.00	120.00
ess (Evangelistic Sketch Board Sermons)	Evangelistic Sketch Board Sermons	24	5.00	120.00
fb (Fisherman's Basket)	Fisherman's Basket	212	10.00	2,120.00
fol (Film of Life)	Film of Life	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	Pint of Fluorescent Concentrate (Blue)	43	10.00	430.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	18	10.00	180.00
FPPOR (Pint of Fluorescent Concentrate (Orange))	Pint of Fluorescent Concentrate (Orange)	25	10.00	250.00
FPPRD (Pint of Fluorescent Concentrate (Red))	Pint of Fluorescent Concentrate (Red)	38	10.00	380.00
FPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	20	10.00	200.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	17	150.00	2,550.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	111	5.00	555.00
gve (Gospel Visual Effects)	Gospel Visual Effects	27	5.00	135.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	118	12.00	1,416.00
hbb (Holy Bible BLANK edition)	Holy Bible BLANK edition	59	6.00	354.00
hbTX (Texas inventory to sell - Bible Coloring Book Object Lesson)	Texas inventory to sell - Bible Coloring Book Object Lesson	2	0.00	0.00
hnb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	Portable Hand-Held Board - Nazareth warehouse	6	18.00	108.00
hnbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth warehouse)	Portable Hand-Held Board Carry Pouch - Nazareth warehouse	4	18.00	72.00
hiaj (Heaven In A Jar)	Heaven In A Jar	101	5.00	505.00
is (Indian Symbols Tell The Gospel)	Indian Symbols Tell The Gospel	263	5.00	1,315.00
ig (Illustrating The Gospel)	Illustrating The Gospel	92	5.00	460.00
jarTX (Texas inventory to sell - 4 ounce jar with lid)	Texas inventory to sell - 4 ounce jar with lid	15	0.00	0.00
lol (Loop of Life Object Lesson)	Loop of Life Object Lesson	35	2.00	70.00
loli (Loop of Life Instruction Booklet)	Loop of Life Instruction Booklet	10	0.25	2.50
mpk (Modified Paint Kit)	Modified Paint Kit	18	50.00	900.00
oae (Open Air Evangelism)	Open Air Evangelism	247	5.00	1,235.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	223	6.00	1,338.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	5,300	0.25	1,325.00
pb (Paint Brush)	Paint Brush	485	8.50	4,122.50
pbTX (Texas inventory to sell - Paint Brush)	Texas inventory to sell - Paint Brush	20	0.00	0.00
ppblack (Powdered Paint (Black))	Powdered Paint (Black)	42	5.00	210.00
PS (Board message pre-sketch)	Board message pre-sketch	145	5.00	725.00
RANS (Rich Art BLACK quart)	Rich Art BLACK quart	259	25.00	6,475.00
RAS (Rich Art BLACK quart (Special staff pricing))	Rich Art BLACK quart (Special staff pricing)	231	20.00	4,620.00
rpblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	25	7.00	175.00
rpblu (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	35	7.00	245.00
rpgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	31	7.00	217.00
rpprd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	29	7.00	203.00
rpzyw (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	60	7.00	420.00
rqblk (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	10	10.00	100.00
rqblue (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	67	10.00	670.00
rqgreen (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	28	10.00	280.00
rqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	40	10.00	400.00
rqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	24	10.00	240.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	38	4.00	152.00
sm (Sketchboard Messages)	Sketchboard Messages	438	6.00	2,628.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	33	6.00	198.00
st (Sketch & Tell)	Sketch & Tell	9	6.00	54.00
STEPNS (Counseling Booklets)	Counseling Booklets*	15,512	0.25	3,878.00
STEPSS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	13,264	0.12	1,591.68
tab (Tricky Arrow Board)	Tricky Arrow Board	41	5.00	205.00
tc (from Nazareth) (Ten Commandments in stone - Nazareth warehouse)	Ten Commandments in stone - Nazareth warehouse	92	8.00	736.00
tcts (The Church Team (SPANISH))	The Church Team (SPANISH)	64	3.00	192.00
tes (The Evangelist (SPANISH))	The Evangelist (SPANISH)	8	4.00	32.00
tf (The Fool Flashcard Story Set)	The Fool Flashcard Story Set	16	20.00	320.00
tl (Three LOOPS Object Lesson)	Three LOOPS Object Lesson	152	3.00	456.00
tl (Three LOOP Instruction Booklet)	Three LOOP Instruction Booklet	85	0.25	21.25
tm1 (Training Manual (One-Week Edition))	Training Manual (One-Week Edition)	5	12.00	60.00
tm3 (Training Manual (Three-Week Edition))	Training Manual (Three-Week Edition)	3	20.00	60.00
tr (Three ROPES Object Lesson)	Three ROPES Object Lesson	1,143	2.00	2,286.00
tr (Three ROPES Instruction Booklet)	Three ROPES Instruction Booklet	105	0.25	26.25
trTX (Texas inventory to sell - Three ROPES Object Lesson)	Texas inventory to sell - Three ROPES Object Lesson	50	0.00	0.00
tw (Truceless Warfare Advances)	Truceless Warfare Advances	12	8.00	96.00
uq (Ultimate Questions Booklet)	Ultimate Questions Booklet	106	2.00	212.00
WB (The Wonderful Wordless Bible)	The Wonderful Wordless Bible	7	2.00	14.00
WBS (The Wonderful Wordless Bible - Small Edition)	The Wonderful Wordless Bible - Small Edition	20	0.50	10.00
ypep (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	220	6.00	1,320.00
Total Inventory		41,606		61,099.93
TOTAL		41,606		61,099.93



