MissionSite top unreached locations

Harvey Burt White Pigeon GLADWIN, MI

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A Coopersville Sandusky

Saginaw Scottville

In partnership with the: Beverly Hills Beaverton Sauga SITESCAPE: TownscapeCloud Intercultural Institute for Contextual Ministryensville Freeport Allend **CONVENTION** of Lewiston Algonac Michiana Sterling vil@Copyrighh2012,Intercultural Institute tor Contextual Ministry Farms Milford Rogers City Clare

New H CENSUS TRACT: 26051990300 Marcellus Athens REGION: Region Three Sey Portland Vern Kaleva ASSOCIATION: Bay Area ThompsCOUNTY: Gladwin Cass City BAPTIST STATE Byron Center Lud

MissionSite (TM) Table of Contents

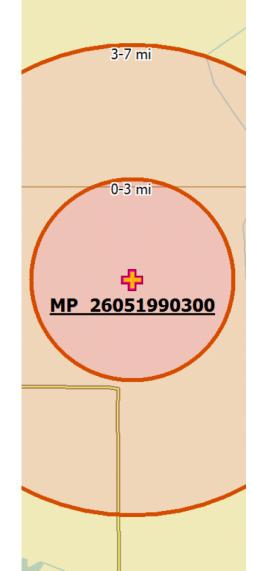
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Site Location Summary

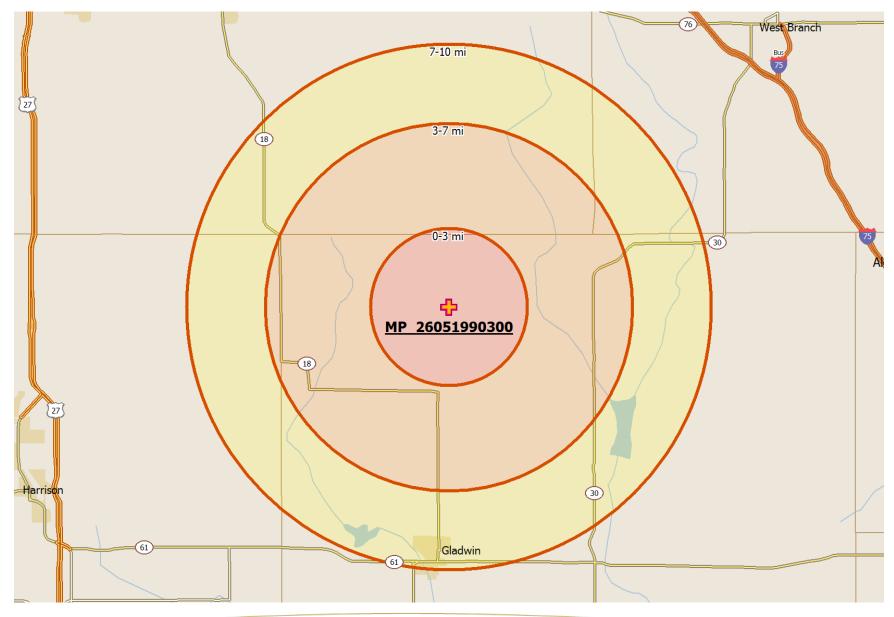
The site location of this MissionSite (TM) report is based upon the SITESCAPE typology developed by the staff of IICM. The SITESCAPE is an analysis of the 0-3 mile, 3-7 mile, and 7-10 mile bands around each of the 65,399 US census tract centroids (or geographical centers). Each census tract has been assigned a large number of variables based upon this analysis. These variables include information regarding the spirituality of this particular location. This report reflects a "Top Unreached Location" meaning that this site has a significant number of households that have not been reached by the gospel of Jesus Christ. Sitescape definitions may be found online at the MissionalCyclopedia.org site.

| | Location Typography | CODE | LOCATION |
|---|---------------------------|-------|-------------------------------------|
| 1 | Region | 26R03 | Region Three |
| 2 | Association | 26A01 | Bay Area |
| 3 | County Location | 26051 | Gladwin |
| 4 | Zipcode | 48624 | Gladwin |
| 5 | Sitescape Category | 2 | Townscape |
| 6 | Sitescape Group | 2.1 | Small Towns |
| 7 | Sitescape Subgroup | 2.12 | Small towns adjacent to settlements |
| 8 | Sitescape Density Pattern | 13 | 10000-2500-10000 |



Hartford Au Gres Birch Run Elberta Laurium Traverse City Newaygo Burr Oak Hastings Nashville Fraser Plainwell St. Clair Sylvan Lake Williamston Huntington Woods Intercultural Institute Stanton Melvindale Fairgrove Michigan Center Wayne Pinconning For Contextual Ministry Compright 2012, Intercultural Institute for Contextual Ministry

Site Location Summary - Map of the Site Location



arles Wayne <u>Atlanta</u> Evant <u>Grand Ledge</u> Perrinton <u>Augusta</u> Kingsley Frankfort K.I. Sawyer AFB Sprinter temphis Eastpointe New Lothrop Portage Metamora Luther Rochester **Fig. Gobles Burlington Bloemin** Grosse Pointe Woods Lawrence Maybee Deerfield Big Rapids Blissfield *Locate tual Ministry* (Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Site Location Summary - Urbanicity

One key issue in site location is the degree of urbanicity - how rural or how urban is this setting? A number of government agencies have tackled this question in order to better compare various types of communities in the United States. The chart below provides a summary of how various government agencies have defined this particular location. IICM took the Rural Urban Commuting Areas (RUCA) from the US Department of Agriculture and created an index value based on the most rural value being a "0" and the most urban value being a "100". You will also see their ERS RUCA Commuting Value. The percent of households that commute from a non-metro to a metro area is also given.

