

Open Air Campaigners

Management Team Report



Quarter 2, 2024

(April - June)

SUMMARY REPORT FROM CENTRAL SERVICES

JOHN CUTLIP (PENNSYLVANIA)



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

- * Purchased safe box for the office, established protocol for access to box and scanned documents for storage.
- * Completed successful compliance with Clover security for our PCI compliance requirements as it relates to online financial transactions.
- * Updated PNC checking account signature cards with bank representative.
- * Revised procedures manual
- * Closed down PNC checking account which we do not use much anymore.
- * Worked with CPA office in providing them with financial details needed for current audit.

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

- Staff support percentage details
- Inventory valuation for open-air supplies we have on hand to sell
- Budget summary detail report for the current year
- Current Cash Flow report
- Web stats showing visitor information activity broken down by each month

SUMMARY REPORT FROM FIELD DIRECTOR BRIAN HARMON:



Management Team: Tom and Carmen joined Kimberlee and I in Michigan for a week. John Cutlip joined in on a conference call... We had a focused time of working through the OAC Policy Manual. We had a great week of planning and considering things for our staff.

Michigan Branch: We just returned home from Boston. I took a team of 26 from my home church to work with Eric Briscoe. Thankful for Eric's faithfulness in Boston and his partnerships with so many local churches.

Tampa Branch: Richard's time in Africa went really well. They have asked him to come and train them in evangelism for 2 months next year. His hope is to take July and August 2025. Diane is struggling with health issues. Still praying for healing for her.

Minneapolis Branch: Ken and Kathy Teeter are serving their family and others in their lives with health needs. I intend to talk to Ken again soon. He has expressed a desire to not be considered a branch director. I am inclined to agree. This area is not functioning as a branch. We may be changing the Minneapolis Branch into an area of ministry.

So-Cal Branch: Frank is doing well and faithfully leading open-air outreaches. He also has a number of opportunities to train others in evangelism. Russ still gets out weekly, but is feeling the effects of age and medical needs. He has considered transitioning to "Retired Staff" but has not yet made the decision to do so.

Nor-Cal Branch: Dan and Brenten are doing well. Brenten has lost a significant donor and is needing to focus on part-time work. Praying for both Dan and Brenten's support teams to grow.

Boston Branch: Eric Briscoe has had 7 teams come to Boston this summer. This is such a blessing for the teams and for reaching the lost in Boston. I wish we could replicate this in all of our branches.

Central Services: John and Mike continue to hold the fort down. Tom and I are planning a visit with John at the office in September. While there, John is going to show us the nuts and bolts of the office. We are praying for God to show us who/what he has in store for the future admin needs.

Central PA Branch: Zane, Becca, and Chip are doing well. Becca opened up a new kid's location. I plan to visit with them in September.

OASUSA: Our prayer is that our branches would become healthier and all have multiple staff families. What we call "Areas of Ministry" (where OAC staff are without a branch director) is difficult. I believe we should move away from adding any new "Areas of Ministry" and focus on building up the branches we have. I hope to be focusing on engaging with more Christian colleges and encouraging people to consider OAC.

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

SUMMARY REPORT FROM PERSONNEL DEVELOPMENT

TOM FOX



Carmen and I represented OACUSA at Indian Bible College in April/May. We also attended the OACI Staff Conference in Ecuador from 5/14 to 5/26. In June, Ryan Itzel and I trained over thirty young people in evangelism sponsored by Ambassadors Fellowship, Inc., an African American mission board.

Contact Cards:

- Matthew Foer, Annapolis, MD submitted a contact card on 3/27/23.
 - o Follow-up with Matthew Foer resulted in his registering for SET in July.

Applications:

- Moises & Barbara Escobar: Moises (“Moses”) called to inform me that he had been laid off and met with his pastor to discuss ministry possibilities. After that meeting with his pastor, Moses confirmed to me his call to ministry and inquired when the Management Team would hold OR-CAN as he and Barbara are now ready to proceed.

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

- MPSD
 - o Update on Kingdom Come Training to equip our staff to be fully funded:
 - ♣ McKinney’s continued their coaching throughout this quarter faithfully maintaining follow-up with old contacts and making new contacts.
- NTD
 - o SET 2024 – Baltimore SET is scheduled for July 8 through 12
 - ♣ There are 9 people are currently registered for SET.
 - ♣ Dan Beaudoin (Nor-Cal Branch) and Erin Chervenak (Rochester, NY) are coming to help with SET. Brian Harmon and I are hoping this SET will help encourage Dan Beaudoin to establish good kid’s ministry opportunities in the Nor-Cal Branch.

