

OAC Management Team Report

Quarter 3, 2021

(July - September)

SUMMARY REPORT FROM CENTRAL SERVICES JOHN CUTLIP (PENNSYLVANIA)



Since the last quarterly report, God has allowed us to undergo a successful annual financial audit. I am happy to report we once again spent less than received and all bills are paid. We remain debt-free to the glory of God. Both the audit and Form 990 have been posted to our online board member area at oacnational.org (password: since1892).

I am also happy to report we have successfully moved in to our new OAC Central Services office location in the Bangor, PA area.

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:

- 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



Management Team cohesiveness

- Brian and I continue to talk on almost a weekly basis keeping each other informed in PDD and Field Director issues
- We bring John into the loop as necessary leaving him free to manage the books

OACUSA Website

- Jeff Clausen continues to maintain the website and updates information in a timely manner
- staff newsletters forwarded to Jeff are posted in a timely manner
- Training inquiries come in occasionally from the website. I will remain in contact with the individuals

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

- The MPSD & NTD Fund was established in May and implemented in July
 - o Master Sketchboard Evangelism Training (SET) funds of \$5,998.86 were rolled into NOF funds of \$44,000.14 to make up the \$50,000 established by the BoD
- MPSD
 - o The Management Team (MT) is utilizing to equip our newest staff interns (full-time, not yet evangelists)
 - o Initial training is a two-week intensive online class costing \$400 per couple
 - o After the initial training, weekly coaching costs \$175 per month per couple until fully funded
 - § Completed initial training in August: Domont's, Goss's, and Itzel's
 - § Started coaching in August/September: Domont's, Goss's, and Itzel's
 - § Completed initial training in September: Copell's and Power's
 - § Starting coaching in September/October: Copell's and Power's
 - o It has been determined by the MT that Zane Dempsie needs training to become fully funded. Zane & Laurie are enrolled for training in October.
 - o It has been determined by the MT that Dan Beaudoin greatly desires training to become fully funded. Dan and Becky will be enrolled for training in November.
- NTD
 - o The Baltimore SET dates have been established for June 13 – 17, 2022 hosted at Belcroft Bible Church with housing at the Courtyard by Marriott Bowie

Contact cards

- No new contact cards to date
- John and Amanda Wardlaw, Central SC, who took SET in Baltimore in 2019 have an application and are in the process of filling it out

SUMMARY REPORT FROM FIELD DIRECTOR

BRIAN HARMON:



Tom and I are encouraged with the Kingdom Come Training and the coaching that this ministry is providing for our staff. We are hearing positive reports from our new staff families that are involved in this training (Itzel, Copell, Domont, Goss, and Powers). We have also enrolled the Dempsie's and the Beaudoin's for the October and November classes.

Eric Briscoe, Mike Wilson, and Ed Neimann just finished a week of ministry in Cincinnati GBS. For over a decade, Eric has been taking a week each year to train students in open air evangelism at this Christian college. Professor Mark Bird is our contact there. He is the person that helped us facilitate our last OAC Family Retreat.

Ken and Kathy Teeter (and Chuck Phelps) are doing well. I spent a week in Minneapolis with them. They have joined a new church (Pathways Community Church) and are developing good relationships there. We were able to get out on the University of Minnesota for open air outreach. This is a new location and a very good opportunity for outreach. Praying that Ken can build a team of believers who would be willing to go out with him in the open air. Also, Ken would be happy if God raised up a staff person who wanted to join him in MN.

Tom Fox is in Arizona at Indian Bible College. He is working on his doctoral studies there until mid-December. His hope is that by May 2022 he will have completed his doctorate.

Mark and Angela Kennedy have moved but not too far away from where they have already established the Inland NW Branch. Mark feels he will have even more opportunities for outreach and equipping of the saints in this new location.

Kurt and Shoshana Schafli are both still dealing with medical issues. We should continue praying for them.

Steve and Connie Johnson (Quad-city Area) are continuing in open air outreach. I encouraged Steve to visit some other branches. We're praying that God would bring some co-laborers around them.

As I communicate with all of our staff, I believe the overall spiritual, relational, and financial health of our staff is good. For those who are struggling in any of these areas, they seem to be seeking God's grace. Tom and I are endeavoring to walk closely with them. More importantly, in most cases, our staff is involved in a healthy local church. We are praying for strengthening of relationships between our staff and their local churches.