CASH IN THE BANK = \$ 629,464

BB&T Checking	\$ 61,329
Fulton Checking	\$ 111,340
PayPal	\$ 538
PNC Checking	\$ 62,026
Schwab - Endowment	\$ 180,691
Money Market	\$ 213,540
	\$ 629,464

Designated For Staff & Branch Use = \$ 193,378

In Checking	\$ 192,978
In Money Market	\$ 400

Available For Immediate NOF Use = \$ 436,086

Committed to SETs	\$ (8,310)
Committed to Staff Conference	\$ (33,600)
Committed for Staff Assistance	\$ (10,000)
Committed to Rainy Day Fund	\$ (15,000)
Duffecy Endowment funds on hand	\$ (224,419)
Coming back to us next month from staff bills we paid on their behalf this month	\$ 727
Net cash available for national use (ie not designated for anything else)	\$ 145,484
	+
Duffecy Endowment Pledges not yet received - Future Income	\$ 550,000

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through December, 2019

Paul and Carmina Adams

Appointed to OAC staff in 1996

Monthly Top = 6599

January	174%
February	87%
March	87%
April	118%
May	69%
June	114%
July	94%
August	91%
September	41%
October	90%
November	80%
December	123%

Year-To-Date Support Average = 97%

Frank Baldus

Appointed to OAC staff in 2011

Monthly Top = 4950

January	51%
February	29%
March	45%
April	27%
May	30%
June	57%
July	33%
August	35%
September	32%
October	32%
November	36%
December	47%

Year-To-Date Support Average = 38%

Dan & Rebecca Beaudoin

Appointed to OAC staff in 2015

Monthly Top = 6904

January	30%
February	29%
March	33%
April	71%
May	44%
June	43%
July	44%
August	40%
September	115%
October	29%
November	46%
December	65%

Year-To-Date Support Average = 49%

David and Joy Braun
Monthly Top = 6599

Appointed to OAC staff in 1985

January	50%
February	13%
March	25%
April	16%
May	16%
June	24%
July	19%
August	17%
September	13%
October	17%
November	31%
December	34%

Year-To-Date Support Average = 23%

Eric and Diane Briscoe
Monthly Top = 6599

Appointed to OAC staff in 1982

January	159%
February	93%
March	71%
April	60%
May	76%
June	107%
July	63%
August	77%
September	99%
October	93%
November	81%
December	123%

