

# **OAC Management Team Report**

## **Quarter 1, 2022**

### **(January - March)**

#### **SUMMARY REPORT FROM CENTRAL SERVICES**

#### **JOHN CUTLIP (PENNSYLVANIA)**



Some in-house information to keep you in the loop 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

#### **SUMMARY REPORT FROM PERSONNEL DEVELOPMENT**

#### **TOM FOX**



#### **Contact cards**

- New contact card from Moises Escobar in Dallas area. Had conversations with Rick Moore and Moises. Please pray for God to make His calling clear in Moises' life.

### **Inquiries from “Contact us” off OACUSA website**

- 8 inquiries for training
  - o One is in the Dallas area – handed off to Rick Moore and he made contact
  - o One is in Bowling Green, VA - I made a presentation on 3/27/22
  - o One is in Lancaster, PA at Lancaster Bible College and Ryan Itzel is handling that one
  - o One in NYC that I have connected Richard Burley to when he visits NYC visiting supporters
  - o The others are praying about SET
- 3 international training inquiries that we have forwarded to appropriate OAC contacts

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

- MPSD
  - o Update on Kingdom Come Training to equip our newest staff to be fully funded:
    - ♣ Beaudoin coaching started 1/10/22 at 50% - now at 55%
    - ♣ Dempsie coaching started 11/22/21 at 46% - now at 50%
    - ♣ Domont coaching started 8/30/21 at 24% average - now at 55%
    - ♣ Itzel: coaching started 8/23/21 at 21% average - now at 74%
    - ♣ Powers: coaching started 9/27/21 at 26% average - now at 27%
- NTD
  - o The Baltimore SET: June 13 – 17, 2022 hosted at Belcroft Bible Church with housing at the Courtyard by Marriott Bowie

### **Branch Short Term Housing Fund trips breakdown**

- January 3-6 Pittsburgh to Tampa trip completed
- April 9-16 Michigan to Tampa
- July 3-8 Dallas (& Rochester) to Boston
- July 10-15 Michigan (Scott & Mike) to Boston
- July 17-22 Tampa to Boston
- July 24- 29 Michigan (Brian) to Boston

# SUMMARY REPORT FROM FIELD DIRECTOR

## BRIAN HARMON:



**Ed Neimann** took a team to the Tampa Branch in March. Richard and Diane hosted their team for a fruitful week of ministry. Good reports of the ministry that took place on the beach and at the 5-Day Kid's Club.

**Miami Trip:** Eric, Ed, Richard and Diane, and Joe Toy took a team of 10 Liberty University students to Miami for a week of ministry. Many good reports from the week. Eric is keeping in good contact with Liberty professors and other students. There is a lot of energy for future opportunities.

**Kingdom Come Training** continues to be a tool that is helping enable our staff (Itzel, Domont, Powers, Dempsie, and Beaudoin) in the area of team building. We are seeing their financial support percentages increasing, which is an indicator of a growing ministry partnership base.

**Karen and Chris Williams** are asking for prayer for Chris' health issues and for Karen as she cares for Chris. Karen is hoping to get her weekly YouTube videos back up and running in the next couple months.

**Paul and Carmiña Adams** will be leaving for England in late June. They are taking a US team on a mission trip for a few weeks. Afterwards, Paul and Carmiña will be staying on in Andover for 6 months. Paul will be working with Koinonia Evangelical Church as a pastor of evangelism.

**Erin Chervenak** spent some time (March 21-24) in Phoenix, with Karen and Chris. From AZ, she went to CA to work with George Saige and Ministry to Muslims Network.

**Director's Conference** is scheduled for October 12 – 16. Joy El Camp in Greencastle, PA will be hosting us this year. Aaron Ziebarth is the camp director at Joy El. He is a friend and loves the ministry of Open Air Campaigners. He has offered us a generous financial discount and has agreed to share a word of encouragement with our directors.

**Tom Fox** is finishing up his doctoral studies – aiming for a May 13th graduation. He would appreciate our prayers. Tom is organizing the SET that will take place June 13-17. I believe we have 4 students who are currently signed up, with a couple more considering.

**Mark Kennedy** spent a few days with Tom Fox at Indian Bible College this month. There were a couple connections made that we are praying open doors of ministry with Native American Indians near Spokane, WA.

**Shoshana Schafli** went to be with the Lord on March 14th. As Kurt said, "Shoshana has reached her goal." She ran and finished her race faithful. Praise the Lord. Kurt is honoring and trusting the Lord during his loss. Be praying for Kurt as well, as he is now going to focus on some of his own medical needs.