Branch Short Term Housing Fund: No funding has come is to replenish what was paid out of NOF to cover promised funds from 2023.

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

Recruitment: Matthew Foer is scheduled for SET and will give me opportunity to see what potential there is in this young man, who is a relatively new believer.

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through June, 2024

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

Appointed to OAC staff in 1996

January	188%
February	94%
March	120%
April	136%
May	110%
June	111%

Year-To-Date Support Average = 127%

Frank Baldus
Monthly Top = \$5,108

Appointed to OAC staff in 2011

January	145%
February	48%
March	61%
April	72%
May	47%
June	60%

Year-To-Date Support Average = 72%

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

Appointed to OAC staff in 2015

January	75%
February	65%
March	46%
April	90%
May	44%
June	58%

Year-To-Date Support Average = 63%

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

Appointed to OAC staff in 1985

January	130%
February	13%
March	13%
April	13%
May	13%
June	12%

Year-To-Date Support Average = 32%

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

Appointed to OAC staff in 1982

January	151%
February	104%
March	125%
April	104%
May	121%
June	106%

Year-To-Date Support Average = 119%

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

Appointed to OAC staff in 2002

January	54%
February	51%
March	42%
April	37%
May	42%
June	30%

Year-To-Date Support Average = 43%

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

Appointed to OAC staff in 1990

January	79%
February	89%
March	197%
April	107%
May	101%
June	105%

Year-To-Date Support Average = 113%

Erin Chervenak
Monthly Top = \$5,108

Appointed to OAC staff in 2015

January	79%
February	77%
March	63%
April	59%
May	78%
June	57%

Year-To-Date Support Average = 69%

Rebecca & Jimmy Coates
Monthly Top = \$5,108

Appointed to OAC staff in 2015

January	27%
February	24%
March	15%
April	33%
May	19%
June	26%

Year-To-Date Support Average = 24%

John and Sue Cutlip
Monthly Top = \$9,500

Appointed to OAC staff in 1980

January	161%
February	113%
March	88%
April	107%
May	90%
June	69%

Year-To-Date Support Average = 105%

Zane & Laurie Dempsie

Appointed to OAC staff in 2008

Monthly Top = \$8,329

January	83%
February	54%
March	52%
April	54%
May	37%
June	52%

Year-To-Date Support Average = 55%

Scott & Christine Domont

Appointed to OAC staff in 2021

Monthly Top = \$7,747

January	160%
February	114%
March	103%
April	180%
May	138%
June	157%

Year-To-Date Support Average = 142%

Tom & Carmen Fox

Appointed to OAC staff in 2009

Monthly Top = \$5,108

March	36%
April	32%
May	36%
June	40%

Year-To-Date Support Average = 36%

Brian & Kimberlee Harmon

Appointed to OAC staff in 2010

Monthly Top = \$12,384

January	361%
February	82%
March	147%
April	462%
May	100%
June	74%

Year-To-Date Support Average = 204%

Ryan & Tasia Itzel

Appointed to OAC staff in 2020

Monthly Top = \$6,966

January	101%
February	75%
March	76%
April	109%
May	93%
June	76%

Year-To-Date Support Average = 88%

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

Appointed to OAC staff in 2015

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

Year-To-Date Support Average = 1%

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

Appointed to OAC staff in 2004

January	72%
February	55%
March	54%
April	52%
May	43%
June	63%

Year-To-Date Support Average = 57%

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

Appointed to OAC staff in 2016

January	63%
February	40%
March	69%
April	47%
May	42%
June	48%

Year-To-Date Support Average = 52%

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

Appointed to OAC staff in 1990

January	1%
February	1%
March	1%
April	14%
May	1%
June	1%

Year-To-Date Support Average = 3%

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