We have a Zoom meeting scheduled (Oct. 11th) with many of the OAC branch directors. As evangelists, we are called to "equip the saints" in the area of evangelism. We want to encourage each of our branch directors

to schedule a week in 2022 where they will either host a mission team and/or take a mission team to another OAC branch for a week. I have hosted and taken numbers of these teams. We can't count the fruit that comes from these groups around the US. These weeks do a life altering work in the lives of those who participate; helps to build your local ministry teams; opens doors to areas of ministry; helps the branch directors to grow in their ability to organize and train; may produce future OAC staff as well. We have a person who is desiring to help fund these opportunities nationally.

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 September, 2021

Paul and Carmina Adams
Monthly Top = 6599

Appointed to OAC staff in 1996

January	181%
February	93%
March	110%
April	89%
May	109%
June	103%
July	48%
August	91%
September	107%

Year-To-Date Support Average = 103%

Frank Baldus
Monthly Top = 4950

Appointed to OAC staff in 2011

January	7%
February	34%
March	52%
April	21%
May	50%
June	38%
July	73%
August	34%
September	22%

Year-To-Date Support Average = 37%

Dan & Rebecca Beaudoin
Monthly Top = 6904

Appointed to OAC staff in 2015

January	85%
February	44%
March	46%
April	36%
May	34%
June	57%
July	53%
August	46%
September	45%

Year-To-Date Support Average = 50%

David and Joy Braun
Monthly Top = 6599

Appointed to OAC staff in 1985

January	108%
February	19%
March	32%
April	11%
May	40%
June	25%
July	16%
August	21%
September	21%

Year-To-Date Support Average = 33%

Eric and Diane Briscoe
Monthly Top = 6599

Appointed to OAC staff in 1982

January	181%
February	50%
March	103%
April	99%
May	90%
June	95%
July	93%
August	161%
September	113%

Year-To-Date Support Average = 109%

Richard & Diane Burley
Monthly Top = 6599

Appointed to OAC staff in 2002

January	53%
February	26%
March	16%
April	30%
May	41%
June	21%
July	38%
August	19%
September	28%

Year-To-Date Support Average = 30%

Michael & Renae Bussen
Monthly Top = 6599

Appointed to OAC staff in 1990

January	166%
February	71%
March	86%
April	69%
May	128%
June	77%
July	65%
August	59%
September	81%

Year-To-Date Support Average = 89%

Erin Chervenak
Monthly Top = 4950

Appointed to OAC staff in 2015

January	72%
February	15%
March	49%
April	33%
May	29%
June	49%
July	16%
August	27%
September	46%

Year-To-Date Support Average = 37%

John & Tiffany Copell
Monthly Top = 6500

Appointed to OAC staff in 2020

January	9%
February	0%
March	11%
April	10%
May	14%
June	17%
July	12%
August	14%
September	11%

Year-To-Date Support Average = 11%

John and Sue Cutlip
Monthly Top = 7391

Appointed to OAC staff in 1980

January	115%
February	100%
March	100%
April	100%
May	100%
June	100%
July	100%
August	100%
September	100%

Year-To-Date Support Average = 102%

Zane & Laurie Dempsie
Monthly Top = 8071

Appointed to OAC staff in 2008

January	65%
February	67%
March	32%
April	40%
May	33%
June	46%
July	42%
August	31%
September	65%

Year-To-Date Support Average = 47%

Scott & Christine Domont
Monthly Top = 7507

Appointed to OAC staff in 2021

May	22%
June	0%
July	27%
August	48%
September	8%

Year-To-Date Support Average = 21%

Bob and Deidra Ewerth
Monthly Top = 6599

Appointed to OAC staff in 1976

January	37%
February	50%
March	41%
April	20%
May	39%
June	35%
July	25%
August	47%
September	45%

Year-To-Date Support Average = 38%

Tom Fox
Monthly Top = 6599

Appointed to OAC staff in 2009

January	45%
February	36%
March	37%
April	30%
May	26%
June	27%
July	36%
August	28%
September	22%

Year-To-Date Support Average = 32%

Sue and Harold Goss
Monthly Top = 5000

Appointed to OAC staff in 2020

January	0%
February	8%
March	5%
April	5%
May	5%
June	4%
July	4%
August	0%
September	2%

Year-To-Date Support Average = 4%

Brian & Kimberlee Harmon
Monthly Top = 8240

Appointed to OAC staff in 2010

January	462%
February	131%
March	144%
April	283%
May	139%
June	100%
July	152%
August	165%
September	201%

Year-To-Date Support Average = 197%

Russ Hodder
Monthly Top = 4950

Appointed to OAC staff in 1977

January	143%
February	60%
March	58%
April	53%
May	80%
June	45%
July	106%
August	132%
September	55%

