

OAC Management Team Report

Quarter 4, 2018 (October - December)

Eric Briscoe: Field Director (Boston, MA)

John Cutlip: Central Services (Nazareth, PA)

Bob Ewerth: Personnel & Development (Philadelphia, PA)



It's been a another good quarter and we thank God for what He is doing through us. We continue to be careful on our spending and it has paid off as this past year, we spent almost \$30,000 less than expected (details on this quarter's budget overview).

This past quarter, an additional major donation of just a little over \$227,000 came in from the estate of a friend of this ministry who passed away. This gift is not related to any of the Duffecy endowment contacts we have made to date and so is a bonus from the Lord who seems to be blessing our efforts. This will be a tremendous help to our endowment fund and to our National Operating Fund as well. This gift is proving to be an immediate help to our staff. It's also beneficial in our OAC branding efforts as we continue to build OAC name recognition. Already we have been able to purchase and ship out a table-top display unit with related table covers having our logo to each branch location making a quality promotional display locally available to all our staff nationwide.

Work continues on revising our national website. We are grateful for staff man John Risner in the Nashville area who is maintaining and developing this on an ongoing basis for us. For this quarter, John has provided us the location breakdown of website visitors, as well as a couple additional summaries which are included for you. The key here will be to develop a long-term strategy for our web presence based on data. No recommendations at the moment from John.

Of particular note are the following facts from our website:

- * 82% of our traffic appears to be new visitors.
- * They are on the site for 2:11 (minutes).
- * Over half are under age 35.
- * 84% are from the U.S.
- * 32% are accessing the site from their cell phones.

The Truceless Warfare book update project is now being proofed in our Nazareth office. This has turned out to be a major project and so it will take some time to bring it to completion but progress is being made.

To keep you up-to-date on some of the important in-house activity, the following reports are included with this quarter's 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
- Budget Summary detail report for the current year
- Current Cash Flow report
- Current staff and board address directory

HERE IS A SUMMARY REPORT FROM PERSONNEL DEVELOPMENT DIRECTOR, BOB EWERTH:



1. Korean Fall Festival 10 kids meetings in a row.
2. O.A.C. Staff conference.
3. O.D.C.A. school chapel.
4. Teach a seniors Bible study.
5. Outdoor kids meetings with Joe Toy's Christmas stocking outreach.
6. Endowment meeting with Tom Fox and Bernie Bostwick.
7. Sunday morning service at Geiger Memorial Brethren Church.
8. Indoor outreach with Joe Toy.

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



October started with most of our staff gathering in Western PA for our USA staff conference. Zane Dempsie did a great job in putting this together in conjunction with Bob Ewerth. The staff received encouragement from one another and were especially blessed being with staff from Jamaica, Ecuador, Canada and our international president from Australia Rob George who came to our conference.

Later on in October, I spent a week in Bettendorf, Iowa with the Steve and Connie Johnson. Like all our branches with only one family as staff, they are ready for another staff person in their area. Steve has pioneered many places, especially college campuses and even has permission to set up inside at some locations. They are searching for a new home church.

Diane and I also visited our daughter Bethany and family in Phoenix and were able to be with Karen and Chris Williams for some outreaches. Karen keeps busy but would desire for someone to come to Phoenix and open up a branch there.

The end of November into December I was in San Jose with Dan and Rebecca Beaudoin. Dan has developed many areas of ministry but truly needs another staff evangelist. Dan's local church is very much behind their ministry.

Raising sufficient support is still very much needed for the Dempsie and Beaudoin families.

On December 15, I had to move out of the Boston office and in the spring we will be moving out of our home. We are in need of new office space and a place to house teams for this summer and another house to move into. Thank you for keeping us all in prayer.



Karen Williams doing an after school meeting in a public school



Steve Johnson and me inside Black Hawk College



Dan Beaudoin at Stanford University



Staff conference held in western Pennsylvania

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through December, 2018

Paul and Carmina Adams

Appointed to OAC staff in 1996

Monthly Top = 6716

January	154%
February	73%
March	70%
April	89%
May	82%
June	60%
July	100%
August	100%
September	66%
October	123%
November	118%
December	89%

Year-To-Date Support Average = 94%

Frank Baldus

Appointed to OAC staff in 2011

Monthly Top = 4815

January	36%
February	37%
March	37%
April	37%
May	35%
June	63%
July	37%
August	29%
September	44%
October	43%
November	32%
December	87%

Year-To-Date Support Average = 43%

Dan & Rebecca Beaudoin

Appointed to OAC staff in 2015

Monthly Top = 6716

January	46%
February	19%
March	50%
April	12%
May	35%
June	38%
July	76%
August	63%
September	28%
October	29%
November	33%
December	35%

Year-To-Date Support Average = 39%

David and Joy Braun
Monthly Top = 6419

Appointed to OAC staff in 1985

January	99%
February	18%
March	27%
April	17%
May	16%
June	13%
July	17%
August	15%
September	33%
October	16%
November	20%
December	39%

Year-To-Date Support Average = 28%

Eric and Diane Briscoe
Monthly Top = 6419

Appointed to OAC staff in 1982

January	171%
February	64%
March	76%
April	103%
May	96%
June	56%
July	64%
August	110%
September	85%
October	87%
November	152%
December	100%

Year-To-Date Support Average = 97%

Richard & Diane Burley
Monthly Top = 6419

Appointed to OAC staff in 2002

January	110%
February	24%
March	34%
April	57%
May	38%
June	37%
July	49%
August	30%
September	42%
October	57%
November	69%
December	91%

Year-To-Date Support Average = 53%

Michael & Renae Bussen

Appointed to OAC staff in 1991

Monthly Top = 6716

January	102%
February	72%
March	72%
April	142%
May	62%
June	76%
July	70%
August	74%
September	62%
October	56%
November	82%
December	135%

Year-To-Date Support Average = 84%

Erin Chervenak

Appointed to OAC staff in 2015

Monthly Top = 4815

January	19%
February	19%
March	23%
April	8%
May	2%
June	-16%
July	-15%
August	14%
September	-4%
October	16%
November	10%
December	21%

Year-To-Date Support Average = 8%

John and Sue Cutlip

Appointed to OAC staff in 1980

Monthly Top = 7190

January	87%
February	65%
March	51%
April	70%
May	47%
June	37%
July	64%
August	67%
September	37%
October	54%
November	55%
December	67%