Appointed to OAC staff in 2007

January	84%
February	73%
March	42%
April	40%
May	45%
June	39%

Year-To-Date Support Average = 54%

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

Appointed to OAC staff in 2016

January	33%
February	13%
March	18%
April	18%
May	19%
June	19%

Year-To-Date Support Average = 20%

Peter and Isabel O'Driscoll
Monthly Top = \$7,281

Appointed to OAC staff in 1996

January	69%
February	29%
March	18%
April	9%
May	18%
June	9%

Year-To-Date Support Average = 25%

Brenten & Lena Powers
Monthly Top = \$7,740

Appointed to OAC staff in 2020

January	63%
February	36%
March	32%
April	71%
May	40%
June	41%

Year-To-Date Support Average = 47%

Ken & Kathy Teeter
Monthly Top = \$6,810

Appointed to OAC staff in 2011

January	29%
February	26%
March	34%
April	120%
May	24%
June	96%

Year-To-Date Support Average = 55%

Karen Williams
Monthly Top = \$6,810

Appointed to OAC staff in 1984

January	41%
February	12%
March	9%
April	44%
May	9%
June	11%

Year-To-Date Support Average = 21%

Mike & Christine Wilson

Appointed to OAC staff in 2016

Monthly Top = \$7,436

January	9%
February	9%
March	17%
April	9%
May	9%
June	9%

Year-To-Date Support Average = 10%

Chip & Kim Wolfe

Appointed to OAC staff in 2000

Monthly Top = \$7,626

January	61%
February	45%
March	66%
April	64%
May	57%
June	69%

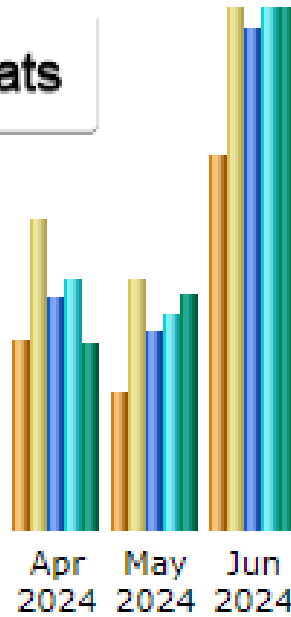
Year-To-Date Support Average = 60%

Open Air Campaigners
2024 Inventory Valuation Summary
Quarter 02

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	22	70.00	1,540.00
BLU (via Wolfe) (LED Blacklight Unit - Central PA warehouse)	LED Blacklight Unit - Central PA warehouse	19	200.00	3,800.00
bts (Ball to Square)	Ball to Square	3	6.00	18.00
cb (Checks & Balances Object Lesson)	Checks & Balances Object Lesson	55	2.00	110.00
cbi (Checks & Balances INSTRUCTION sheet)	Checks & Balances INSTRUCTION sheet	125	0.25	31.25
ccc (Chemical Cross Crystals (small bag))	Chemical Cross Crystals (small bag)	271	3.00	813.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	49	10.00	490.00
ct (Chalk & Talk)	Chalk & Talk	88	5.00	440.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	Miss Karen "Get Out of the Boat" DVD	19	15.00	285.00
dvdol (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	46	10.00	460.00
dvdsm (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	16	10.00	160.00
ec (EvanGcube Object Lesson)	EvanGcube Object Lesson	14	6.00	84.00
eccp (EvanGcube Carry Pouch)	EvanGcube Carry Pouch	8	8.00	64.00
eccpws (EvanGcube carry pouch / WITH CARRY STRAP)	EvanGcube carry pouch / WITH CARRY STRAP	2	8.00	16.00
eckc (EvanGcube Key Chain)	EvanGcube Key Chain	20	6.00	120.00
fb (Fisherman's Basket)	Fisherman's Basket	202	10.00	2,020.00
fol (Film of Life)	Film of Life	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	Pint of Fluorescent Concentrate (Blue)	47	10.00	470.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	45	10.00	450.00
FPPOR (Pint of Fluorescent Concentrate (Orange))	Pint of Fluorescent Concentrate (Orange)	25	10.00	250.00
FPPRD (Pint of Fluorescent Concentrate (Red))	Pint of Fluorescent Concentrate (Red)	50	10.00	500.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	52	10.00	520.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	8	200.00	1,600.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	98	5.00	490.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	26	12.00	312.00
hbb (Holy Bible BLANK edition)	Holy Bible BLANK edition	40	6.00	240.00
hhb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	Portable Hand-Held Board - Nazareth warehouse	6	18.00	108.00
hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth ware...	Portable Hand-Held Board Carry Pouch - Nazareth wareho...	2	18.00	36.00
hij (Heaven In A Jar)	Heaven In A Jar	84	5.00	420.00
is (Indian Symbols Tell The Gospel)	Indian Symbols Tell The Gospel	263	5.00	1,315.00
itg (Illustrating The Gospel)	Illustrating The Gospel	71	5.00	355.00