| | RURAL / URBAN | CODE | EXPLANATION |
|---|----------------------------|------|--|
| 1 | Metro or Non-Metro | 0 | Non-Metro |
| 2 | Urban Influence | 6 | Noncore adjacent to a small metro area with town of at least 2,500 residents |
| 3 | Rural / Urban Continuum | 6 | |
| 4 | NCHS Rural Urban Codes | 6 | Noncore - counties that are neither metropolitan or micropolitan |
| 5 | NCES Urban Centric Locale | 33 | Town: Remote: Territory inside an urban cluster that is more than 35 miles of an |
| | Codes | | urbanized area. |
| 6 | IICM RUCA Values Index | 25 | Small town low commuting: No additional code |
| 7 | ERS RUCA Commuting Value | 9 | Small town low commuting: primary flow 10% to 30% to a small urban cluster |
| 8 | Percent Commuting to Metro | 4 | Percent commuting from non metro to metro areas |

Au Sable Buena Vista Livonia Ecorse Stephenson Wolverine Lake Breedsville Fau Claire Vanderbill The Haslett Inkster Ironwood Sturgis Suttons Bay Detroit Shields Ishpeming St. Louis Lambertville Kentwood Byron Center Burlington VioCopyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Site Location Summary - Band Composition

Below is a summary of the composition of the three bands around the center of the census tract. Values for the total population, and various types of group quarters in each band are provided below. In addition to current population estimates, each band has been compared to all of the other census tract bands around the country. Population density, language diversity, foreign born diversity, ancestry diversity and racial (broad census categories) diversity have all been indexed across the country with a "0" value representing the least value and 100 representing the most in each category. For an explanation of these indices please see the Sitescape article at MissionalCyclopedia.org.

| BAND COMPOSITION | 0-3 MILES | 3-7 MILES | 7-10 MILES |
|--------------------------------|-----------|-----------|------------|
| 2010 Population | 2,125 | 3,186 | 7,115 |
| 2010 Households | 1,061 | 1,523 | 3,318 |
| 2010 Group Quarters Population | 5 | 15 | 72 |

| BAND COMPOSITION | 0-3 MILES | 3-7 MILES | 7-10 MILES |
|---------------------------------------|-----------|-----------|------------|
| Population Density National Index | 8 | 4 | 14 |
| Language Diversity National Index | 33 | 24 | 19 |
| Foreign Born Diversity National Index | 35 | 32 | 55 |
| Ancestry Diversity National Index | 81 | 80 | 77 |
| Racial Diversity National Index | 1 | 5 | 5 |

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Site Location Summary - County Environment

In 2004, the US Department of Agriculture created a county typology that categorizes all of the 3140 US counties into 6 economic-dependency types and 7 other county-types. Although the specific bands of this report may differ from the dominant characteristics of the county, the county environment is useful to better understand the site location context. Further information about these categories may be found at the MissionalCyclopedia.org website.

| COUNTY ENVIRONMENT | CODE | INDICATORS |
|-------------------------------|------|------------|
| Housing Stress County | 0 | False |
| Low-education County | 0 | False |
| Low-employment County | 1 | True |
| Persistent Poverty County | 0 | False |
| Population Loss County | 0 | False |
| Non-metro Recreation County | 1 | True |
| Retirement Destination County | 1 | True |

| ECONOMIC DEPENDENCY | CODE | INDICATORS |
|---|------|------------|
| Farm-dependent county indicator | 0 | False |
| Mining-dependent county indicator | 0 | False |
| Manufacturing-dependent county indicator | 1 | True |
| Federal/State government-dependent county indicator | 0 | False |
| Services-dependent county indicator | 0 | False |
| Nonspecialized-dependent county indicator | 0 | False |

arden Madison-Heights Grant Schoolcraft Battle Creek Harbor Springs Paw Paw Metamora Walled Lake a Sterling Columbiaville Hartford Elsie Clayton Ashley Flushing Very Intercultural Institute vell Hubbardston Stockbridge Alanson St. Charles Kentwood Lakeview for Contextual Ministry ⁱ Copyright 2012, Intercultural Institute for Contextual Ministry of Spring Arbor Birmingham Applegate Berrien Spri Copyright 2012, Intercultural Institute for Contextual Ministry of Spring Arbor Birmingham Applegate Berrien Spri Copyright 2012, Intercultural Institute for Contextual Ministry of Spring Arbor Birmingham Applegate Berrien Spri Copyright 2012, Intercultural Institute for Contextual Ministry of Spring Arbor Birmingham Applegate Berrien Spri Copyright 2012, Intercultural Institute for Contextual Ministry of Spring Arbor Birmingham Applegate Berrien Spri Copyright 2012, Intercultural Institute for Contextual Ministry of Spring Arbor Birmingham Applegate Berrien Spri Copyright 2012, Intercultural Institute for Contextual Ministry of Spring Arbor Birmingham Applegate Berrien Spri Copyright 2012, Intercultural Institute for Contextual Ministry Spring Arbor Birmingham Applegate Berrien Spring Arbor Birmingham Applegate Berrien Spring Arbor Birmingham Berrien Spring Arbor Birmingham Birming

Site Location Summary - Social Environment

The MOSAIC USA lifestyle segmentation system was created by Experian, a global company based in the UK. This segmentation system has the US population subdivided into 60 lifestyle segments and 12 social groups. IICM has built upon this by creating a typology of six social environments of which each segment and social group is a part. The chart below gives the number of households that are in the 0-3 mile band that are in each of the six social environment. The households in each environment share a common situation that produces shared cultural practices, values and spiritual issues. For an explanation of these community cultures, please consult the corresponding articles at MissionalCyclopedia.org.