Year-To-Date Support Average = 58%

Zane & Laurie Dempsie
Monthly Top = 7851

Appointed to OAC staff in 2008

January	32%
February	47%
March	36%
April	28%
May	39%
June	52%
July	36%
August	39%
September	31%
October	46%
November	40%
December	51%

Year-To-Date Support Average = 40%

Bob and Deidra Ewerth
Monthly Top = 6419

Appointed to OAC staff in 1976

January	62%
February	51%
March	8%
April	24%
May	41%
June	23%
July	26%
August	48%
September	47%
October	32%
November	47%
December	22%

Year-To-Date Support Average = 36%

Tom and Barbara Fox
Monthly Top = 6419

Appointed to OAC staff in 2009

January	33%
February	28%
March	33%
April	26%
May	52%
June	31%
July	27%
August	28%
September	32%
October	28%
November	45%
December	38%

Year-To-Date Support Average = 33%

Brian & Kimberlee Harmon

Appointed to OAC staff in 2010

Monthly Top = 8016

January	242%
February	112%
March	99%
April	101%
May	77%
June	149%
July	87%
August	79%
September	74%
October	180%
November	94%
December	172%

Year-To-Date Support Average = 122%

Russ Hodder

Appointed to OAC staff in 1977

Monthly Top = 4815

January	131%
February	111%
March	65%
April	84%
May	63%
June	65%
July	68%
August	45%
September	96%
October	53%
November	59%
December	110%

Year-To-Date Support Average = 79%

Rebecca Jefferson

Appointed to OAC staff in 2015

Monthly Top = 4815

January	21%
February	8%
March	8%
April	9%
May	20%
June	12%
July	40%
August	17%
September	14%
October	15%
November	20%
December	21%

Year-To-Date Support Average = 17%

Steve & Connie Johnson
Monthly Top = 6419

Appointed to OAC staff in 2015

January	5%
February	1%
March	1%
April	1%
May	1%
June	1%
July	1%
August	1%
September	1%
October	1%
November	1%
December	0%

Year-To-Date Support Average = 1%

Jeff & Kelli Karlich
Monthly Top = 7009

Appointed to OAC staff in 2018

January	0%
February	0%
March	0%
April	1%
May	1%
June	3%
July	4%
August	13%
September	6%
October	2%
November	8%
December	7%

Year-To-Date Support Average = 4%

Mark & Angela Kennedy
Monthly Top = 6567

Appointed to OAC staff in 2004

January	32%
February	33%
March	37%
April	26%
May	39%
June	28%
July	26%
August	41%
September	23%
October	29%
November	38%
December	26%

Year-To-Date Support Average = 32%

Carol King

Monthly Top = 4815

Appointed to OAC staff in 2009

January	36%
February	31%
March	44%
April	38%
May	21%
June	23%
July	20%
August	17%
September	20%
October	20%
November	19%
December	54%

Year-To-Date Support Average = 29%

Sue MacNeil

Monthly Top = 4815

Appointed to OAC staff in 2000

January	20%
February	9%
March	10%
April	9%
May	8%
June	2%
July	7%
August	9%
September	10%
October	9%
November	17%
December	0%

Year-To-Date Support Average = 9%

Chris & Bonnie McKinley

Monthly Top = 6716

Appointed to OAC staff in 2016

January	-2%
February	9%
March	3%
April	14%
May	0%
June	14%
July	5%
August	6%
September	3%
October	26%
November	23%
December	13%

Year-To-Date Support Average = 10%

Juan & Dawn Monzon

Monthly Top = 7009

Appointed to OAC staff in 1991

January	20%
February	0%
March	14%
April	9%
May	8%
June	10%
July	9%
August	8%
September	8%
October	8%
November	8%
December	3%

Year-To-Date Support Average = 9%

Rick and Dovie Moore

Monthly Top = 6419

Appointed to OAC staff in 2007

January	56%
February	57%
March	44%
April	46%
May	48%
June	48%
July	34%
August	44%
September	42%
October	43%
November	49%
December	45%

Year-To-Date Support Average = 46%

Betty Naggy-Masten

Monthly Top = 6419

Appointed to OAC staff in 1970

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

Year-To-Date Support Average = 1%

Ed & Debbie Neimann
Monthly Top = 6419

Appointed to OAC staff in 2016

January	0%
February	0%
March	0%
April	8%
May	14%
June	23%
July	14%
August	16%
September	20%
October	13%
November	16%
December	0%

Year-To-Date Support Average = 10%

Peter and Isabel O'Driscoll
Monthly Top = 6863

Appointed to OAC staff in 1996

January	93%
February	13%
March	14%
April	23%
May	52%
June	24%
July	10%
August	-14%
September	42%
October	-32%
November	23%
December	17%

Year-To-Date Support Average = 22%

Chuck Phelps
Monthly Top = 6419

Appointed to OAC staff in 1970

January	25%
February	19%
March	36%
April	19%
May	20%
June	17%
July	18%
August	18%
September	18%
October	16%
November	16%
December	22%

Year-To-Date Support Average = 20%

Jay Ricci
Monthly Top = 4815

Appointed to OAC staff in 2018

April	0%
May	0%
June	7%
July	2%
August	5%
September	-1%
October	5%
November	5%
December	1%

Year-To-Date Support Average = 3%

John and Becky Risner
Monthly Top = 6863

Appointed to OAC staff in 2018

March	9%
April	25%
May	12%
June	16%
July	36%
August	14%
September	25%
October	13%
November	17%
December	22%

Year-To-Date Support Average = 19%

Matt & Elizabeth Smart
Monthly Top = 6716

Appointed to OAC staff in 2016

January	5%
February	8%
March	5%
April	6%
May	13%

Year-To-Date Support Average = 7%

Mark & Shelby Sohmer
Monthly Top = 7009

Appointed to OAC staff in 2010

January	185%
February	129%
March	107%
April	169%
May	118%
June	80%
July	176%
August	82%
September	114%
October	139%
November	122%
December	90%

Year-To-Date Support Average = 126%

Ken & Kathy Teeter
Monthly Top = 6419

Appointed to OAC staff in 2011

January	37%
February	29%
March	27%
April	34%
May	21%
June	54%
July	41%
August	71%
September	23%
October	72%
November	21%
December	43%