lol (Loop of Life Object Lesson)	Loop of Life Object Lesson	173	2.00	346.00
loli (Loop of Life Instruction Booklet)	Loop of Life Instruction Booklet	10	0.25	2.50
LTLW (Living The Last Words of Jesus book)	Living The Last Words of Jesus book	20	25.00	500.00
mpk (Modified Paint Kit)	Modified Paint Kit	18	50.00	900.00
oae (Open Air Evangelism)	Open Air Evangelism	239	5.00	1,195.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	214	6.00	1,284.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	3,427	0.25	856.75
pb (Paint Brush)	Paint Brush	187	8.50	1,589.50
pbHARRIS (Paint Brush)	Paint Brush	3	5.00	15.00
pod-public (Problem of Death tract)	Problem of Death tract	4,623	0.40	1,849.20
pod-staff (Problem of Death tract - OAC staff discount applied)	Problem of Death tract - OAC staff discount applied	4,390	0.35	1,536.50
ppblack (Powdered Paint (Black))	Powdered Paint (Black)	25	5.00	125.00
RANS (Rich Art BLACK quart)	Rich Art BLACK quart	200	25.00	5,000.00
RAS (Rich Art BLACK quart (Special staff pricing))	Rich Art BLACK quart (Special staff pricing)	169	20.00	3,380.00
RGN (The Really Great News of the Bible booklet)	The Really Great News of the Bible booklet	337	1.00	337.00
rppblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	58	7.00	406.00
rppblu (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	23	7.00	161.00
rppgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	36	7.00	252.00
rpprd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	22	7.00	154.00
rppyw (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	72	7.00	504.00
rpqblk (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	60	13.00	780.00
rpqblue (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	45	13.00	585.00
rpqgreen (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	37	13.00	481.00
rpqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	58	13.00	754.00
rpqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	26	13.00	338.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	21	4.00	84.00
RWG (How To Have The Relationship With God You Really Need booklet)	How To Have The Relationship With God You Really Nee...	446	1.00	446.00
sm (Sketchboard Messages)	Sketchboard Messages	389	6.00	2,334.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	32	6.00	192.00
st (Sketch & Tell)	Sketch & Tell	182	6.00	1,092.00
STEPSNS (Counseling Booklets*)	Counseling Booklets*	13,505	0.25	3,376.25
STEPSS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	9,614	0.12	1,153.68
tab (Tricky Arrow Board)	Tricky Arrow Board	41	5.00	205.00
tc (from Nazareth) (Ten Commandments in stone - Nazareth warehouse)	Ten Commandments in stone - Nazareth warehouse	65	8.00	520.00
tcts (The Church Team (SPANISH))	The Church Team (SPANISH)	63	3.00	189.00
tes (The Evangelist (SPANISH))	The Evangelist (SPANISH)	7	4.00	28.00
tf (The Fool Flashcard Story Set)	The Fool Flashcard Story Set	14	20.00	280.00
tl (Three LOOPS Object Lesson)	Three LOOPS Object Lesson	93	3.00	279.00
tli (Three LOOP Instruction Booklet)	Three LOOP Instruction Booklet	85	0.25	21.25
tm1 (Training Manual (One-Week Edition))	Training Manual (One-Week Edition)	15	12.00	180.00
tm3 (Training Manual (Three-Week Edition))	Training Manual (Three-Week Edition)	21	20.00	420.00
tr (Three ROPES Object Lesson)	Three ROPES Object Lesson	1,028	2.00	2,056.00
tri (Three ROPES Instruction Booklet)	Three ROPES Instruction Booklet	105	0.25	26.25
tw (Truceless Warfare Advances)	Truceless Warfare Advances	10	8.00	80.00
uq (Ultimate Questions Booklet)	Ultimate Questions Booklet	83	2.00	166.00
WB (The Wonderful Wordless Bible)	The Wonderful Wordless Bible	5	2.00	10.00
WBS (The Wonderful Wordless Bible - Small Edition)	The Wonderful Wordless Bible - Small Edition	50	0.50	25.00
yp (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	218	6.00	1,308.00
Total Inventory		42,348		55,352.13
TOTAL		42,348		55,352.13