| SOCIAL ENVIRONMENT | 0-3 MI BAND | HHLDS | PERCENT |
|----------------------|--|-------|---------|
| Upscale Communities | Affluent, White-collar Families | 73 | 6.88% |
| Mainstay Communities | Established, Diverse Households | 640 | 60.32% |
| Working Communities | Blue-collar, Working Families | 0 | 0% |
| Country Communities | Rural, Agri. & Mining Families | 325 | 30.63% |
| Aspiring Communities | Young Singles / Aspiring-Multihousing | 0 | 0% |
| Urban Communities | High Density, Inner-city Neighborhoods | 23 | 2.17% |

Milford Eastlake Thompsonville Marlette Big Rapids Grosse Pointe Farms Tawas City Corunna Traverse Lost Lake Woods Port Hope Estral Beach Carrollton Muir Mason Intercultural Institute Intercultural Institute for Contextual Ministry and otte Schoolcraft Eaton Rapids Manistee Petoskey8 ©Copyright 2012, Intercultural Institute for Contextual Ministry

Using the Site Location Summary

The site location summary has been designed to aid APEPT missional response teams, church planters and church planting sponsors in determining potential sites for starting new ministries and new congregations and choosing appropriate personnel for the location. Below is a list of several issues that need to be considered in choosing a potential site location.

Issues for Your Consideration

- 1. The Sitescape category, group and density pattern listed on page 3 identifies this location within a continuum that reaches from country to town to suburb to city. Ideally, church planters and missional team members should have already acculturated to this type of location. It may be difficult for a "City Person" to minister effectively in a "country" location and vice versa.
- 2. The urbanicity designations on page 5 may have implications for ministry development. The extent of commuting within a metro area may need to be considered in choosing a potential building site or in developing evening events or ministries. The percent of the population that commute from a non-metro to metro area may also need to be taken into consideration.

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Using the Site Location Summary

Issues for Your Consideration - continued

- 3. Band composition and the comparison of population between the bands on page 6 may have implications regarding types of anticipated ministry development from "a neighborhood" congregation to a more "regional" approach. The numbers and types of group quarters (usually some form of multi-family housing) may suggest the need for multi-housing ministry. The density and diversity indices compare this site to other site locations across the country. Values over 50 in each of these indicates a higher level of diversity or density than most other locations.
- 4. Each US location exists in a county or county-equivalent, as shown on page 7. This overall context may affect the environment of this site location. The type of economic dependence of a county may shape the background of a church planter that will be needed for this particular site.
- 5. The dominant social environments in this particular site noted on page 8 create specific cultural practices and values that will need to be taken into consideration when starting a new ministry or new congregation. Please read the summary articles at MissionalCyclopedia.org for the top 2 largest social environments. What implications do you see based on the dominant social environments in this location?



Spirituality Indicators Overview - Evangelscape

The Evangelscape is an IICM dataset based on a national study conducted by the Simmons Market Research Bureau as indexed to the MOSAIC lifestyle segmentation system. The dataset includes the percent of households for each MOSAIC lifestyle segment that are considered "unreached," "religious but not evangelical," "spiritual but not religious or evangelical," and "not evangelical and not interested in religion or spirituality." For an explanation of these terms see the Evangelscape article at MissionalCyclopedia.org.

The chart below compares the count and percent of households in the county with the count and percent of households in the 0-3 mile band that are in each category. The index value assumes that if the county percent and the 0-3 mile band percent were both the same, the index would be 100. Thus values lower than 100 reflect categories where the percentage in the 0-3 mile band are lower than the county average. The values that are higher than 100 reflect categories where the percentage is higher for the 0-3 mile band. A value of 200 would be twice the value of 100 (which would be a 100% increase over the county average).

| EVANGELSCAPE: SPIRITUALITY | COUNTY | 0-3 MILE BAND | % INDEX |
|-------------------------------------|--------|---------------|---------|
| Unreached Households | 7,663 | 727 | 9.48% |
| Unreached % | 64.78% | 68.48% | 105.71 |
| Religious But NOT Evangelical HH | 1,644 | 174 | 10.6% |
| Religious But NOT Evangelical % | 13.9% | 16.43% | 118.17 |
| Spiritual But NOT Relig or Evang HH | 1,577 | 162 | 10.24% |
| Spiritual But NOT Relig or Evang % | 13.34% | 15.23% | 114.17 |
| Not Evangelical, Not Interested HH | 4,443 | 391 | 8.79% |
| Not Evangelical, Not Interested % | 37.56% | 36.82% | 98.03 |



Lambertville Saginaw Edmore Canton Deckerville Whittemore Three Rivers Ovid Charlevoix Reading ton Garden Stevensville Mount Clemens St. Johns Tawas City Jones Intercultural Institute ton Gibraltar Unionville Wolverine Haslett Beverly Hills Adrian Capa for Contextual Ministry ^{alo}Copyright 2012, Intercultural Institute for Contextual Ministry ^{alo}Copyright 2012, Intercultural Institute for Contextual Ministry Contextua

Spirituality Indicators - Churchscape

IICM's Churchscape indicates the number of BSCM within 3 miles of the site location. It also compares the percentage of active and inactive evangelicals in the county to those in this site location. The index value provides a snapshot of how this site location compares to the county levels. The number of new churches needed at this site location is based upon the need to have one church for every 2000 households (or roughly every 4-5,000 people).

| ECCLESCAPE: CHURCHES | COUNTY | 3 MILE | PERCENT |
|---------------------------------|--------|--------|---------|
| | | RING | &INDEX |
| Num of BSCM Churches | 0 | 0 | 0% |
| Active BSCM Attenders | 0 | 0 | 0% |
| Active Evangelical Households | 914 | 73 | 8.03% |
| Active Evangelical Percent | 7.73% | 6.92% | 89.5 |
| Inactive Evangelical Households | 3,252 | 261 | 8.03% |
| Inactive Evangelical Percent | 27.49% | 24.60% | 89.5 |
| # New Churches Needed | 6 | 1 | 8.97% |





Using the Spirituality Indicators

Below are some issues related to the spirituality indicators that you may want to consider as you review this site as a potential location for a new ministry or new congregation.