Year-To-Date Support Average = 39%

Karen Williams
Monthly Top = 6419

Appointed to OAC staff in 1984

January	76%
February	7%
March	12%
April	32%
May	14%
June	2%
July	32%
August	13%
September	15%
October	32%
November	10%
December	10%

Year-To-Date Support Average = 21%

Mike & Christine Wilson

Appointed to OAC staff in 2016

Monthly Top = 7009

January	8%
February	55%
March	7%
April	7%
May	11%
June	7%
July	7%
August	7%
September	11%
October	16%
November	9%
December	8%

Year-To-Date Support Average = 13%

Chip & Kim Wolfe

Appointed to OAC staff in 2000

Monthly Top = 7189

January	114%
February	79%
March	42%
April	43%
May	44%
June	48%
July	52%
August	47%
September	42%
October	68%
November	50%
December	72%

Year-To-Date Support Average = 58%

Open Air Campaigners 4th Quarter 2018 Inventory Valuation Summary

Item Description	On Hand	Sales Price	Retail Value
Inventory			
bk (from Texas) (Board Kits in Texas warehouse)	0	50.00	0.00
bk (from Nazareth) (Board Kit)	32	50.00	1,600.00
blrt (Blacklight tube, 18 inch two-prong)	3	7.50	22.50
BLU (from Nazareth) (LED Blacklight Unit - Nazareth warehouse)	1	195.00	195.00
BLU (from Texas) (LED Blacklight Unit - Texas warehouse)	0	195.00	0.00
box (Paint Box)	477	7.00	3,339.00
boxTX (Texas inventory to sell - Paint Box)	4	0.00	0.00
bts (Ball to Square)	3	6.00	18.00
cb (Checks & Balances Object Lesson)	72	2.00	144.00
cbi (Checks & Balances INSTRUCTION sheet)	125	0.25	31.25
cc (Chemical Cross (Red Copper))	0	15.00	0.00
ccc (Chemical Cross Crystals (small bag))	457	3.00	1,371.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	157	8.00	1,256.00
ccp (PVC Texas) (Chemical Cross - PVC Texas warehouse)	0	8.00	0.00
ct (Chalk & Talk)	106	5.00	530.00
dvdkb (Miss Karen "Get Out of the Boat" DVD)	22	15.00	330.00
dvdol (Object Lessons For The Open Air DVD)	59	10.00	590.00
dvdsm (Sketch Board Messages: Adult Presentations DVD)	29	10.00	290.00
ec (EvanGcube Object Lesson)	126	6.00	756.00
eccp (EvanGcube Carry Pouch)	12	8.00	96.00
ecppws (EvanGcube carry pouch / WITH CARRY STRAP)	2	8.00	16.00
eckc (EvanGcube Key Chain)	20	6.00	120.00
ess (Evangelistic Sketch Board Sermons)	27	5.00	135.00
fb (Fisherman's Basket)	212	10.00	2,120.00
fol (Film of Life)	8	4.00	32.00
FPPBLU (Pint of Fluorescent Concentrate (Blue))	34	10.00	340.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	42	10.00	420.00
FPPOR (Pint of Fluorescent Concentrate (Orange))	25	10.00	250.00
FPPRD (Pint of Fluorescent Concentrate (Red))	7	10.00	70.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	48	10.00	480.00
fsb (from Texas) (Folding Sketchboard - Texas warehouse)	0	150.00	0.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	7	150.00	1,050.00
gps (Gospel Puppet Stories)	112	5.00	560.00
gve (Gospel Visual Effects)	34	5.00	170.00
hb (Bible Coloring Book Object Lesson)	58	12.00	696.00
hbb (Holy Bible BLANK edition)	23	6.00	138.00
hbTX (Texas inventory to sell - Bible Coloring Book Object Lesson)	2	0.00	0.00
HEAVEN (Board message pre-sketch of "Heaven.")	5	5.00	25.00
hbb (from Nazareth) (Portable Hand-Held Board - Nazareth warehouse)	7	18.00	126.00
hbb (from Texas) (Portable Hand-Held Board - Texas warehouse)	0	18.00	0.00
hhbp (From Nazareth) (Portable Hand-Held Board Carry Pouch - Nazareth wareh...)	5	18.00	90.00
hhbp (From Texas) (Portable Hand-Held Board Carry Pouch - Texas warehouse)	0	18.00	0.00
hiaj (Heaven In A Jar)	6	5.00	30.00
hs (Horseshoe object lesson)	1	10.00	10.00
Iodine 1/2 ounce bottle (1/2 ounce squeeze bottle of iodine with lid)	0	1.00	0.00
is (Indian Symbols Tell The Gospel)	263	5.00	1,315.00
itg (Illustrating The Gospel)	92	5.00	460.00
jarTX (Texas inventory to sell - 4 ounce jar with lid)	20	0.00	0.00
lol (Loop of Life Object Lesson)	54	2.00	108.00
loli (Loop of Life Instruction Booklet)	10	0.25	2.50
LSM (Board message pre-sketch of "Lord Save Me.")	6	5.00	30.00
mpk (Modified Paint Kit)	18	50.00	900.00
oae (Open Air Evangelism)	249	5.00	1,245.00
oass (Open Air Sketchboard Stories)	227	6.00	1,362.00
paper (Newsprint Paper (36" x 54"))	2,870	0.25	717.50
pb (Paint Brush)	135	8.50	1,147.50
pbTX (Texas inventory to sell - Paint Brush)	20	0.00	0.00
ppblack (Powdered Paint (Black))	65	5.00	325.00
raqblack (Rich Art BLACK quart)	0	25.00	0.00
rbs (Red Ball & Silk)	4	8.00	32.00
rppblack (Pint - Regular Pint (Black))	41	6.00	246.00
rppblue (Pint - Regular Pint (Blue))	49	6.00	294.00
rppgreen (Pint - Regular Pint (Green))	42	6.00	252.00
rppred (Pint - Regular Pint (Red))	41	6.00	246.00
rppyellow (Pint - Regular Pint (Yellow))	72	6.00	432.00
rpqblack (Regular Paint (Quart) - Black)	28	9.00	252.00
rpqblackTX (Texas inventory to sell - QUART Regular Paint - Black)	1	0.00	0.00
rpqblue (Regular Paint (Quart) - Blue)	64	9.00	576.00
rpqgreen (Regular Paint (Quart) - Green)	38	9.00	342.00
rpqred (Regular Regular Paint (Quart) - Red)	52	9.00	468.00
rpqyellow (Regular Paint (Quart) - Yellow)	28	9.00	252.00
RT (Rat Trap Object Lesson)	14	4.00	56.00
sm (Sketchboard Messages)	446	6.00	2,676.00
sms (Sketchboard Messages (SPANISH))	37	6.00	222.00
st (Sketch & Tell)	22	6.00	132.00
Starch (1/2 ounce squeeze bottle of starch with lid)	0	0.75	0.00
steps (Counseling Booklets*)	31,802	0.25	7,950.50
tab (Tricky Arrow Board)	41	5.00	205.00
tc (from Nazareth) (Ten Commandments in stone - Nazareth warehouse)	111	8.00	888.00
tc (from Texas) (Ten Commandments in stone - Texas warehouse)	0	8.00	0.00
tcts (The Church Team (SPANISH))	65	3.00	195.00
tes (The Evangelist (SPANISH))	9	4.00	36.00
tf (The Fool Flashcard Story Set)	16	20.00	320.00
tl (Three LOOPS Object Lesson)	290	3.00	870.00
tli (Three LOOP Instruction Booklet)	85	0.25	21.25
tm1 (Training Manual (One-Week Edition))	24	12.00	288.00
tm3 (Training Manual (Three-Week Edition))	3	20.00	60.00
tr (Three ROPES Object Lesson)	1,528	2.00	3,056.00
tri (Three ROPES Instruction Booklet)	105	0.25	26.25
trTX (Texas inventory to sell - Three ROPES Object Lesson)	50	0.00	0.00
tw (Truceless Warfare Advances)	12	8.00	96.00
uq (Ultimate Questions Booklet)	114	2.00	228.00
WB (The Wonderful Wordless Bible)	7	2.00	14.00
WBS (The Wonderful Wordless Bible - Small Edition)	100	0.50	50.00
yep (Young People's Evangelistic Programs)	223	6.00	1,338.00
ZACH (Board message pre-sketch of "He Received Jesus With Joy - the story of ...)	6	5.00	30.00
Total Inventory	41,969		47,209.25
TOTAL	41,969		47,209.25