Year-To-Date Support Average = 92%

Richard & Diane Burley
Monthly Top = 6599

Appointed to OAC staff in 2002

January	135%
February	27%
March	36%
April	33%
May	9%
June	0%
July	62%
August	0%
September	51%
October	56%
November	16%
December	39%

Year-To-Date Support Average = 39%

Michael & Renae Bussen
Monthly Top = 6599

Appointed to OAC staff in 1991

January	109%
February	112%
March	53%
April	74%
May	77%
June	73%
July	48%
August	111%
September	110%
October	91%
November	46%
December	157%

Year-To-Date Support Average = 88%

Erin Chervenak
Monthly Top = 4950

Appointed to OAC staff in 2015

January	28%
February	17%
March	22%
April	-2%
May	21%
June	8%
July	14%
August	36%
September	12%
October	12%
November	0%
December	28%

Year-To-Date Support Average = 16%

John and Sue Cutlip
Monthly Top = 7391

Appointed to OAC staff in 1980

January	89%
February	64%
March	49%
April	72%
May	37%
June	54%
July	54%
August	40%
September	44%
October	48%
November	42%
December	65%

Year-To-Date Support Average = 55%

Zane & Laurie Dempsie
Monthly Top = 8071

Appointed to OAC staff in 2008

January	51%
February	50%
March	40%
April	41%
May	35%
June	46%
July	39%
August	26%
September	54%
October	37%
November	23%
December	48%

Year-To-Date Support Average = 41%

Bob and Deidra Ewerth
Monthly Top = 6599

Appointed to OAC staff in 1976

January	42%
February	71%
March	16%
April	34%
May	46%
June	54%
July	40%
August	31%
September	59%
October	33%
November	50%
December	40%

Year-To-Date Support Average = 43%

Tom and Barbara Fox
Monthly Top = 6599

Appointed to OAC staff in 2009

January	27%
February	26%
March	33%
April	24%
May	37%
June	28%
July	32%
August	25%
September	28%
October	27%
November	23%
December	25%

Year-To-Date Support Average = 28%

Brian & Kimberlee Harmon
Monthly Top = 8240

Appointed to OAC staff in 2010

January	306%
February	91%
March	84%
April	105%
May	117%
June	130%
July	99%
August	89%
September	225%
October	133%
November	69%
December	240%

Year-To-Date Support Average = 141%

Russ Hodder
Monthly Top = 4950

Appointed to OAC staff in 1977

January	119%
February	71%
March	70%
April	66%
May	67%
June	68%
July	61%
August	79%
September	59%
October	44%
November	58%
December	116%

Year-To-Date Support Average = 73%

Rebecca Jefferson
Monthly Top = 4950

Appointed to OAC staff in 2015

January	20%
February	12%
March	12%
April	16%
May	27%
June	19%
July	20%
August	23%
September	15%
October	25%
November	15%
December	38%

Year-To-Date Support Average = 20%

Steve & Connie Johnson
Monthly Top = 6599

Appointed to OAC staff in 2015

January	1%
February	1%
March	1%
April	1%
May	1%
June	1%
July	1%
August	1%
September	1%
October	1%
November	1%
December	1%

Year-To-Date Support Average = 1%

Mark & Angela Kennedy
Monthly Top = 6751

Appointed to OAC staff in 2004

January	23%
February	38%
March	19%
April	30%
May	35%
June	20%
July	33%
August	23%
September	20%
October	19%
November	57%
December	23%

Year-To-Date Support Average = 28%

Carol King
Monthly Top = 4950

Appointed to OAC staff in 2009

January	16%
February	0%
March	16%
April	19%
May	30%
June	20%
July	19%
August	19%
September	18%
October	19%
November	34%
December	19%

Year-To-Date Support Average = 19%

Sue MacNeil
Monthly Top = 4950

Appointed to OAC staff in 2000

January	7%
February	11%
March	7%
April	9%
May	9%
June	10%
July	4%
August	9%
September	4%
October	11%
November	18%
December	8%