**Branch to branch “cross-pollination”** (Branch Directors taking a team to another OAC Branches or hosting a team from another branch) The financial donation that came in this year, to cover lodging costs for these trips, enables and encourages us in this goal. So far this year, we have at least five such teams scheduled or having already been completed. I would love to see every branch director take part in this opportunity at some point in the next year.

**Until the net is full, thank you for serving our staff.** Trusting the Lord for 2021 (James 5:7).

# **Open Air Campaigners**

**CONFIDENTIAL**

**Staff Support %**

**From January through March, 2022**

**Paul and Carmina Adams**  
Monthly Top = 6599

Appointed to OAC staff in 1996

<b>January</b>	<b>177%</b>
<b>February</b>	<b>55%</b>
<b>March</b>	<b>122%</b>

**Year-To-Date Support Average = 118%**

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**Frank Baldus**  
Monthly Top = 4950

Appointed to OAC staff in 2011

<b>January</b>	<b>1%</b>
<b>February</b>	<b>38%</b>
<b>March</b>	<b>26%</b>

**Year-To-Date Support Average = 22%**

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**Dan & Rebecca Beaudoin**  
Monthly Top = 6904

Appointed to OAC staff in 2015

<b>January</b>	<b>329%</b>
<b>February</b>	<b>44%</b>
<b>March</b>	<b>64%</b>

**Year-To-Date Support Average = 146%**

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**David and Joy Braun**  
Monthly Top = 6599

Appointed to OAC staff in 1985

<b>January</b>	<b>163%</b>
<b>February</b>	<b>17%</b>
<b>March</b>	<b>37%</b>

**Year-To-Date Support Average = 72%**

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**Eric and Diane Briscoe**  
Monthly Top = 6599

Appointed to OAC staff in 1982

<b>January</b>	<b>153%</b>
<b>February</b>	<b>68%</b>
<b>March</b>	<b>123%</b>

**Year-To-Date Support Average = 115%**

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**Richard & Diane Burley**  
Monthly Top = 6599

Appointed to OAC staff in 2002

<b>January</b>	<b>49%</b>
<b>February</b>	<b>15%</b>
<b>March</b>	<b>24%</b>

**Year-To-Date Support Average = 29%**

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**Michael & Renae Bussen**  
Monthly Top = 6599

Appointed to OAC staff in 1990

<b>January</b>	<b>110%</b>
<b>February</b>	<b>81%</b>
<b>March</b>	<b>67%</b>

**Year-To-Date Support Average = 86%**

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**Erin Chervenak**  
Monthly Top = 4950

Appointed to OAC staff in 2015

**January**    **56%**  
**February**   **87%**  
**March**       **34%**

**Year-To-Date Support Average = 59%**

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**John & Tiffany Copell**  
Monthly Top = 6500

Appointed to OAC staff in 2020

**January**    **15%**  
**February**   **9%**  
**March**       **13%**

**Year-To-Date Support Average = 12%**

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**John and Sue Cutlip**  
Monthly Top = 7391

Appointed to OAC staff in 1980

**January**    **131%**  
**February**   **100%**  
**March**       **100%**

**Year-To-Date Support Average = 110%**

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**Zane & Laurie Dempsie**  
Monthly Top = 8071

Appointed to OAC staff in 2008

**January**    **44%**  
**February**   **46%**  
**March**       **53%**

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

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**Scott & Christine Domont**  
Monthly Top = 7507

Appointed to OAC staff in 2021

**January**    **114%**  
**February**   **47%**  
**March**       **42%**

**Year-To-Date Support Average = 68%**

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**Bob and Deidra Ewerth**  
Monthly Top = 6599

Appointed to OAC staff in 1976

**January**    **35%**  
**February**   **31%**  
**March**       **40%**

**Year-To-Date Support Average = 35%**

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**Tom Fox**  
Monthly Top = 6599

Appointed to OAC staff in 2009

**January**    **48%**  
**February**   **24%**  
**March**       **28%**

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

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**Brian & Kimberlee Harmon**  
Monthly Top = 12000

Appointed to OAC staff in 2010

**January**    **148%**  
**February**   **150%**  
**March**       **58%**

**Year-To-Date Support Average = 119%**

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**Russ Hodder**  
Monthly Top = 4950

Appointed to OAC staff in 1977

**January**    **79%**  
**February**   **63%**  
**March**       **68%**

**Year-To-Date Support Average = 70%**

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**Ryan & Tasia Itzel**  
Monthly Top = 6750