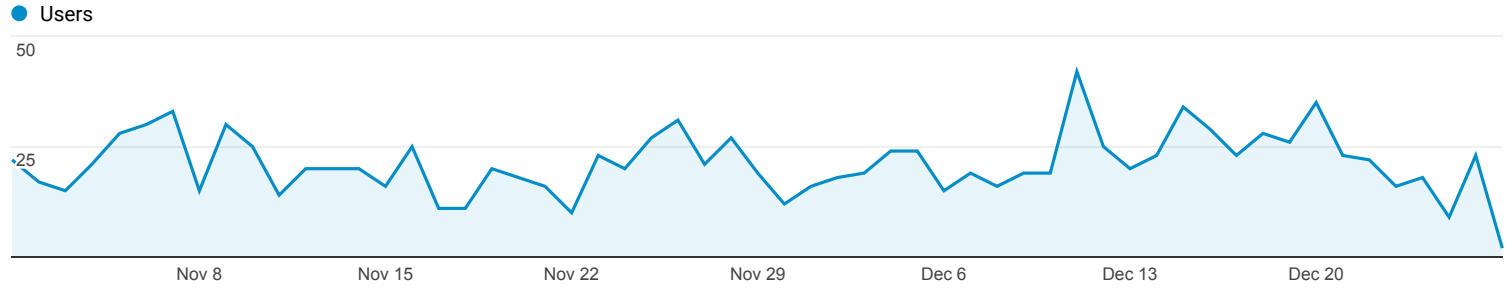


Audience Overview

All Users
100.00% Users

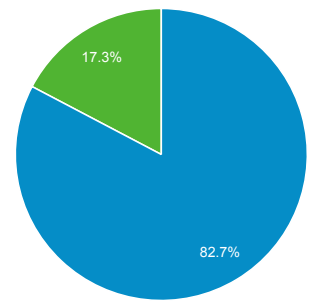
Nov 1, 2018 - Dec 27, 2018

Overview



Users 950	New Users 913	Sessions 1,344
Number of Sessions per User 1.41	Pageviews 3,526	Pages / Session 2.62
Avg. Session Duration 00:02:11	Bounce Rate 42.41%	

■ New Visitor ■ Returning Visitor



Language	Users	% Users
1. en-us	846	88.96%
2. en-gb	30	3.15%
3. en-ca	11	1.16%
4. ko	10	1.05%
5. c	5	0.53%
6. en-au	5	0.53%
7. es-es	5	0.53%
8. es-419	4	0.42%
9. da-dk	3	0.32%
10. en	3	0.32%



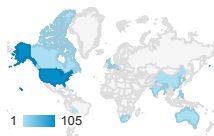
Location

All Users
100.00% Users

Dec 20, 2018 - Dec 26, 2018

Map Overlay

Summary



Country	Acquisition			Behavior			Conversions		
	Users	New Users	Sessions	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value
	126 % of Total: 100.00% (126)	106 % of Total: 100.00% (106)	171 % of Total: 100.00% (171)	36.26% Avg for View: 36.26% (0.00%)	2.83 Avg for View: 2.83 (0.00%)	00:02:29 Avg for View: 00:02:29 (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. United States	105 (83.33%)	89 (83.96%)	144 (84.21%)	36.81%	2.74	00:02:22	0.00%	0 (0.00%)	\$0.00 (0.00%)
2. United Kingdom	3 (2.38%)	3 (2.83%)	3 (1.75%)	0.00%	5.33	00:05:36	0.00%	0 (0.00%)	\$0.00 (0.00%)
3. Albania	2 (1.59%)	0 (0.00%)	4 (2.34%)	25.00%	2.25	00:00:29	0.00%	0 (0.00%)	\$0.00 (0.00%)
4. Philippines	2 (1.59%)	2 (1.89%)	3 (1.75%)	33.33%	3.67	00:02:52	0.00%	0 (0.00%)	\$0.00 (0.00%)
5. Australia	1 (0.79%)	1 (0.94%)	1 (0.58%)	0.00%	2.00	00:01:38	0.00%	0 (0.00%)	\$0.00 (0.00%)
6. Bolivia	1 (0.79%)	1 (0.94%)	2 (1.17%)	50.00%	3.00	00:02:56	0.00%	0 (0.00%)	\$0.00 (0.00%)
7. Belize	1 (0.79%)	1 (0.94%)	1 (0.58%)	0.00%	11.00	00:05:21	0.00%	0 (0.00%)	\$0.00 (0.00%)
8. Canada	1 (0.79%)	1 (0.94%)	1 (0.58%)	0.00%	6.00	00:02:07	0.00%	0 (0.00%)	\$0.00 (0.00%)
9. China	1 (0.79%)	1 (0.94%)	1 (0.58%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)
10. Germany	1 (0.79%)	1 (0.94%)	1 (0.58%)	100.00%	1.00	00:00:00	0.00%	0 (0.00%)	\$0.00 (0.00%)