Issues for Your Consideration

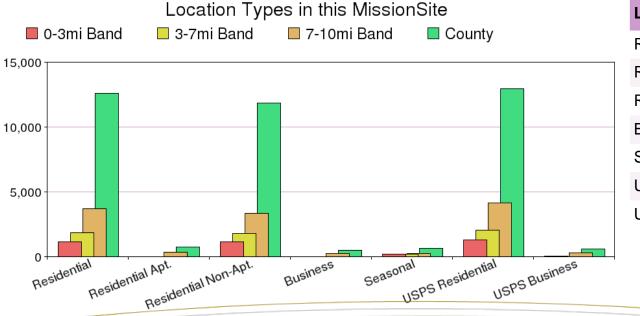
- 1. The Evangelscape on page 11 provides an overview of the spiritual topography of this location. While the percent of unreached households is significant, the other percentages may need further clarification as you conduct an on-site review. The percentage of the population who are religious (meaning actively attend some form of institutionalized religion) and spiritual (meaning embracing spirituality but not institutional religion) may require further investigation. Those in the "not evangelical, but not interested in religion or spirituality" category may require an outreach process rooted in incarnational ministry.
- 2. Your team may want to seriously discuss the Churchscape on page 12. The percentage of active evangelicals in this site is a key figure for you to consider both in terms of recruiting additional help, but also in terms of the significance of the need for a new ministry or new congregation. The number of new churches needed is another significant value.



The population and household figures from IICM's Demoscape report are given below for this site location. Historical figures from the 1990 and 2000 US Census precede the current year estimates for the 0-3 mile band. The percentage of the county population and number of households that appears in the 0-3 mile band is given for each year. Location types refer to residential, business and seasonal use

| DEMOSCAPE | COUNTY | BAND | % OF CO |
|-----------------|--------|-------|---------|
| 1990 Population | 21,896 | 1,165 | 5.32% |
| 2000 Population | 26,023 | 1,934 | 7.43% |
| 2010 Population | 25,456 | 2,125 | 8.35% |

| DEMOSCAPE | COUNTY | BAND | % OF CO |
|-----------------|--------|-------|---------|
| 1990 Households | 8,357 | 440 | 5.27% |
| 2000 Households | 10,561 | 845 | 8% |
| 2010 Households | 11,829 | 1,061 | 8.97% |

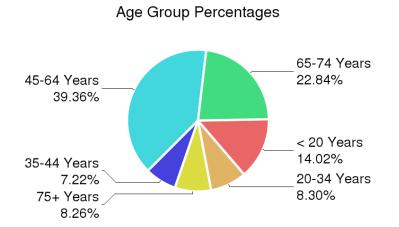


| Location Type | 0-3mi Band |
|----------------------|------------|
| Residential | 1,154 |
| Residential Apt. | 2 |
| Residential Non-Apt. | 1,152 |
| Business | 24 |
| Seasonal | 189 |
| USPS Residential | 1,282 |
| USPS Business | 29 |

etown Prudenville Geodrich Maybee Springport Iron River Leonard Rochester Hills Grand Ledge East abella New Baltimore Greater Galesburg Muir Decatur Houghton Vermon Intercultural Institute iorthview Stockbridge Elkton Iron Mountain Harrison Bloomfield Townsh For Contextual Ministry Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

A current year demographic summary of age categories for the site location appears on the right.

For each category both county and 0-3 mile band percentages are given. The Index value assumes that if the county percent and the 0-3 mile band percent were both the same, the index would be 100.

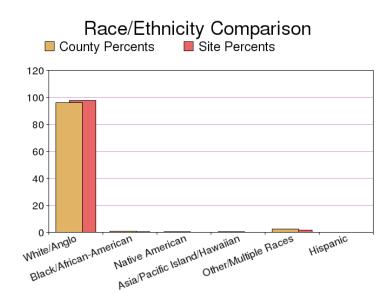


| 2010 POP. ESTIMATES | COUNTY | BAND | INDEX |
|---------------------|--------|--------|--------|
| 0-3 Years | 3.85% | 2.02% | 52.47 |
| 4-5 Years | 2.05% | 0.52% | 25.37 |
| 6-8 Years | 3.12% | 0.99% | 31.73 |
| 9-11 Years | 3.32% | 2.4% | 72.29 |
| 12-13 Years | 2.31% | 1.65% | 71.43 |
| 14-17 Years | 4.75% | 3.58% | 75.37 |
| 18-19 Years | 2.43% | 2.82% | 116.05 |
| 0-5 Years | 5.9% | 2.54% | 43.05 |
| 6-12 Years | 7.59% | 4.05% | 53.36 |
| 13-19 Years | 8.34% | 7.39% | 88.61 |
| < 20 Years | 21.83% | 13.98% | 64.04 |
| 20-34 Years | 14.55% | 8.28% | 56.91 |
| 35-44 Years | 10.59% | 7.2% | 67.99 |
| 45-64 Years | 29.58% | 39.25% | 132.69 |
| 65-74 Years | 13.93% | 22.78% | 163.53 |
| 75+ Years | 9.52% | 8.24% | 86.55 |
| Median Age | 47 | 53 | 111.56 |
| Median Age (Male) | 46 | 50 | 108.94 |
| Median Age (Female) | 49 | 55 | 111.9 |

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A current year demographic summary of race/ethnicity and education of adults for the site location appears on the right.