Appointed to OAC staff in 2020

**January**    **90%**  
**February**   **45%**  
**March**       **59%**

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

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**Rebecca Jefferson**  
Monthly Top = 4950

Appointed to OAC staff in 2015

**January**    **66%**  
**February**   **15%**  
**March**       **29%**

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

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**Steve & Connie Johnson**  
Monthly Top = 6599

Appointed to OAC staff in 2015

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

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

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**Mark & Angela Kennedy**  
Monthly Top = 6751

Appointed to OAC staff in 2004

**January**    **33%**  
**February**   **35%**  
**March**       **27%**

**Year-To-Date Support Average = 32%**

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**Sue MacNeil**  
Monthly Top = 4950

Appointed to OAC staff in 2000

**January**    **2%**  
**February**   **6%**  
**March**       **2%**

**Year-To-Date Support Average = 3%**

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**Betty Naggy-Masten**  
Monthly Top = 6599

Appointed to OAC staff in 1970

**January**     **0%**  
**February**   **0%**  
**March**       **3%**

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

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**Chris & Bonnie McKinley**  
Monthly Top = 6904

Appointed to OAC staff in 2016

**January**     **117%**  
**February**   **18%**  
**March**       **18%**

**Year-To-Date Support Average = 51%**

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**Juan & Dawn Monzon**  
Monthly Top = 7205

Appointed to OAC staff in 1990

**January**     **0%**  
**February**   **0%**  
**March**       **0%**

**Year-To-Date Support Average = 0%**

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**Rick and Dovie Moore**  
Monthly Top = 6599

Appointed to OAC staff in 2007

**January**     **107%**  
**February**   **46%**  
**March**       **69%**

**Year-To-Date Support Average = 74%**

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**Ed & Debbie Neimann**  
Monthly Top = 6599

Appointed to OAC staff in 2016

**January**     **29%**  
**February**   **0%**  
**March**       **0%**

**Year-To-Date Support Average = 10%**

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**Peter and Isabel O'Driscoll**  
Monthly Top = 7055

Appointed to OAC staff in 1996

**January**     **91%**  
**February**   **12%**  
**March**       **2%**

**Year-To-Date Support Average = 35%**

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**Chuck Phelps**  
Monthly Top = 4950

Appointed to OAC staff in 1970

**January**     **29%**  
**February**   **22%**  
**March**       **22%**

**Year-To-Date Support Average = 24%**

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**Brenten & Lena Powers**  
Monthly Top = 7500

Appointed to OAC staff in 2020

**January**    **52%**  
**February**   **21%**  
**March**       **22%**

**Year-To-Date Support Average = 32%**

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**Ken & Kathy Teeter**  
Monthly Top = 6599

Appointed to OAC staff in 2011

**January**    **37%**  
**February**   **21%**  
**March**       **37%**

**Year-To-Date Support Average = 32%**

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**Karen Williams**  
Monthly Top = 6599

Appointed to OAC staff in 1984

**January**    **88%**  
**February**   **14%**  
**March**       **12%**

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

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**Mike & Christine Wilson**  
Monthly Top = 7205

Appointed to OAC staff in 2016

**January**    **8%**  
**February**   **23%**  
**March**       **8%**

**Year-To-Date Support Average = 13%**

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**Chip & Kim Wolfe**  
Monthly Top = 7390

Appointed to OAC staff in 2000

**January**    **56%**  
**February**   **70%**  
**March**       **39%**

**Year-To-Date Support Average = 55%**

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## Open Air Campaigners 2022 Inventory Valuation Summary Quarter 01