Rows 1 - 10 of 18



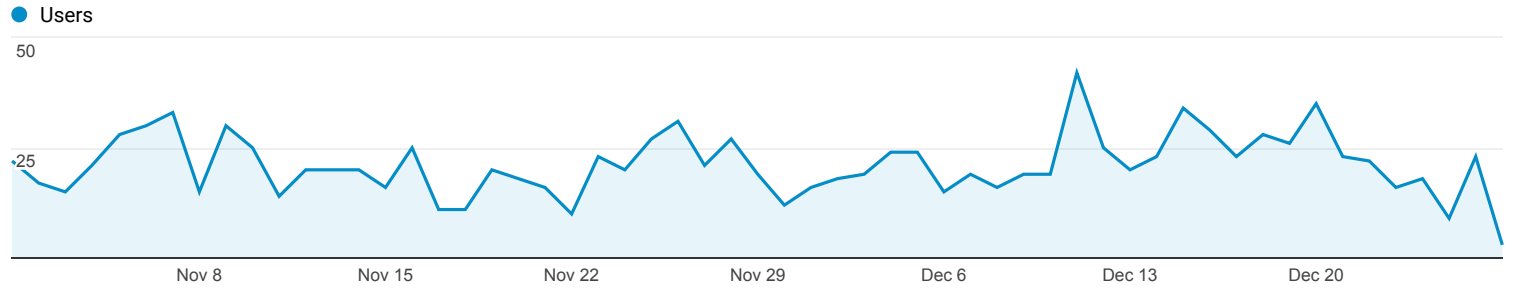
New vs Returning

All Users
100.00% Users

Nov 1, 2018 - Dec 27, 2018

Explorer

Summary



User Type	Acquisition			Behavior			Conversions		
	Users	New Users	Sessions	Bounce Rate	Pages / Session	Avg. Session Duration	Goal Conversion Rate	Goal Completions	Goal Value
	951 % of Total: 100.00% (951)	915 % of Total: 100.11% (914)	1,345 % of Total: 100.00% (1,345)	42.45% Avg for View: 42.45% (0.00%)	2.62 Avg for View: 2.62 (0.00%)	00:02:11 Avg for View: 00:02:11 (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. New Visitor	914 (82.71%)	915 (100.00%)	915 (68.03%)	44.26%	2.64	00:02:11	0.00%	0 (0.00%)	\$0.00 (0.00%)
2. Returning Visitor	191 (17.29%)	0 (0.00%)	430 (31.97%)	38.60%	2.57	00:02:11	0.00%	0 (0.00%)	\$0.00 (0.00%)

Rows 1 - 2 of 2



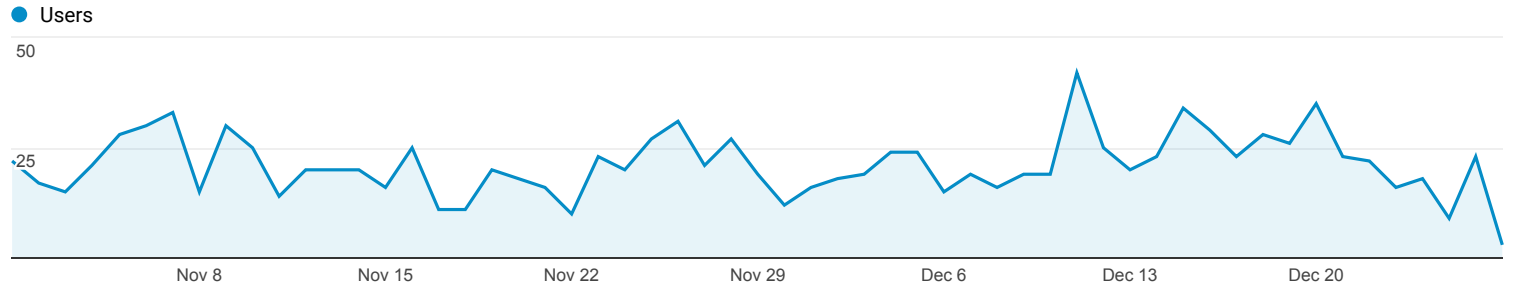
Overview

All Users
100.00% Users

Nov 1, 2018 - Dec 27, 2018

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
	951 % of Total: 100.00% (951)	915 % of Total: 100.11% (914)	1,345 % of Total: 100.00% (1,345)	42.45% Avg for View: 42.45% (0.00%)	2.62 Avg for View: 2.62 (0.00%)	00:02:11 Avg for View: 00:02:11 (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	587 (61.72%)	571 (62.40%)	814 (60.52%)	36.00%	2.79	00:02:32	0.00%	0 (0.00%)	\$0.00 (0.00%)
2. mobile	309 (32.49%)	292 (31.91%)	457 (33.98%)	54.92%	2.26	00:01:31	0.00%	0 (0.00%)	\$0.00 (0.00%)
3. tablet	55 (5.78%)	52 (5.68%)	74 (5.50%)	36.49%	3.01	00:02:32	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)
 2018