Year-To-Date Support Average = 81%

Ryan & Tasia Itzel
Monthly Top = 6750

Appointed to OAC staff in 2020

January	24%
February	32%
March	36%
April	27%
May	19%
June	10%
July	19%
August	0%
September	41%

Year-To-Date Support Average = 23%

Rebecca Jefferson
Monthly Top = 4950

Appointed to OAC staff in 2015

January	64%
February	34%
March	32%
April	34%
May	28%
June	10%
July	24%
August	30%
September	25%

Year-To-Date Support Average = 31%

Steve & Connie Johnson
Monthly Top = 6599

Appointed to OAC staff in 2015

January	1%
February	3%
March	1%
April	1%
May	1%
June	1%
July	0%
August	1%
September	1%

Year-To-Date Support Average = 1%

Mark & Angela Kennedy
Monthly Top = 6751

Appointed to OAC staff in 2004

January	34%
February	67%
March	27%
April	40%
May	30%
June	42%
July	41%
August	41%
September	49%

Year-To-Date Support Average = 41%

Carol King
Monthly Top = 4950

Appointed to OAC staff in 2009

January	56%
February	16%
March	17%

Year-To-Date Support Average = 30%

Sue MacNeil
Monthly Top = 4950

Appointed to OAC staff in 2000

January	8%
February	8%
March	9%
April	9%
May	9%
June	8%
July	6%
August	6%
September	3%

Year-To-Date Support Average = 7%

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	3%

Year-To-Date Support Average = 1%

Chris & Bonnie McKinley
Monthly Top = 6904

Appointed to OAC staff in 2016

January	18%
February	10%
March	24%
April	0%
May	31%
June	18%
July	17%
August	21%
September	20%

Year-To-Date Support Average = 18%

Juan & Dawn Monzon
Monthly Top = 7205

Appointed to OAC staff in 1990

January	0%
February	4%
March	2%
April	0%
May	0%
June	0%
July	0%
August	0%
September	0%

Year-To-Date Support Average = 1%

Rick and Dovie Moore
Monthly Top = 6599

Appointed to OAC staff in 2007

January	102%
February	52%
March	54%
April	48%
May	57%
June	88%
July	43%
August	47%
September	62%

Year-To-Date Support Average = 61%

Ed & Debbie Neimann
Monthly Top = 6599

Appointed to OAC staff in 2016

January	0%
February	0%
March	23%
April	32%
May	31%
June	30%
July	31%
August	29%
September	36%

Year-To-Date Support Average = 24%

Peter and Isabel O'Driscoll
Monthly Top = 7055

Appointed to OAC staff in 1996

January	82%
February	7%
March	16%
April	0%
May	10%
June	8%
July	8%
August	17%
September	14%

Year-To-Date Support Average = 18%

Chuck Phelps
Monthly Top = 4950

Appointed to OAC staff in 1970

January	30%
February	24%
March	23%
April	22%
May	22%
June	22%
July	22%
August	22%
September	22%

Year-To-Date Support Average = 23%

Brenten & Lena Powers
Monthly Top = 7500

Appointed to OAC staff in 2020

January	27%
February	29%
March	28%
April	17%
May	20%
June	29%
July	34%
August	19%
September	46%

Year-To-Date Support Average = 28%

Ken & Kathy Teeter
Monthly Top = 6599

Appointed to OAC staff in 2011

January	33%
February	36%
March	74%
April	23%
May	19%
June	79%
July	47%
August	67%
September	28%

Year-To-Date Support Average = 45%

Karen Williams
Monthly Top = 6599

Appointed to OAC staff in 1984

January	38%
February	12%
March	14%
April	44%
May	6%
June	15%
July	30%
August	12%
September	12%

Year-To-Date Support Average = 20%

Mike & Christine Wilson
Monthly Top = 7205

Appointed to OAC staff in 2016

January	8%
February	11%
March	8%
April	8%
May	13%
June	15%
July	18%
August	15%
September	10%

Year-To-Date Support Average = 12%

Chip & Kim Wolfe
Monthly Top = 7390

Appointed to OAC staff in 2000

January	78%
February	55%
March	45%
April	56%
May	48%
June	51%
July	51%
August	14%
September	58%