For each category both county and 0-3 mile band percentages are given. The Index value assumes that if the county percent and the 0-3 mile band percent were both the same, the index would be 100.



| COUNTY | BAND | INDEX |
|--------|---|--|
| | | |
| 95.84% | 97.74% | 101.99 |
| 0.77% | 0.28% | 36.67 |
| 0.6% | 0.09% | 15.56 |
| 0.37% | 0.14% | 38.23 |
| 0.06% | 0% | 0 |
| 2.36% | 1.69% | 71.76 |
| 0% | 0.61% | 0 |
| | | |
| | | |
| 18,589 | 1,754 | |
| 4.87% | 1.43% | 341.57 |
| 10.06% | 7.75% | 129.74 |
| 41.25% | 40.36% | 102.19 |
| | 95.84% 0.77% 0.6% 0.37% 0.06% 2.36% 0% 18,589 4.87% 10.06% | 95.84% 97.74% 0.77% 0.28% 0.6% 0.09% 0.37% 0.14% 0.06% 0% 2.36% 1.69% 0% 0.61% 18,589 1,754 4.87% 1.43% 10.06% 7.75% |

25.53%

8.23%

6.43%

3.63%

28.28%

6.78%

9.06%

6.33%

90.27

121.32

70.98

57.38

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Some College, no degree

Associate Degree

Graduate/Prof. degree

College Degree

A current year demographic summary of family and non-family households for the site location appears on the right.

For each category both county and 0-3 mile band percentages are given. The Index value assumes that if the county percent and the 0-3 mile band percent were both the same, the index would be 100. Thus values lower than 100 reflect categories where the percentage in the 0-3 mile band are lower than the county average. The values that are higher than 100 reflect categories where the percentage is higher for the 0-3 mile band. A value of 200 would be twice the value of 100 (which would be a 100% increase over the county average). A value of 50 would be 50% of the county average.

| 2010 HOUSEHOLD | COUNTY | BAND | INDEX |
|-----------------------------|--------|--------|--------|
| ESTIMATES | | | |
| Household Income | | | |
| < \$10,000 | 11.45% | 6.31% | 56.42 |
| \$10,000 to \$19,999 | 12.88% | 9.61% | 74.67 |
| \$20,000 to \$29,999 | 14.43% | 16.68% | 115.6 |
| \$30,000 to \$49,999 | 26.03% | 27.52% | 105.73 |
| \$50,000 to \$59,999 | 9.32% | 9.14% | 98.05 |
| \$60,000 to \$69,999 | 6.07% | 6.22% | 102.48 |
| \$70,000 to \$79,999 | 4.69% | 5.47% | 116.51 |
| \$80,000 to \$89,999 | 3.75% | 3.77% | 100.44 |
| \$90,000 to \$99,999 | 2.4% | 3.3% | 137.4 |
| \$100,000 to \$124,999 | 4.04% | 5.37% | 132.95 |
| \$125,000 to \$149,999 | 1.13% | 2.07% | 183.04 |
| \$150,000 to \$199,999 | 1.07% | 1.32% | 122.9 |
| \$200,000 to \$249,999 | 0.32% | 0.75% | 234.71 |
| \$250,000 or more | 2.41% | 2.36% | 97.8 |
| Median Household | 37,379 | 43,335 | 115.93 |
| Average Household | 47,205 | 48,084 | 101.86 |
| Per Capita Household | 22,282 | 24,015 | 107.78 |
| Family/Non-Family Household | | | |
| Income | | | |
| Median Family Income | 43,555 | 48,253 | 110.79 |
| Average Family Income | 54,427 | 51,738 | 95.06 |
| Median Non-Family Income | 23,636 | 32,511 | 137.55 |
| Average Non-Family Income | 30,505 | 29,986 | 98.3 |

Conville Holland Saline Benton Harbor Morley K. I. Sawyer AFB South Haven Le Roy St. Louis Portland Hinden City Marcellus Wolf Lake Taylor Concord Sault Ste. Marie Gree Intercultural Institute Rochester Garden City Eagle Cement City Alpena Estral Beach Owos for Confectual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Bangor Manistique Beaverton Mayville Eaton Rap

A current year demographic summary of household types, houseing units and households by size and count by person for the site location appears at right.

For each category both county and 0-3 mile band percentages are given. The Index value assumes that if the county percent and the 0-3 mile band percent were both the same, the index would be 100. Thus values lower than 100 reflect categories where the percentage in the 0-3 mile band are lower than the county average. The values that are higher than 100 reflect categories where the percentage is higher for the 0-3 mile band. A value of 200 would be twice the value of 100 (which would be a 100% increase over the county average). A value of 50 would be 50% of the county average.