	2018 Budget	Quarter 1 Actual	Quarter 2 Actual	Quarter 3 Actual	Quarter 4 Actual	Year-To-Date	Difference
NOF INCOME							
NOF Donors	19,750	2,472	3,001	20,583	230,947	\$ 257,003	237,253
Goods Sold	25,000	5,594	3,877	5,185	4,270	\$ 18,926	(6,074)
Shipping Income	6,500	1,245	1,149	1,115	638	\$ 4,147	(2,353)
Orientation-Candidate School	1,000	425	0	0	0	\$ 425	(575)
Seminars (SETs)	3000	550	1,663	0	0	\$ 2,213	(787)
Service Charge	155,000	33902	35,215	35,549	47,833	\$ 152,499	(2,501)
Staff Conference	500	0	0	0	1365	\$ 1,365	865
Reimbursement income	15,000	1967	3,945	2,204	5,162	\$ 13,278	(1,722)
Misc (interest income, etc)	400	326	465	537	625	\$ 1,953	1,553
TOTAL NOF INCOME	\$ 226,150	\$ 46,481	\$ 49,315	\$ 65,173	\$ 290,840	\$ 451,809	225,659
NOF EXPENSES							
Reimbursement expenses	8,000	1,250	1,045	1,368	1,642	\$ 5,305	2,695
Affiliation (ECFA / OACI)	6,000	934	2,025	1,150	1,200	\$ 5,309	691
Assist / Encourage & Train Staff	950	49	86	191	326	\$ 652	298
Audit	8,000	-	-	7,844	0	\$ 7,844	156
Branch Development	4,000	21	0	0	0	\$ 21	3,979
Cost of Goods Sold	13,000	3,049	1,230	7,093	19	\$ 11,391	1,609
Evangelism & Discipleship	1,700	229	-	136	129	\$ 494	1,206
Bank & other fees	15,500	3,730	3,215	3,176	3,270	\$ 13,391	2,109
Insurance (Multi-Peril)	3,000	0	2,968	0	0	\$ 2,968	32
Insurance (Workman's Comp)	7,000	1,054	1,043	1,030	1,029	\$ 4,156	2,844
Meetings (Board / Management Team)	2,000	748	677	17	35	\$ 1,477	523
Miscellaneous	-	-	0	0	0	\$ -	0
Office Equipment/Supply/Repair	17,000	2525	4,728	3,532	2,621	\$ 13,406	3,594
Orientation / Candidate School	1,000	425	66	0	0	\$ 491	509
Payroll Taxes & Related	64,000	18752	15,149	13,577	16,660	\$ 64,138	(138)
Phone/web	5,500	1022	837	948	1,524	\$ 4,331	1,169
Postage	7,500	2572	1,213	1,373	1,617	\$ 6,775	725
Promotion	3,000	527	2,204	410	397	\$ 3,538	(538)
Rent	16,500	4207	3,984	4,003	3,761	\$ 15,955	545
Seminars (SETs)	5,000	10	1,500	713	0	\$ 2,223	2,777
Shipping / Handling	6,500	1298	1,238	1,253	598	\$ 4,387	2,113
Staff Conference	14,000	2274	-	1,324	8,841	\$ 12,439	1,561
Travel	13,000	1540	2,921	2,646	4,090	\$ 11,197	1,803
Van Maintenance / Repairs	4,000	554	597	922	2,226	\$ 4,299	(299)
TOTAL NOF EXPENSES	226,150	46,770	46,726	52,706	49,985	\$ 196,187	29,963
	0	(289)	2,589	12,467	240,855	255,622	

Notes:

God blessed us ABUNDANTLY with some large one-time gifts this quarter
 Supplies sales have slowed down this past year as a whole

Interest from on hold funds have increased significantly over last year

Great to see we were able to spend almost \$30,000 less than expected

Inc. minus exp.



OPEN AIR CAMPAIGNERS - USA

CASH FLOW SUMMARY AS OF 12/24/2018

CASH IN THE BANK = \$ 514,289

Lafayette Checking	\$ 134,310
BB&T	\$ 126,070
PNC Checking	\$ 44,932
PayPal	\$ 36
Money Market	\$ 208,941
	\$ 514,289

Designated For Staff & Branch Use = \$ 187,175

In Checking	\$ 186,775
In Money Market	\$ 400

Available For Immediate NOF Use = \$ 327,115 Gross amount available

\$	(5,653)	Committed to Boston SET
\$	(750)	Committed to DC SET
\$	(10,000)	Committed for Staff Assistance
\$	(15,000)	Committed to Rainy Day Fund
\$	(33,600)	Committed for Staff Conference
\$	(157,953)	Duffecy Endowment cash on hand checking + money market
\$	730	Coming back to us next month from staff bills we paid on their behalf this month
\$	104,889	Net cash available for national use (ie not designated for anything else)
	+	
\$	550,000	Duffecy Endowment Pledges
	+	

OPEN AIR CAMPAIGNERS USA STAFF AND BOARD

Revised: January, 2019



Central Services Office
PO Box D
Nazareth, PA 18064

Phone: (610) 746-0508 / Toll Free Fax: (888) 886-5661

Email: usa@oaci.org / Web Site: www.oacusa.org

Adams, Paul & Carmaña

1406 Miners Trail Rd
Midlothian, VA 23114

NOTES:
On staff since September of 1996.
EVANGELIST



Home:
Office: (301) 928-7179
Mobile: (301) 928-7179
Fax:

Email: openaircampaigners@gmail.com

Baldus, Frank

23308 Sesame St #G
Torrance, CA 90502

NOTES:
Came on staff in August, 2011.
Became LA Branch Director as of
4/5/16
EVANGELIST



Home:
Office:
Mobile: (707) 816-8439
Fax:

Email: frank.jr@oaci.org

Beaudoin, Daniel & Rebecca

510 Saddle Brook Dr (Space
#24)
San Jose, CA 95136

NOTES:
Came on staff in June 2015
EVANGELISM



Home: (408) 768-9262
Office:
Mobile:
Fax:

Email: apologist@sbcglobal.net

Braun, David & Joy

515 S Academy Ave
Glenolden, PA 19036

NOTES:
On staff since July of 1985.
EVANGELIST



Home: (610) 522-2775
Office:
Mobile: (484) 288-9653
Fax:

Email: haroldbraun@rcn.com and
joybraun@rcn.com

Briscoe, Eric & Diane

NOTES:

On staff since June of 1982.
Serves on the Management Team,
is the USA Field Director, also on
the USA Board of Directors..



310 Adams St

EVANGELIST
AND BOARD MEMBER

Abington, MA 02351

Home: (781) 792-2197

Office: (781) 413-4241

Mobile: (781) 413-4241

Fax:

Email: eric.briscoe@oaci.org

Burley, Richard & Diane

NOTES:

Staff since August of 2002. Moved
to New York City September,
2011. Diane's email is:
dianeburley55@gmail.com



3804 Neptune Ave Seagate
Brooklyn, NY 11224

EVANGELIST

Home: (347) 296-8943

Office:

Mobile: (603) 856-3806

Fax:

Email: oacrichardburley@gmail.com

Bussen, Michael & Renae

NOTES:

On staff since Dec. 1990 (to OAC
Canada). Transitioned from OAC
Canada to USA in 2007/8.