Year-To-Date Support Average = 9%

Chris & Bonnie McKinley
Monthly Top = 6904

Appointed to OAC staff in 2016

January	6%
February	8%
March	8%
April	11%
May	11%
June	8%
July	53%
August	15%
September	12%
October	10%
November	46%
December	17%

Year-To-Date Support Average = 17%

Juan & Dawn Monzon
Monthly Top = 7205

Appointed to OAC staff in 1991

January	1%
February	0%
March	0%
April	8%
May	2%
June	0%
July	0%
August	0%
September	0%
October	1%
November	1%
December	1%

Year-To-Date Support Average = 1%

Rick and Dovie Moore
Monthly Top = 6599

Appointed to OAC staff in 2007

January	64%
February	39%
March	47%
April	37%
May	44%
June	42%
July	41%
August	46%
September	20%
October	38%
November	33%
December	70%

Year-To-Date Support Average = 43%

Betty Naggy-Masten
Monthly Top = 6599

Appointed to OAC staff in 1970

January	0%
February	0%
March	3%
April	0%
May	0%
June	3%
July	0%
August	0%
September	0%
October	3%
November	0%
December	6%

Year-To-Date Support Average = 1%

Ed & Debbie Neimann
Monthly Top = 6599

Appointed to OAC staff in 2016

January	0%
February	0%
March	0%
April	13%
May	15%
June	31%
July	35%
August	29%
September	29%
October	34%
November	30%
December	0%

Year-To-Date Support Average = 18%

Peter and Isabel O'Driscoll

Appointed to OAC staff in 1996

Monthly Top = 7055

January	105%
February	11%
March	24%
April	4%
May	27%
June	17%
July	23%
August	11%
September	20%
October	52%
November	35%
December	15%

Year-To-Date Support Average = 29%

Chuck Phelps

Appointed to OAC staff in 1970

Monthly Top = 4950

January	21%
February	21%
March	21%
April	22%
May	21%
June	22%
July	4%
August	21%
September	0%
October	21%
November	21%
December	33%

Year-To-Date Support Average = 19%

Jay Ricci

Appointed to OAC staff in 2018

Monthly Top = 4950

January	12%
February	4%
March	2%
April	3%
May	1%
June	2%
July	1%
August	2%
September	16%
October	0%
November	4%
December	4%

Year-To-Date Support Average = 4%

John and Becky Risner
Monthly Top = 7055

Appointed to OAC staff in 2018

January	20%
February	56%
March	26%
April	25%
May	25%
June	26%
July	25%
August	25%
September	25%
October	27%
November	26%
December	29%

Year-To-Date Support Average = 28%

Mark & Shelby Sohmer
Monthly Top = 10419

Appointed to OAC staff in 2010

January	250%
February	174%
March	126%
April	141%
May	93%
June	223%
July	89%
August	138%
September	74%
October	135%
November	62%
December	63%

Year-To-Date Support Average = 131%

Ken & Kathy Teeter
Monthly Top = 6599

Appointed to OAC staff in 2011

January	27%
February	23%
March	32%
April	34%
May	22%
June	25%
July	85%
August	26%
September	35%
October	24%
November	28%
December	30%

Year-To-Date Support Average = 33%

Karen Williams
Monthly Top = 6599

Appointed to OAC staff in 1984

January	69%
February	10%
March	15%
April	27%
May	9%
June	10%
July	33%
August	15%
September	7%
October	12%
November	10%
December	17%

Year-To-Date Support Average = 20%

Mike & Christine Wilson
Monthly Top = 7205

Appointed to OAC staff in 2016

January	11%
February	9%
March	8%
April	35%
May	8%
June	11%
July	8%
August	10%
September	1%
October	11%
November	8%
December	11%

Year-To-Date Support Average = 11%

Chip & Kim Wolfe
Monthly Top = 7390

Appointed to OAC staff in 2000

January	54%
February	46%
March	54%
April	47%
May	39%
June	48%
July	86%
August	8%
September	40%
October	45%
November	44%
December	63%

Year-To-Date Support Average = 48%
