

OAC Management Team Report

Quarter 4, 2021

(October - December)

SUMMARY REPORT FROM CENTRAL SERVICES

JOHN CUTLIP (PENNSYLVANIA)



We are grateful that due to God's provision and wise stewardship, we remain debt-free to the glory of God. In order to keep you up-to-date, the following reports from our Management Team will serve that purpose well and also be a blessing as we hear how the Lord continues to use this organization for kingdom-work.

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



Sue and Harold Goss (Little Rock, AR) resignation: Sue took the month of October to fast and pray seeking God's will to determine her future with OAC. After consulting with her pastor and other leaders, Sue decided to resign from OAC in good standing.

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

- MPSD
 - Update on Kingdom Come Training to equip our newest staff to be fully funded:
 - Domont and Itzel: Completed training in August and started coaching in August/September.
 - Itzel has had approximately 43% increase thus far
 - Domont has had approximately 26% increase thus far
 - Powers: Completed training and started coaching in September
 - Dempsie: Completed initial training and began coaching in November
 - Beaudoin: Completed training in November and coaching in December
 - Powers, Dempsie, & Beaudoin - Too early to report significant changes in financial support
 - Coppel opted out of the program in October and will continue being monitored with their partnership development effort
- NTD
 - The Baltimore SET: June 13 – 17, 2022 hosted at Belcroft Bible Church with housing at the Courtyard by Marriott Bowie

Contact cards

- New contact card from Steve Gonzales of San Jose, CA.
- John and Amanda Wardlaw, Central SC, (SET 2019) still filling out application and called to tell me they are now caring for two young boys from a cousin who contacted Social Services for them to help – they asked us to pray for their clear direction as they still sense God's calling

Branch-to-Branch Mission Trips Housing Fund

- After several conversations and Zoom meetings, a donor has committed to finance housing for Branch Director's to take missions teams to visit another OAC Branches. Housing has always been a significant issue in these trips (sleeping on church floors, etc.) Now, the donor is paying for housing in a local hotel to fuel the evangelism efforts of training volunteers while encouraging other OAC Branches. The initial donation is pending, but we anticipate a lump sum around \$65,000 to fuel the new ministry endeavor.

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, Domont, and Powers). Dempsie's and the Beaudoin's are encouraged in this as well. See Tom Fox's quarterly report for more details.

John and Tiffany Copell have a lot on their plate. What a dear family and faithful couple! They are trusting the Lord for team building and still going out in the open air a lot. Prayer is needed for their young family's health needs. Special prayer for Asher, as his health is getting worse.

Eric Briscoe and Paul Adams are planning a trip to Liberty University (January 24th). Each year, Eric introduces the Liberty students to the Miami Spring Missions Trip opportunity that he leads. We're praying for a good group of students for this 2022.

Ed and Debbie Neimann are taking a team to Tampa over spring break. This is wonderful! I love to see OAC staff "cross-pollination".

Richard and Diane Burley plan to host a few teams this year as well as take a couple teams to other locations.

As the Management Team, one of our goals for 2022 is to pioneer the San Jose area (with Dan B. and Frank B.) for the purpose of offering a west coast SET in 2023.

Michigan public high school clubs are going well. Currently I am in 10 clubs each week. I would love to see our staff do the work of starting these clubs in every OAC location. Tremendous opportunities for evangelism and building a bridge back to the local church for discipleship. This school year, I'm personally aware of 15 students that have responded to the gospel in these schools. Pray for John Copell and Eric Briscoe as they have an opportunity in their area. Pray for favor with their principal (Alan) and a local church to partner with. Also, pray for a good core-group of students that they can build relationship with.

Peter and Isabel O'Driscoll need our prayer. Peter is heartbroken over the choices his daughters have made and are making, as well as Isabel's change of heart. This is causing a lot of stress and discouragement. Peter is still active in the middle school ministry there in Orlando area.

Tom Fox is back in Baltimore now, after being in Arizona (at Indian Bible College). He is working on his doctoral studies. His hope is that by May 2022 he will have completed his doctorate. His plan is to go back to AZ, for a short time, to finish up his research.