137 S Main St
Bangor, PA 18013

EVANGELIST

Home: (609) 401-2022

Office: (610) 746-0508

Mobile: (610) 405-5513

Fax:

Email: oacbussen@gmail.com

Chervenak, Erin

1295 Monroe Ave #2
Rochester, NY 14620

NOTES:

aka Catherine / Came on staff in
June 2015

EVANGELISM



Home: (585) 310-3861

Office:

Mobile: (585) 354-0636

Fax:

Email: erinchervenak@gmail.com

Cutlip, John & Sue

812 Bangor Rd
Nazareth, PA 18064-9387

NOTES:

Director of Central Services for
OAC/USA. On staff since July of
1980. Also serves as Management
Team Member.

ADMINISTRATION



Home: (610) 365-2095

Office: (610) 746-0508

Mobile: (610) 509-6131

Fax: (888) 886-5661

Email: john.cutlip@oaci.org

Dempsie, Zane & Laurie

315 Mulberry St
Hollidaysburg, PA 16648

NOTES:

Came on staff November, 2008.
Appointed as Director of Western
PA in May 2016

EVANGELIST



Home: (814) 515-4869

Office:

Mobile: (814) 515-4869

Fax:

Email: dempsies@yahoo.com

Ewerth, Bob

NOTES:

On staff since July of 1976. Bob serves on the National Board of Directors, Management Team, Personnel Development Director and is an Americas Zone Council member.



1200 Easton Rd

EVANGELIST
AND BOARD MEMBER

Roslyn, PA 19001

Home: (215) 886-2144

Office: (215) 376-0165

Mobile: (215) 376-0165

Fax:

Email: bob.ewerth@oaci.org

Fox, Tom & Barbara

NOTES:

On staff since March 26, 2009. Installed as Baltimore Director April 2011. Appointed as a national board member in 2018



Mapleview Meadows
6000 Glenn Dale Rd

EVANGELIST
AND BOARD MEMBER

Glenn Dale, MD 20769

Home: (301) 262-7312

Office:

Mobile: (301) 943-8549

Fax:

Email: tom.fox@oaci.org

Harmon, Brian & Kimberlee

NOTES:

On staff since October 6, 2010. Kimberlee's email is: brikimber@frontier.com



3821 W Bennington Rd
Owosso, MI 48867

EVANGELIST

Home: (989) 729-1423

Office:

Mobile: (517) 449-8982

Fax:

Email: oacmichigan@gmail.com

Hodder, Russ

NOTES:

On staff since July of 1977.
Served as the Los Angeles area Director for 34 years and currently ministers as Evangelist-at-Large.
Office address is PO Box 3414, LaHabra, CA 90632.



1037 Rolling Hills Dr Apt #4

EVANGELIST
ALSO BOARD MEMBER
CHAIRMAN

Fullerton, CA 92835

Home: (714) 255-9161

Office: (562) 690-1229

Mobile: (562) 458-6275

Fax:

Email: rhodder@juno.com

Jefferson, Rebecca

NOTES:

aka "Becca" Came on staff in June 2015



12922 Claxton Dr
Laurel, MD 20708

EVANGELISM

Home:

Office:

Mobile: (240) 556-8147

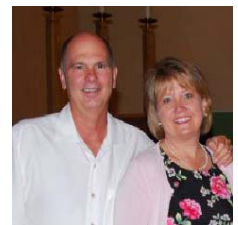
Fax:

Email: rebeccaJefferson1@gmail.com

Johnson, Stephen & Connie

NOTES:

Came on staff June 22, 2015 as Intern Director in Iowa



2136 Glenn Court
Bettendorf, IA 52722

EVANGELISM

Home:

Office:

Mobile: (719) 649-3190

Fax:

Email: ianaministry@gmail.com

Karlich, Jeff & Kelli

2202 Birch Bark Trail
Grove City, OH 43123

NOTES:

On staff since January 2018

EVANGELIST



Home: (614) 207-2813

Office:

Mobile: (614) 738-6153

Fax:

Email: jkar21@gmail.com

Kennedy, Mark & Angela

464 Watt Hill Ln
Plummer, ID 83851

NOTES:

Appointed to staff July, 2004 and
accepted as full-staff September,
2006.

EVANGELIST



Home:

Office:

Mobile: (208) 553-1495

Fax:

Email: oacspokane@gmail.com

King, Carol

354 Canner St #605
New Haven, CT 06511

NOTES:

Came on staff in October, 2009

EVANGELISM



Home:

Office:

Mobile: (310) 892-6131

Fax:

Email: cking310@gmail.com

Loop, Gordon & Beth-Eden

12 Beacon St
Dedham, MA 02026

NOTES:

On staff from February of 1992
until November of 2007. Beth-
Eden's cell = 781-795-6124

BOARD MEMBER



Home:

Office:

Mobile: (781) 795-6112 Gordon's cell

Fax:

Email: gordon.loop@gmail.com

MacNeil, Sue

26 Prince St
East Weymouth, MA 02189

Home: (781) 337-9591

Office:

Mobile: (781) 385-9016

Fax:

Email: suemac52@verizon.net

NOTES:

Staff since July, 2000. Sue retired in November 1, 2012

RETIRED



Masten, Betty & Norwood

24138 Jamore Dr
Seaford, DE 19973

Home: (302) 629-7337

Office:

Mobile:

Fax:

Email:

NOTES:

Betty has been on staff since 1970. Husband George promoted to heaven May, 2008, she remarried in June of 2009.