| 2010 HOUSEHOLD | COUNTY | BAND | |
|--------------------------------|--------|--------|---------|
| ESTIMATES | | | |
| Family Households | | | Index |
| % Family Households | 69.81% | 77.95% | 111.65 |
| Families with Children | 31.79% | 22.15% | 69.66 |
| Families without Children | 38.02% | 55.8% | 146.77 |
| Non-Family Households | | | |
| % Non-Family Households | 30.19% | 22.05% | 73.06 |
| Non-Families with Children | 0.49 | 0.66 | 134.56 |
| Non-Families without Children | 29.7 | 21.39 | 72.04 |
| Housing Units | | | Index |
| Total Housing Units | 18,367 | 1,797 | |
| Vacant percent | 35.6% | 40.96% | 115.06 |
| Owned percent | 54.46% | 55.26% | 101.46% |
| Rented Percent | 9.94% | 3.78% | 38.06 |
| Households by Size | | | Index |
| Avg household size | 2.12 | 2.00 | 94.34 |
| Avg family hh size | 2.56 | 2.23 | 87.11 |
| Avg non-family hh size | 1.12 | 1.16 | 103.57 |
| Households By Count of Persons | | | Percent |
| One | 2,905 | 194 | 6.68% |
| Тwo | 6,103 | 719 | 11.78% |
| Three or Four | 2,498 | 136 | 5.44% |
| Five+ | 323 | 11 | 3.41% |
| | | | |

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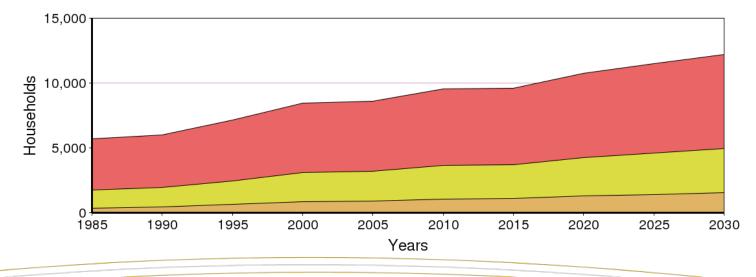
The population and household figures from IICM's Demoscape report are given below for this site location. Historical figures from the 1990 and 2000 US Census precede the current year estimates and the five year projections for both the county in which this site location exists and also for the 0-3 mile ring. The percentage of the county population and number of households that appears in the 0-3 mile ring is given for each year. The graph illustrates household change from 1985 to 2030.

| DEMOSCAPE | COUNTY | RING | % OF CO |
|-----------------|--------|-------|---------|
| 1990 Population | 21,896 | 1,165 | 5.32% |
| 2000 Population | 26,023 | 1,934 | 7.43% |
| 2010 Population | 25,456 | 2,125 | 8.35% |
| 2015 Population | 24,138 | 2,072 | 8.58% |

Household Change from 1985 to 2030

🔲 0-3mi Ring 📃 0-7mi Ring

g 🛛 📕 0-10mi Ring

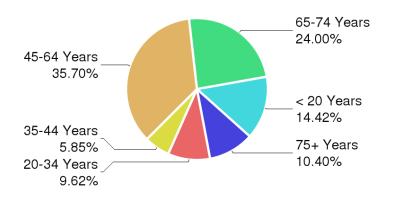


on Westwood <u>St. Charles Franklin Petersburg Pinconning Le Roy</u> Spring Arbor Huntington Woods St. Eagle Manitou Beach-Devils Lake Greilickville Carleton Baldwin Bear in <u>Forndale</u> Michigan Center Manistique Michiana Rothbury Otter Lake Brighton South Lyon *Confectual Ministry* Oakley Kingsl ¹©Copyright 2012, Intercultural Institute for Contextual Ministry Confectual Ministry Schoolcraft Lake Isabella Thompsonville Whitmore Lake

A comparison between the current and PROJECTED demographic summary of age group categories for the site location for five years from the current year appears on the right.

For each category both the current year and the projected percents for the 0-3 mile band are given. The Index value assumes that if the current and projected percents were both the same, the index would be 100.

Projected Age Group Percentages

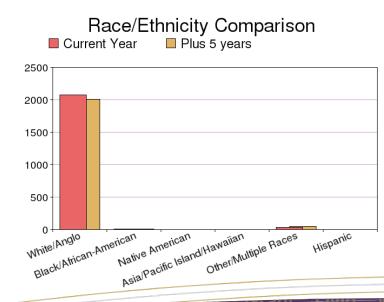


| CURRENT VS. PROJECTED | CURRENT | PLUS 5 YEARS | INDEX |
|-----------------------|---------|--------------|--------|
| 0-3 Years | 2.02% | 2.41% | 119.31 |
| 4-5 Years | 0.52% | 0.43% | 82.69 |
| 6-8 Years | 0.99% | 0.92% | 92.93 |
| 9-11 Years | 2.4% | 2.08% | 86.67 |
| 12-13 Years | 1.65% | 1.64% | 99.39 |
| 14-17 Years | 3.58% | 3.57% | 99.72 |
| 18-19 Years | 2.82% | 3.33% | 118.09 |
| 0-5 Years | 2.54% | 2.85% | 112.2 |
| 6-12 Years | 4.05% | 3.72% | 91.85 |
| 13-19 Years | 7.39% | 7.82% | 105.82 |
| < 20 Years | 13.98% | 14.39% | 102.93 |
| 20-34 Years | 8.28% | 9.6% | 115.94 |
| 35-44 Years | 7.2% | 5.84% | 81.11 |
| 45-64 Years | 39.25% | 35.62% | 90.75 |
| 65-74 Years | 22.78% | 23.94% | 105.09 |
| 75+ Years | 8.24% | 10.38% | 125.97 |
| Median Age | 47 | 53 | 112.96 |
| Median Age (Male) | 46 | 52 | 112.43 |
| Median Age (Female) | 49 | 57 | 116.43 |

Napoleon Geodrich Eincoln Tustin Bellaire St. Helen Eastpointe Hudson Edmore West Monroe Re Breckenridge Dearborn Heights Kingston Springfield Quinnesec San And Intercultural Institute Branch Minden City Gibraltar Laurium Lawrence Peck Sterling Heights for Contextual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry Corported Peck Sterling Revenue Ravenna Clawson Au Sable New 20

A comparison between the current and PROJECTED demographic summary of race/ethnicity and education categories for the site location for five years from the current year appears on the right.