Kurt and Shoshana Schafli are in need of our prayer and care. Both are dealing with medical issues (cancer). Kurt is thankful for a recent report that let him know he can wait a while to deal with his cancer. He is going to focus on caring for his wife. Shoshana is having worsening issues with her cancer.

Rebecca Jefferson is now Rebecca Coates. Rebecca and Jimmy are now married. Rebecca has finished her Bible school studies and is now focusing on fulfilling the other requirements for full-time staff.

Overall, I believe the health of our staff is good. When I say “health” I mean the spiritual, relational, and financial health. More of our staff are struggling in the area of full support than the other areas. I’m encouraged with the faithfulness and spiritual depth of our staff. As you know, we are aiding our staff in their journey towards full support.

Pray for wisdom as I schedule 2022 branch visits. Also, I am starting the process of organizing our Director’s Conference. I am hoping to hold the Director’s Conference in Greencastle, PA. Details forthcoming...

What are we encouraging our OAC Branch Directors to do in 2022? We have encouraged each director to work on organizing a team from their area and take them to another OAC branch location for a mission trip. Some branches we have encouraged to host a group or two. I have personally taken and received a lot of these type teams over the years. The fruit that is produced from this investment is amazing. One staff man taking a team to another staff location builds our staff relationships. We glean from one another. Working with a bunch of excited young believers can be a breath of fresh air to a branch. These visiting teams can also help open new children’s locations and build on the director’s relationship within their local churches... The folks we take on these teams are being trained in evangelism, and then they come back to our local areas. Often, they become our co-laborer’s locally. Maybe God would even lead some of these participants to join our staff some day! We are thankful for Greg, who has donated a large financial gift towards housing these different teams.

Until the net is full, thank you for serving our staff. Trusting the Lord for 2022. “Watch and pray...” (Matt. 26:41).

Open Air Campaigners

CONFIDENTIAL

Staff Support %

From January through December, 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%
October	115%
November	108%
December	94%

Year-To-Date Support Average = 104%

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%
October	27%
November	42%
December	69%

Year-To-Date Support Average = 39%

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%
October	33%
November	50%
December	66%

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%
October	22%
November	10%
December	33%

Year-To-Date Support Average = 30%

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%
October	80%
November	56%
December	111%

Year-To-Date Support Average = 103%

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%
October	31%
November	24%
December	41%

Year-To-Date Support Average = 31%

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%
October	64%
November	55%
December	104%

Year-To-Date Support Average = 85%

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%
October	26%
November	32%
December	72%

Year-To-Date Support Average = 39%

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%
October	46%
November	12%
December	5%

Year-To-Date Support Average = 13%

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%
October	113%
November	167%
December	143%

Year-To-Date Support Average = 112%

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%
October	44%
November	36%
December	47%

Year-To-Date Support Average = 46%

Scott & Christine Domont
Monthly Top = 7507

Appointed to OAC staff in 2021

May	22%
June	0%
July	27%
August	48%
September	8%
October	41%
November	92%
December	19%

Year-To-Date Support Average = 32%

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%
October	50%
November	42%
December	43%

Year-To-Date Support Average = 40%

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%
October	26%
November	33%
December	26%

Year-To-Date Support Average = 31%

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%
October	0%
November	3%
December	0%

Year-To-Date Support Average = 3%

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%
October	213%
November	103%
December	135%

Year-To-Date Support Average = 186%

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%
October	52%
November	105%
December	110%

Year-To-Date Support Average = 83%

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%
October	79%
November	73%
December	36%

Year-To-Date Support Average = 33%

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%
October	25%
November	24%
December	21%

Year-To-Date Support Average = 29%

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%
October	1%
November	1%
December	1%

Year-To-Date Support Average = 1%

Mark & Angela Kennedy
Monthly Top = 6751

Appointed to OAC staff in 2004

January	34%
February	67%
March	27%
April	40%
May	30%
June	42%
July	41%
August	41%
September	49%
October	31%
November	31%
December	39%

Year-To-Date Support Average = 39%

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%
October	3%
November	3%
December	12%

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%
October	0%
November	0%
December	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%
October	19%
November	15%
December	22%

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%
October	0%
November	0%
December	24%

Year-To-Date Support Average = 3%

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%
October	50%
November	39%
December	40%