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	30	50.00	1,500.00
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	6	195.00	1,170.00
BLU (from Texas) (LED Blacklight Unit - Texas warehouse)	LED Blacklight Unit - Texas warehouse	12	195.00	2,340.00
box (Paint Box)	Paint Box	417	7.00	2,919.00
boxTX (Texas inventory to sell - Paint Box)	Texas inventory to sell - Paint Box	4	0.00	0.00
bs (Ball to Square)	Ball to Square	3	6.00	18.00
cb (Checks & Balances Object Lesson)	Checks & Balances Object Lesson	46	2.00	92.00
cbl (Checks & Balances INSTRUCTION sheet)	Checks & Balances INSTRUCTION sheet	125	0.25	31.25
ccc (Chemical Cross Crystals (small bag))	Chemical Cross Crystals (small bag)	344	3.00	1,032.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	174	8.00	1,392.00
ct (Chalk & Talk)	Chalk & Talk	93	5.00	465.00
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	50	10.00	500.00
dvdsm (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	17	10.00	170.00
ec (EvangCube Object Lesson)	EvangCube Object Lesson	56	6.00	336.00
ecop (EvangCube Carry Pouch)	EvangCube Carry Pouch	8	8.00	64.00
ecspws (EvangCube carry pouch / WITH CARRY STRAP)	EvangCube carry pouch / WITH CARRY STRAP	2	8.00	16.00
ecck (EvangCube Key Chain)	EvangCube Key Chain	20	6.00	120.00
ess (Evangelistic Sketch Board Sermons)	Evangelistic Sketch Board Sermons	10	5.00	50.00
fb (Fisherman's Basket)	Fisherman's Basket	209	10.00	2,090.00
fo (Film of Life)	Film of Life	8	32.00	256.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	Pint of Fluorescent Concentrate (Blue)	38	10.00	380.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	23	10.00	230.00
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)	26	10.00	260.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	14	10.00	140.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	10	170.00	1,700.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	104	5.00	520.00
gve (Gospel Visual Effects)	Gospel Visual Effects	20	5.00	100.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	95	12.00	1,140.00
hbh (Holy Bible BLANK edition)	Holy Bible BLANK edition	50	6.00	300.00
hbTX (Texas inventory to sell - Bible Coloring Book Object Lesson)	Texas inventory to sell - Bible Coloring Book Object Lesson	2	0.00	0.00
hbb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	Portable Hand-Held Board - Nazareth warehouse	7	18.00	126.00
hbpb (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth warehouse)	Portable Hand-Held Board Carry Pouch - Nazareth warehouse	2	18.00	36.00
hja (Heaven In A Jar)	Heaven In A Jar	91	5.00	455.00
is (Indian Symbols Tell The Gospel)	Indian Symbols Tell The Gospel	263	5.00	1,315.00
itg (Illustrating The Gospel)	Illustrating The Gospel	81	5.00	405.00
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	200	2.00	400.00
lol (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	244	5.00	1,220.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	219	6.00	1,314.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	3,240	0.25	810.00
pb (Paint Brush)	Paint Brush	566	8.50	4,811.00
pbHARRIS (Paint Brush)	Paint Brush	23	5.00	115.00
pbTX (Texas inventory to sell - Paint Brush)	Texas inventory to sell - Paint Brush	20	0.00	0.00
ppblack (Powdered Paint (Black))	Powdered Paint (Black)	30	5.00	150.00
PS (Board message pre-sketch)	Board message pre-sketch	94	5.00	470.00
RANS (Rich Art BLACK quart)	Rich Art BLACK quart	239	25.00	5,975.00
RAS (Rich Art BLACK quart (Special staff pricing))	Rich Art BLACK quart (Special staff pricing)	193	20.00	3,860.00
RGN (The Really Great News of the Bible booklet)	The Really Great News of the Bible booklet	475	1.00	475.00
rpblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	12	7.00	84.00
rpblu (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	25	7.00	175.00
rpgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	20	7.00	140.00
rprrd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	14	7.00	98.00
rprry (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	56	7.00	392.00
rpqbk (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	100	10.00	1,000.00
rpqblu (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	51	10.00	510.00
rpqgrn (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	25	10.00	250.00
rpqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	61	10.00	610.00
rpqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	22	10.00	220.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	31	4.00	124.00
RWG (How To Have The Relationship With God You Really Need booklet)	How To Have The Relationship With God You Really Need booklet	480	1.00	480.00
sm (Sketchboard Messages)	Sketchboard Messages	421	6.00	2,526.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	33	6.00	198.00
st (Sketch & Tell)	Sketch & Tell	200	6.00	1,200.00
STEPSNS (Counseling Booklets*)	Counseling Booklets*	14,752	0.25	3,688.00
STEPSNS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	10,964	0.12	1,315.68
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	79	8.00	632.00
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	15	20.00	300.00
tl (Three LOOPS Object Lesson)	Three LOOPS Object Lesson	509	3.00	1,527.00
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)	1	12.00	12.00
tm3 (Training Manual (Three-Week Edition))	Training Manual (Three-Week Edition)	23	20.00	460.00
tr (Three ROPES Object Lesson)	Three ROPES Object Lesson	702	2.00	1,404.00
tri (Three ROPES Instruction Booklet)	Three ROPES Instruction Booklet	105	0.25	26.25
ITX (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	11	8.00	88.00
uq (Ultimate Questions Booklet)	Ultimate Questions Booklet	92	2.00	184.00
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	14	0.50	7.00
ypcp (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	220	6.00	1,320.00
Total Inventory		37,406		62,109.43
<b>TOTAL</b>		<b>37,406</b>		<b>62,109.43</b>