For each category both the current year and the projected percents for the 0-3 mile band are given. The Index value assumes that if the current and projected percents were both the same, the index, would be 100.



| CURRENT VS. PROJECTED | CURRENT | PLUS 5 YRS | INDEX |
|---------------------------------|---------|------------|--------|
| Race/Ethnicity | | | |
| White, Anglo | 97.74% | 97.1% | 99.35 |
| Black, African-American | 0.28% | 0.43% | 153.84 |
| Native American | 0.09% | 0% | 0 |
| Asian | 0.14% | 0.14% | 102.56 |
| Pacific Island, Hawaiian | 0% | 0% | 0 |
| Other/Multiple Races | 1.69% | 2.27% | 133.9 |
| Hispanic | 0% | 0% | 0 |
| | | | |
| Education of Adults (25 yrs+) | | | |
| Total Adults over age 25 years. | 1,754 | 1,683 | |
| Less than 9th Grade | 1.43% | 1.37% | 95.88 |
| No High School Diploma | 7.75% | 6% | 77.4 |
| High School Graduate | 40.36% | 39.51% | 97.89 |
| Some College, no degree | 28.28% | 29.53% | 104.43 |
| Associate Degree | 6.78% | 7.96% | 117.36 |
| College Degree | 9.06% | 8.67% | 95.7 |
| Graduate/Prof. degree | 6.33% | 6.95% | 109.85 |
| | | | |

Flat Rock Allendale Port Austin Petoskey Caspian Beulah Union City Deerfield Woodland Coldwater Holt Vandercook Lake Rockford St. Joseph Hillsdale Akron South Reveal Manistree Hancock Constant of St. Helen Muskegon Heights Harrison East Lansing Coleman Rockw For Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Dearborn Heights Contextual Ministry

A comparison between the current and PROJECTED demographic summary of household income and family / non-family income for the site location appears on the right. For each category both the current year and the projected percents for the 0-3 mile band are given The Index value given. assumes that if the current and projected percents were both the same, the index would be 100. Thus values lower than 100 reflect categories where the projected percentage in the 0-3 mile band are lower than the current percents. The values that are higher than 100 reflect categories where the projected percentage is higher for the 0-3 mile band. A value of 200 would be twice the value of 100 (which would be a 100%) increase over the current percent). A value of 50 would be 50% of the current percent.

| CURRENT VS. PROJECTED | CURRENT | PLUS 5 YEARS | INDEX |
|-----------------------------|---------|--------------|--------|
| Household Income | | | |
| < \$10,000 | 6.31% | 6.31% | 99.88 |
| \$10,000 to \$19,999 | 9.61% | 8.32% | 86.52 |
| \$20,000 to \$29,999 | 16.68% | 15.81% | 94.79 |
| \$30,000 to \$49,999 | 27.52% | 27.7% | 100.64 |
| \$50,000 to \$59,999 | 9.14% | 9.78% | 106.98 |
| \$60,000 to \$69,999 | 6.22% | 5.58% | 89.64 |
| \$70,000 to \$79,999 | 5.47% | 6.03% | 98.66 |
| \$80,000 to \$89,999 | 3.77% | 4.57% | 113.96 |
| \$90,000 to \$99,999 | 3.3% | 3.56% | 108.07 |
| \$100,000 to \$249,999 | 5.37% | 5.76% | 107.19 |
| \$125,000 to \$149,999 | 2.07% | 1.92% | 92.58 |
| \$150,000 to \$199,999 | 1.32% | 1.37% | 103.91 |
| \$200,000 to \$249,999 | 0.75% | 1.01% | 133.35 |
| \$250,000 or more | 2.36% | 2.29% | 96.98 |
| Median Household | 43,335 | 45,103 | 104.08 |
| Average Household | 48,084 | 47,814 | 99.44 |
| Per Capita Household | 24,015 | 25,253 | 105.16 |
| | | | |
| Family/Non-Family Household | | | |
| Income | | | |
| Median Family Income | 48,253 | 50,785 | 105.25 |
| Average Family Income | 51,738 | 50,248 | 97.12 |
| Median Non-Family Income | 32,511 | 28,104 | 86.44 |
| Average Non-Family Income | 29,986 | 33,584 | 112 |

ay City Allendale Plymouth Township Mulliken Watervliet Nashville Stanton Barryton Riverview West Hes Freeport Gibraltar Northview Bessemer Sterling Hubbell Empire Intercultural Institute Plainwell St. Clair Bronson Boyne City Wakefield Turner Camden Rover Contestual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry Fast Lawas Zeeland Bloomfield Township Kentwood Barton Hills Roval Oak Grosse Pointe Shores Tro

A comparison between the current and PROJECTED demographic summary of family and non-family households, housing units, households by size, and households by count of persons for the site location appears on the right. For each category both the current year and the projected percents for the 0-3 mile band are given. The Index value assumes that if the current and Projected percents were both the same, the index would be 100. Thus values lower than 100 reflect categories where the projected percentage in the 0-3 mile band are lower than the current percents. The values that are higher than 100 reflect categories where the projected percentage is higher for the 0-3 mile band. A value of 200 would be twice the value of 100 (which would be a 100%) increase over the current percent). A value of 50 would be 50% of the current percent.