Year-To-Date Support Average = 57%

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%
October	42%
November	26%
December	37%

Year-To-Date Support Average = 26%

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%
October	23%
November	11%
December	0%

Year-To-Date Support Average = 16%

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%
October	22%
November	22%
December	19%

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%
October	18%
November	18%
December	22%

Year-To-Date Support Average = 26%

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%
October	25%
November	20%
December	47%

Year-To-Date Support Average = 42%

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%
October	30%
November	16%
December	15%

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%
October	8%
November	10%
December	9%

Year-To-Date Support Average = 11%

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%
October	57%
November	48%
December	54%

Year-To-Date Support Average = 51%

Open Air Campaigners 4th Quarter 2021 Inventory Valuation Summary

	Item Description	On Hand	Sales Price	Retail Value
Inventory				
bk (from Nazareth) (Board Kit)	Board Kit	32	50.00	1,600.00
birt (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	10	195.00	1,950.00
BLU (from Texas) (LED Blacklight Unit - Texas warehouse)	LED Blacklight Unit - Texas warehouse	12	195.00	2,340.00
box (Paint Box)	Paint Box	418	7.00	2,926.00
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	4	6.00	18.00
cb (Checks & Balances Object Lesson)	Checks & Balances Object Lesson	47	2.00	94.00
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)	346	3.00	1,038.00
ccp (from Nazareth) (Chemical Cross - PVC Nazareth warehouse)	Chemical Cross - PVC Nazareth warehouse	186	8.00	1,488.00
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	57	6.00	342.00
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	11	5.00	55.00
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)	42	10.00	420.00
FPPGRN (Pint of Fluorescent Concentrate (Green))	Pint of Fluorescent Concentrate (Green)	25	10.00	250.00
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)	29	10.00	290.00
FPPYW (Pint of Fluorescent Concentrate (Yellow))	Pint of Fluorescent Concentrate (Yellow)	17	10.00	170.00
fsb (from Nazareth) (Folding Sketchboard - Nazareth warehouse)	Folding Sketchboard - Nazareth warehouse	10	170.00	1,700.00
gps (Gospel Puppet Stories)	Gospel Puppet Stories	105	5.00	525.00
gve (Gospel Visual Effects)	Gospel Visual Effects	21	5.00	105.00
hb (Bible Coloring Book Object Lesson)	Bible Coloring Book Object Lesson	98	12.00	1,176.00
hbh (Holy Bible BLANK edition)	Holy Bible BLANK edition	51	6.00	306.00
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
hhpb (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	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 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")	3,744	0.25	936.00
pb (Paint Brush)	Paint Brush	596	8.50	5,066.00
pbHARRIS (Paint Brush)	Paint Brush	69	5.00	345.00
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	243	25.00	6,075.00
RAS (Rich Art BLACK quart (Special staff pricing))	Rich Art BLACK quart (Special staff pricing)	196	20.00	3,920.00
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)	13	7.00	91.00
rpb (Pint - Regular Pint (Blue))	Pint - Regular Pint (Blue)	25	7.00	175.00
rppgrn (Pint - Regular Pint (Green))	Pint - Regular Pint (Green)	21	7.00	147.00
rpprd (Pint - Regular Pint (Red))	Pint - Regular Pint (Red)	15	7.00	105.00
rppyw (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	52	10.00	520.00
rpqgrn (Regular Paint (Quart) - Green)	Regular Paint (Quart) - Green	26	10.00	260.00
rpqred (Regular Regular Paint (Quart) - Red)	Regular Regular Paint (Quart) - Red	62	10.00	620.00
rpqyellow (Regular Paint (Quart) - Yellow)	Regular Paint (Quart) - Yellow	24	10.00	240.00
RT (Rat Trap Object Lesson)	Rat Trap Object Lesson	32	4.00	128.00
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*	15,002	0.25	3,750.50
STEPS (Counseling Booklets - Special discount for OAC staff)	Counseling Booklets - Special discount for OAC staff	11,164	0.12	1,339.68
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	514	3.00	1,542.00
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)	9	12.00	108.00
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	704	2.00	1,408.00
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	15	0.50	7.50
ypcp (Young People's Evangelistic Programs)	Young People's Evangelistic Programs	220	6.00	1,320.00
Total Inventory		38,491		64,166.43
TOTAL		38,491		64,166.43