**Open Air Campaigners – USA**  
**Quarterly Budget Overview - National Operating Fund (NOF)**  
**2022**

	Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
<b>NOF INCOME</b>							
NOF related	26,500	6,611				\$ 6,611	(19,889)
Goods Sold	15,000	2,979				\$ 2,979	(12,021)
Shipping Income	3,000	1,061				\$ 1,061	(1,939)
Orientation-Candidate School	500	-				\$ -	(500)
MPSD	3,000	340				\$ 340	(2,660)
Service Charge	150,000	52,759				\$ 52,759	(97,241)
Staff Conference	-	-				\$ -	0
Reimbursement income	12,000	2,668				\$ 2,668	(9,332)
Misc (interest income, etc)	2,000	12				\$ 12	(1,988)
<b>TOTAL NOF INCOME</b>	<b>\$ 212,000</b>	<b>\$ 66,430</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 66,430</b>	<b>(145,570)</b>
<b>NOF EXPENSES</b>							
Affiliation ( ECFA / OACI)	6,500	1,207				\$ 1,207	(5,293)
Assist / Encourage & Train Staff	2,000	322				\$ 322	(1,678)
Audit	8,000	-				\$ -	(8,000)
Branch Development (Directors meetings, etc)	5,000	3,389				\$ 3,389	(1,611)
Cost of Goods Sold	15,000	515				\$ 515	(14,485)
Evangelism & Discipleship	500	-				\$ -	(500)
Bank & other fees	20,000	4,200				\$ 4,200	(15,800)
Insurance (Multi-Peril)	3,500	-				\$ -	(3,500)
Insurance (Workman's Comp)	4,000	936				\$ 936	(3,064)
Meetings (Board / Management Team)	1,000	-				\$ -	(1,000)
Miscellaneous	-	-				\$ -	0
MPSD	-	2,625				\$ 2,625	2,625
Office Supply / Equipment / Repair	18,000	2,005				\$ 2,005	(15,995)
Orientation / Candidate School	500	-				\$ -	(500)
Payroll Taxes	70,000	17,093				\$ 17,093	(52,907)
Communication (Phone/web/social media)	7,000	1,607				\$ 1,607	(5,393)
Postage	5,000	2,351				\$ 2,351	(2,649)
Promotion	4,000	524				\$ 524	(3,476)
Reimbursement expenses	5,000	828				\$ 828	(4,172)
Rent	15,000	3,394				\$ 3,394	(11,606)
Seminars	2,000	-				\$ -	(2,000)
Shipping / Handling	4,000	846				\$ 846	(3,154)
Staff Conference	-	-				\$ -	0
Travel	11,000	1,294				\$ 1,294	(9,706)
Van Maintenance / Repairs	5,000	285				\$ 285	(4,715)
<b>TOTAL NOF EXPENSES</b>	<b>212,000</b>	<b>43,421</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>\$ 43,421</b>	<b>(168,579)</b>
		<b>23,009</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>23,009</b>	

Inc. minus exp.



Report for:  
March, 2022

**CASH IN THE BANK = \$ 832,204**

Truist Checking	\$ 19,766
Fulton Checking	\$ 278,372
PayPal	\$ 19,600
PNC Checking	\$ 74,730
Schwab - Endowment	\$ 274,925
Money Market	\$ 164,811
	\$ 832,204

**Designated For Staff & Branch Use = \$ 273,817**

In Checking	\$ 273,417
In Money Market	\$ 400

**Available For Immediate NOF Use = \$ 558,386**

Committed to Short Term Branch Ministry	\$ (161)
Committed to MPSD-NTD	\$ (41,775)
Committed for Staff Assistance	\$ (10,000)
Committed to Rainy Day Fund	\$ (15,000)
Duffey Endowment funds on hand	\$ (281,097)
Coming back to us next month from staff bills we paid on their behalf this month	\$ 787
	\$ (347,246)
<b>Net cash available for national use (ie not designated for anything else)</b>	<b>\$ 211,140</b>
Duffey Endowment Pledges not yet received - Future Income	<b>\$ 700,000</b>