Monthly history

www.oacusa.org web stats



Month	Unique visitors	Number of visits	Pages	Hits	Bandwidth
Apr 2024	261	427	19,820	21,369	224.99 MB
May 2024	188	347	16,909	18,308	284.20 MB
Jun 2024	518	718	42,651	44,305	630.97 MB

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

	Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
NOF INCOME							
NOF related	30,000	33,985	81,174			\$ 115,159	85,159
Goods Sold	9,000	2,930	3,256			\$ 6,186	(2,814)
Shipping Income	2,000	689	789			\$ 1,478	(522)
Orientation-Candidate School	1,000	-	-			\$ -	(1,000)
MPSD	-	800	1,275			\$ 2,075	2,075
Service Charge	160,000	41,847	47,149			\$ 88,996	(71,004)
Staff Conference	-	750	-			\$ 750	750
Reimbursement income	12,000	3,246	3,655			\$ 6,901	(5,099)
Misc (interest income, etc)	10,000	5,564	5,708			\$ 11,272	1,272
TOTAL NOF INCOME	\$ 224,000	\$ 89,811	\$ 143,006	\$ -	\$ -	\$ 232,817	8,817
NOF EXPENSES							
Affiliation (ECFA / OACI)	7,000	1,500	3,293			\$ 4,793	(2,207)
Assist / Encourage & Train Staff	1,500	412	245			\$ 657	(843)
Audit	9,000		-			\$ -	(9,000)
Branch Development (Directors meetings, etc)	5,000		-			\$ -	(5,000)
Cost of Goods Sold	6,000	918	6,531			\$ 7,449	1,449
Evangelism & Discipleship	-		47			\$ 47	47
Bank & other fees	25,000	7,084	6,076			\$ 13,160	(11,840)
Insurance (Multi-Peril)	4,500	3,875	(340)			\$ 3,535	(965)
Insurance (Workman's Comp)	5,000	998	834			\$ 1,832	(3,168)
Meetings (Board / Management Team)	2,000					\$ -	(2,000)
Miscellaneous	-					\$ -	0
MPSD	-	350	1,300			\$ 1,650	1,650
Office Supply / Equipment / Repair	17,000	2,061	3,042			\$ 5,103	(11,897)
Orientation / Candidate School	1,000					\$ -	(1,000)
Payroll Taxes	95,000	22,797	21,201			\$ 43,998	(51,002)
Communication (Phone/web/social media)	6,000	1,644	1,074			\$ 2,718	(3,282)
Postage	5,000	2,044	1,053			\$ 3,097	(1,903)
Promotion	1,000	195	-			\$ 195	(805)
Reimbursement expenses	6,000	755	1,336			\$ 2,091	(3,909)
Rent	13,000	2,993	2,791			\$ 5,784	(7,216)
Shipping / Handling	4,000	975	1,197			\$ 2,172	(1,828)
Staff Conference	-	-	-			\$ -	0
Travel	11,000	4,034	3,104			\$ 7,138	(3,862)
TOTAL NOF EXPENSES	224,000	52,635	52,784	0	0	\$ 105,419	(118,581)
		37,176	90,222	0	0	127,398	

Inc. minus exp.



Report for:
June, 2024

CASH IN THE BANK = \$ 921,041

Truist Checking	\$ 11,957
Fulton Checking	\$ 242,062
PayPal	\$ 6,580
PNC Checking	\$ -
Schwab - Endowment	\$ 371,402
Money Market	\$ 289,040
	<i>\$ 921,041</i>

Designated For Staff & Branch Use = \$ 244,940

Total Funds Available For National Use = \$ 676,005

Committed to Short Term Branch Ministry	\$ (62)
Duffecy Endowment funds on hand	\$ (407,978)
Committed to MPSD-NTD	\$ (11,272)
Committed to Rainy Day Fund	\$ (15,000)
Committed for Staff Assistance	\$ (10,000)
Coming back to us next month from staff bills we paid on their behalf this month	\$ 187
NOF committed funding	\$ (444,125)
Net cash available for national use (ie not designated for anything else)	\$ 231,880
Duffecy Endowment Pledges not yet received - Future Income	\$ 700,000