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	24,031	\$ 69,281	42,781
Goods Sold	15,000	1,436	1,560	2,739	2,356	\$ 8,091	(6,909)
Shipping Income	3,000	367	276	654	294	\$ 1,591	(1,409)
Orientation-Candidate School	500	350	-	-	-	\$ 350	(150)
Seminars (SET)	3,000	-	-	-	-	\$ -	(3,000)
Service Charge	150,000	36,701	39,253	41,627	46,390	\$ 163,971	13,971
Staff Conference	-	-	-	-	-	\$ -	0
Reimbursement income	12,000	2,405	2,528	2,348	3,820	\$ 11,101	(899)
Misc (interest income, etc)	2,000	10	14	310	17	\$ 351	(1,649)
TOTAL NOF INCOME	\$ 212,000	\$ 55,960	\$ 62,282	\$ 59,586	\$ 76,908	\$ 254,736	42,736
NOF EXPENSES							
Affiliation (ECFA / OACI)	6,500	1,231	2,285	2,425	1,450	\$ 7,391	891
Assist / Encourage & Train Staff	2,000	1,315	1,611	266	3,343	\$ 6,535	4,535
Audit	8,000	-	-	-	8,000	\$ 8,000	0
Branch Development (Directors meetings, etc)	5,000	-	-	-	-	\$ -	(5,000)
Cost of Goods Sold	15,000	-	4030	2665	22	\$ 6,717	(8,283)
Evangelism & Discipleship	500	-	174	-	-	\$ 174	(326)
Bank & other fees	20,000	5,059	7,309	3,565	18,408	\$ 34,341	14,341
Insurance (Multi-Peril)	3,500	-	3,591	(55)		\$ 3,536	36
Insurance (Workman's Comp)	4,000	790	852	1754	897	\$ 4,293	293
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	2756	\$ 17,347	(653)
Orientation / Candidate School	500	-	1,646	-	-	\$ 1,646	1,146
Payroll Taxes	70,000	21,835	12095	19583	24,619	\$ 78,132	8,132
Communication (Phone/web/social media)	7,000	2,002	1,382	1,309	1,649	\$ 6,342	(658)
Postage	5,000	2,820	158	955	589	\$ 4,522	(478)
Promotion	4,000	4	340	339	389	\$ 1,072	(2,928)
Reimbursement expenses	5,000	322	2,022	282	2,603	\$ 5,229	229
Rent	15,000	3,420	2,670	3,151	3,018	\$ 12,259	(2,741)
Seminars	2,000	-	-	-	-	\$ -	(2,000)
Shipping / Handling	4,000	753	546	901	622	\$ 2,822	(1,178)
Staff Conference	-	606	33,201	192		\$ 33,999	33,999
Travel	11,000	1,132	2,130	2,260	2,289	\$ 7,811	(3,189)
Van Maintenance / Repairs	5,000	619	105	242	70	\$ 1,036	(3,964)
TOTAL NOF EXPENSES	212,000	44,894	81,899	48,825	70,724	\$ 246,342	34,342
		11,066	(19,617)	10,761	6,184	8,394	

Inc. minus exp.



Report for:
December, 2021

CASH IN THE BANK = \$ 788,310

Truist Checking	\$ 43,650
Fulton Checking	\$ 204,819
PayPal	\$ 9,570
PNC Checking	\$ 71,576
Schwab - Endowment	\$ 293,888
Money Market	\$ 164,807
	\$ 788,310

Designated For Staff & Branch Use = \$ 245,222

In Checking	\$ 244,822
In Money Market	\$ 400

Available For Immediate NOF Use = \$ 543,088

Committed to MPSD-NTD	\$ (44,400)
Committed for Staff Assistance	\$ (10,000)
Committed to Rainy Day Fund	\$ (15,000)
Duffecy Endowment funds on hand	\$ (300,060)
Coming back to us next month from staff bills we paid on their behalf this month	\$ 787
Net cash available for national use (ie not designated for anything else)	\$ 174,415
	+
Duffecy Endowment Pledges not yet received - Future Income	\$ 700,000