Year-To-Date Support Average = 51%

Open Air Campaigners 3rd Quarter 2021 Inventory Valuation Summary

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	33	50.00	1,650.00
blnt (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	13	195.00	2,535.00
box (Paint Box)	Paint Box	423	7.00	2,961.00
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	54	2.00	108.00
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)	358	3.00	1,074.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	192	8.00	1,536.00
ct (Chalk & Talk)	Chalk & Talk	94	5.00	470.00
cvdkb (Miss Karen "Get Out of the Boat" DVD)	Miss Karen "Get Out of the Boat" DVD	19	15.00	285.00
dvdl (Object Lessons For The Open Air DVD)	Object Lessons For The Open Air DVD	50	10.00	500.00
dvdsn (Sketch Board Messages: Adult Presentations DVD)	Sketch Board Messages: Adult Presentations DVD	18	10.00	180.00
ec (EvangCube Object Lesson)	EvangCube Object Lesson	58	6.00	348.00
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
ess (Evangelistic Sketch Board Sermons)	Evangelistic Sketch Board Sermons	12	5.00	60.00
fb (Fisherman's Basket)	Fisherman's Basket	210	10.00	2,100.00
fol (Film of Life)	Film of Life	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	Pint of Fluorescent Concentrate (Blue)	49	10.00	490.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	29	10.00	290.00
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)	35	10.00	350.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	22	10.00	220.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	14	170.00	2,380.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	106	5.00	530.00
gve (Gospel Visual Effects)	Gospel Visual Effects	22	5.00	110.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	103	12.00	1,236.00
hbb (Holy Bible BLANK edition)	Holy Bible BLANK edition	53	6.00	318.00
hbTX (Texas inventory to sell - Bible Coloring Book Object Lesson)	Texas inventory to sell - Bible Coloring Book Object Lesson	2	0.00	0.00
hbh (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	Portable Hand-Held Board - Nazareth warehouse	7	18.00	126.00
hhbp (from Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth warehouse)	Portable Hand-Held Board Carry Pouch - Nazareth warehouse	2	18.00	36.00
hij (Heaven In A Jar)	Heaven In A Jar	92	5.00	460.00
is (Indian Symbols Tell The Gospel)	Indian Symbols Tell The Gospel	263	5.00	1,315.00
itg (Illustrating The Gospel)	Illustrating The Gospel	82	5.00	410.00
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 Instruction Booklet)	Loop of Life Instruction Booklet	200	2.00	400.00
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	245	5.00	1,225.00
oass (Open Air Sketchboard Stories)	Open Air Sketchboard Stories	220	6.00	1,320.00
paper (Newsprint Paper (36" x 54"))	Newsprint Paper (36" x 54")	3,849	0.25	962.25
pb (Paint Brush)	Paint Brush	654	8.50	5,559.00
pbHARRIS (Paint Brush)	Paint Brush	79	5.00	395.00
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	100	5.00	500.00
RANS (Rich Art BLACK quart)	Rich Art BLACK quart	244	25.00	6,100.00
RAS (Rich Art BLACK quart (Special staff pricing))	Rich Art BLACK quart (Special staff pricing)	199	20.00	3,980.00
RGN (The Really Great News of the Bible booklet)	The Really Great News of the Bible booklet	485	1.00	485.00
rpblack (Pint - Regular Pint (Black))	Pint - Regular Pint (Black)	19	7.00	133.00
rpblu (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	32	7.00	224.00
rpgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	25	7.00	175.00
rprrd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	24	7.00	168.00
rprry (Pint - Regular Pint (Yellow))	Pint - Regular Pint (Yellow)	56	7.00	392.00
rpqbk (Regular Paint (Quart) - Black)	Regular Paint (Quart) - Black	45	10.00	450.00
rpqblu (Regular Paint (Quart) - Blue)	Regular Paint (Quart) - Blue	55	10.00	550.00
rpqgrn (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	29	10.00	290.00
rpqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	63	10.00	630.00
rpqylw (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	25	10.00	250.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	33	4.00	132.00
RWG (How To Have The Relationship With God You Really Need booklet)	How To Have The Relationship With God You Really Need booklet	490	1.00	490.00
sm (Sketchboard Messages)	Sketchboard Messages	423	6.00	2,538.00
sms (Sketchboard Messages (SPANISH))	Sketchboard Messages (SPANISH)	33	6.00	198.00
st (Sketch & Tell)	Sketch & Tell	200	6.00	1,200.00
STEPNS (Counseling Booklets*)	Counseling Booklets*	15,002	0.25	3,750.50
STEPSS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	11,364	0.12	1,363.68
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	80	8.00	640.00
tcs (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	516	3.00	1,548.00
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)	10	12.00	120.00
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	706	2.00	1,412.00
trl (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	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	2	0.50	1.00
yep (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	220	6.00	1,320.00
Total Inventory		38,935		64,128.18
TOTAL		38,935		64,128.18