RETIRED



McKinley, Chris & Bonnie

485 Greeley St
Manchester, NH 03102

Home: (603) 820-2714

Office:

Mobile: (603) 820-2542

Fax:

Email: chrisbonniemckinley@gmail.com

NOTES:

Came on staff November 11, 2016

EVANGELIST



Monzon, Juan & Dawn

17626 Summer Pl
Whitehouse, TX 75791

Home: (903) 566-7836

Office:

Mobile: (903) 941-9321

Fax:

Email: cdmonzon5@yahoo.com

NOTES:

On staff since 1991. Transitioned from OAC Paraguay to OAC/USA in March of 2013

EVANGELIST



Moore, Rick & Dovie

NOTES:

On staff since February of 2007.
Dovie's cell phone is: (214) 680-8374



% Open Air Campaigners
PO Box 2993
Cedar Hill, TX 75106

EVANGELIST

Home: (214) 680-8429

Office:

Mobile: (214) 680-8429

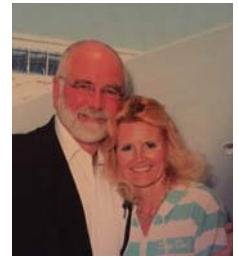
Fax:

Email: rick.moore@oaci.org

Neimann, Ed & Debbie

NOTES:

Came on staff November 11, 2016



1506 Jennifer Ct
North Huntingdon, PA 15642

EVANGELIST

Home: (515) 570-5392

Office:

Mobile:

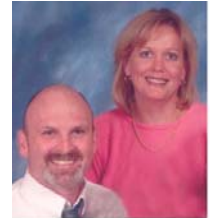
Fax:

Email: edneimann7@gmail.com

O'Driscoll, Peter & Isabel

NOTES:

On staff since September, 1996



115 Forest Cir
Orlando, FL 32803

EVANGELIST

Home: (407) 898-9239

Office: (407) 898-9239

Mobile: (407) 760-4402

Fax:

Email: peter@orlandochildrenschurch.org

Phelps, Chuck

NOTES:

Came on staff with OAC in 1970.
Fran went to heaven 2/15/2017



4000 Eighth Avenue N
Anoka, MN 55303

RETIRED

Home: (763) 427-5676

Office:

Mobile: (763) 213-2860

Fax:

Email:

Pope, Scott & Rhonda

6205 Thomas Dr., C-1
Panama City Beach, FL
32408

NOTES:

Board member as of May 2014.
Both Scott and Rhonda took the
seminar in 2009

BOARD MEMBER



Home: (706) 253-7288

Office: (706) 253-7288

Mobile:

Fax:

Email: scott@nautical.properties

Ricci, Jay

22 Bradlee Rd #4A
Medford, MA 02155

NOTES:

On staff since April 2018

EVANGELIST



Home: (781) 475-3711

Office:

Mobile:

Fax:

Email: Thetruthsetsyoufree7@yahoo.com

Risner, John & Becky

4828 Lindell St
Nashville, TN 37216

NOTES:

Staff member since February 2018

EVANGELIST



Home: (419) 283-3909

Office:

Mobile:

Fax:

Email: jrisner27@gmail.com

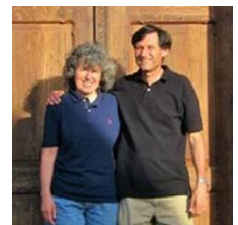
Schafli, Kurt & Shoshanah

805 N 2nd Street E
Riverton, WY 82501

NOTES:

Kurt has been ministering in the
States since 1991 to Native
Americans.

EVANGELIST



Home: (307) 856-9672

Office:

Mobile:

Fax:

Email: wyoing@oaci.org

Shader, Jonathan

1035 E. Vine Ct
Visalia, CA 93292

NOTES:

Jon was voted to serve as a board member to begin January 1, 2013

BOARD MEMBER



Home: (541) 990-0354

Office:

Mobile:

Fax:

Email: jonathanshader@gmail.com

Sohmer, Mark & Shelby

30 Watson Hill Rd
Raymond, NH 03077

NOTES:

On staff since October, 2010

EVANGELIST



Home: (603) 895-3223

Office:

Mobile: (603) 244-6292

Fax:

Email: mark.sohmer@oaci.org

Teeter, Ken & Kathy

4000 Eighth Avenue N
Anoka, MN 55303

NOTES:

Came on staff in June, 2011

EVANGELIST



Home:

Office:

Mobile: (763) 276-4119

Fax:

Email: kenkathyteeter@hotmail.com

Toy, Joe & Wendy

438 Folcroft Ave
Folcroft, PA 19032

NOTES:

Member of the OAC/USA Board of Directors, founder of Open Air Ministries with the ECC churches

BOARD MEMBER
SECRETARY-TREASURER



Home: (610) 583-2266

Office:

Mobile: (610) 324-1671

Fax:

Email: oamphilly@aol.com

Trent, Rex & Carol

NOTES:

Rex has served on Philadelphia Branch Committee and the USA National Board through the years.



503 Keyser Way
New Holland, PA 17557

BOARD MEMBER

Home:

Office:

Mobile: (215) 605-8947

Fax:

Email: rctrent@gardenspotvillage.net

Trout, Dave & Janel

NOTES:

Came on the USA Board of Director's in June 2015



1370 Meixsell Valley Rd
Saylorsburg, PA 18353

BOARD MEMBER

Home:

Office:

Mobile: (570) 236-1489

Fax:

Email: dave.trout@juno.com

Williams, Karen & Christopher

NOTES:

Husband's name is Christopher. Karen on staff since July of 1984.



179 West Kent Dr
Chandler, AZ 85225

EVANGELISM

Home:

Office:

Mobile:

Fax:

Email: misskaren7@gmail.com

Wilson, Mike & Christine

NOTES:

Came on staff November 11, 2016



4781 Coe Rd
Blanchard, MI 49310

EVANGELIST

Home: (989) 621-0036

Office:

Mobile:

Fax:

Email: mike14gs11@yahoo.com

Wolfe, Chip & Kim

1038 Cedar Trail Dr
Cedar Hill, TX 75104

NOTES:

On staff since July of 2000.

EVANGELISM



Home: (817) 471-3105Chip's cell

Office:

Mobile: (610) 844-2848 Kim's cell

Fax:

Email: crwkiw@gmail.com

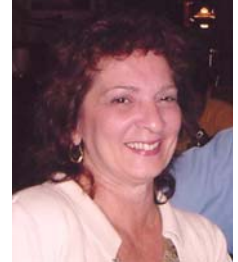
Zagrobski, Judy

5 Norris St
Lawrence, MA 01841

NOTES:

Husband Paul went home to the Lord on 4/16/2013

RETIRED



Home: (978) 685-7601

Office: (978) 475-4381

Mobile: (978) 886-7495

Fax: (978) 475-3702

Email:

Let John Cutlip know of any changes, corrections or updates needed.

john.cutlip@oaci.org (610) 746-0508