Open Air Campaigners – USA
Quarterly Budget Overview - National Operating Fund (NOF)
2021

	2021 Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
NOF INCOME							
NOF related	26,500	14,691	18,651	11,908		\$ 45,250	18,750
Goods Sold	15,000	1,436	1,560	2,739		\$ 5,735	(9,265)
Shipping Income	3,000	367	276	654		\$ 1,297	(1,703)
Orientation-Candidate School	500	350	-	-		\$ 350	(150)
Seminars (SET)	3,000	-	-	0		\$ -	(3,000)
Service Charge	150,000	36,701	39,253	41,627		\$ 117,581	(32,419)
Staff Conference	-	-	-	-		\$ -	0
Reimbursement income	12,000	2,405	2,528	2,348		\$ 7,281	(4,719)
Misc (interest income, etc)	2,000	10	14	310		\$ 334	(1,666)
TOTAL NOF INCOME	\$ 212,000	\$ 55,960	\$ 62,282	\$ 59,586	\$ -	\$ 177,828	(34,172)
NOF EXPENSES							
Affiliation (ECFA / OACI)	6,500	1,231	2,285	2,425		\$ 5,941	(559)
Assist / Encourage & Train Staff	2,000	1,315	1,611	266		\$ 3,192	1,192
Audit	8,000	-	-	-		\$ -	(8,000)
Branch Development (Directors meetings, etc)	5,000	-	-	-		\$ -	(5,000)
Cost of Goods Sold	15,000	-	4030	2665		\$ 6,695	(8,305)
Evangelism & Discipleship	500	-	174	-		\$ 174	(326)
Bank & other fees	20,000	5,059	7,309	3,565		\$ 15,933	(4,067)
Insurance (Multi-Peril)	3,500	-	3,591	(55)		\$ 3,536	36
Insurance (Workman's Comp)	4,000	790	852	1754		\$ 3,396	(604)
Meetings (Board / Management Team)	1,000	-	213	-		\$ 213	(787)
Miscellaneous	-	-	-	-		\$ -	0
MPSD	-	-	-	2,925		\$ 2,925	2,925
Office Supply / Equipment / Repair	18,000	2,986	5539	6066		\$ 14,591	(3,409)
Orientation / Candidate School	500	-	1,646	-		\$ 1,646	1,146
Payroll Taxes	70,000	21,835	12095	19583		\$ 53,513	(16,487)
Communication (Phone/web/social media)	7,000	2,002	1,382	1,309		\$ 4,693	(2,307)
Postage	5,000	2,820	158	955		\$ 3,933	(1,067)
Promotion	4,000	4	340	339		\$ 683	(3,317)
Reimbursement expenses	5,000	322	2,022	282		\$ 2,626	(2,374)
Rent	15,000	3,420	2,670	3,151		\$ 9,241	(5,759)
Seminars	2,000	-	-	-		\$ -	(2,000)
Shipping / Handling	4,000	753	546	901		\$ 2,200	(1,800)
Staff Conference	-	606	33,201	192		\$ 33,999	33,999
Travel	11,000	1,132	2,130	2,260		\$ 5,522	(5,478)
Van Maintenance / Repairs	5,000	619	105	242		\$ 966	(4,034)
TOTAL NOF EXPENSES	212,000	44,894	81,899	48,825	0	\$ 175,618	(36,382)
		11,066	(19,617)	10,761	0	2,210	

Inc. minus exp.



Report for:
September, 2021

CASH IN THE BANK = \$ 772,489

BB&T Checking	\$ 34,969
Fulton Checking	\$ 208,756
PayPal	\$ 8,371
PNC Checking	\$ 70,696
Schwab - Endowment	\$ 284,894
Money Market	\$ 164,803
	\$ 772,489

Designated For Staff & Branch Use = \$ 259,520

In Checking	\$ 259,120
In Money Market	\$ 400

Available For Immediate NOF Use = \$ 462,969

Committed to MPSD-NTD	\$ (47,075)
Committed for Staff Assistance	\$ (10,000)
Committed to Rainy Day Fund	\$ (15,000)
Duffecy Endowment funds on hand	\$ (291,066)
Coming back to us next month from staff bills we paid on their behalf this month	\$ 635
Net cash available for national use (ie not designated for anything else)	\$ 100,463
	+
Duffecy Endowment Pledges not yet received - Future Income	\$ 700,000