| CURRENT VS. PROJECTED | CURRENT | PLUS 5 YEARS | INDEX |
|----------------------------|---------|--------------|---------|
| Family Households | | | |
| % Family Households | 77.95% | 74.22% | 95.22 |
| Families with Children | 22.15 | 23.13 | 104.41 |
| Families without Children | 55.8 | 52.74 | 94.53 |
| Non-Family Households | | | |
| % Non-Family Households | 22.05% | 25.78% | 116.88 |
| Non-Families with Children | 0.66 | 0.73 | 116.88 |
| Non-Families without | 21.39 | 25.05 | 117.06 |
| Children | | | |
| | | | |
| Housing Units | | | |
| Total Housing Units | 1,797 | 1,849 | 102.89% |
| Vacant percent | 40.96% | 40.83% | 99.7 |
| Owned percent | 55.26% | 55.33% | 100.12 |
| Rented Percent | 3.78% | 3.84% | 101.48 |
| | | | |
| Households by Size | | | |
| Avg household size | 2.00 | 1.89 | 94.5% |
| Avg family hh size | 2.23 | 2.17 | 97.31% |
| Avg non-family hh size | 1.16 | 1.08 | 93.1% |
| | | | |
| Households By Count of | | | |
| Persons | | | |
| One | 194 | 210 | 108.25% |
| Two | 719 | 753 | 104.73% |
| Three or Four | 136 | 128 | 94.12% |
| Five+ | 11 | 3 | 27.27% |

Waterford Laingsburg Level Park-Oak Park Bancroft Luna Pier Prescott Baraga Wakefield Pottery Rogers City Norway Martin Riverview Walker Emmett Center Line Trens Intercultural Institute Rogers City St. Louis Clinton Custer Hastings Robin Glen-Indiantown Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Ethnographic Summary

The heart of the missional task is reaching specific people groups. Some of the ethnic, language, ancestry, and foreign-born groups in your missional site may need contextual approaches to reach them and multiply disciples among them. Foreign born peoples bring much of their culture from their homelands with them. However, over time they begin to adapt to their new surroundings. Different approaches may be needed for groups at different levels of acculturation. For more information about acculturation please see the MissionalCyclopedia.org.

| BORN IN: | 0-3 | 3-7 | 7-10 | В | ORN IN: | ORN IN: 0-3 | ORN IN: 0-3 3-7 |
|------------------|-------|-------|-------|-----------------|---------|-------------|-----------------|
| | MILES | MILES | MILES | | | MILES | MILES MILES |
| Foreign Born Pop | 0 | 110 | 116 | Eastern Afr | ica | ica 0 | ica 0 0 |
| Northern Europe | 0 | 4 | 29 | Middle Africa | | 0 | 0 0 |
| Western Europe | 0 | 19 | 16 | Northern Africa | | 0 | 0 0 |
| Southern Europe | 0 | 11 | 5 | Southern Africa | | 0 | 0 0 |
| Eastern Europe | 0 | 26 | 13 | Western Africa | | 0 | 0 0 |
| Other Europe | 0 | 0 | 0 | Other Africa | | 0 | 0 0 |
| Eastern Asia | 0 | 0 | 9 | Oceania | | 0 | 0 0 |
| So. Central Asia | 0 | 0 | 7 | Caribbean | | 0 | 0 0 |
| SE Asia | 0 | 9 | 1 | Central Amer. | | 0 | 0 0 |
| Western Asia | 0 | 0 | 0 | South America | | 0 | 0 0 |
| Other Asia | 0 | 0 | 0 | North America | | 0 | 0 41 |
| | | | | Born at sea | | 0 | 0 0 |

rudenville Fraser Hancock Barnes Lake-Millers Lake Daggett Royal Oak Sturgis Otsego Brooklyn West Etardston Tecumseh Oak Park Escanaba Ferrysburg Dearborn Otisviller Intercultural Institute s South Monroe Brown City Marlette Evart Pearl Beach Burr Oak Clar for Confertual Ministry levoix Plymout Confertual Ministry Mackinaw City Ionia Gaines Milan St. Clair Shores 24 Park Bancrott

Language Summary

The table below provides the percentage of population over the age of 5 who speak these languages within the three site bands. The data is based upon the 2000 Census SF3 dataset.

| SPOKEN AT HOME | 0-3 | 3-7 | 7-10 | SPOKEN AT HOME | 0-3 | 3-7 | 7-10 |
|-----------------------|-------|-------|-------|--------------------|-------|-------|-------|
| | MILES | MILES | MILES | | MILES | MILES | MILES |
| English only | 0 | 4,623 | 6,362 | Other Indo-Euro | 0 | 0 | 8 |
| Spanish | 0 | 38 | 81 | Asian/PI languages | 0 | 0 | 0 |
| Other Indo-Euro | 0 | 170 | 249 | Chinese | 0 | 6 | 0 |
| language | | | | Japanese | 0 | 2 | 5 |
| French (incl. Patois, | 0 | 17 | 4 | Korean | 0 | 0 | 5 |
| Cajun) | | | | Mon-Khmer, | 0 | 0 | 0 |
| French Creole | 0 | 0 | 0 | Cambodian | | | |
| Italian | 0 | 7 | 6 | Miao, Hmong | 0 | 0 | 0 |
| Portuguese | 0 | 4 | 0 | Thai | 0 | 0 | 0 |
| German | 0 | 61 | 193 | Laotian | 0 | 0 | 0 |
| Yiddish | 0 | 0 | 0 | Vietnamese | 0 | 0 | 0 |
| Other West Germanic | 0 | 35 | 18 | Other Asian | 0 | 0 | 0 |
| A Scandinavian | 0 | 0 | 0 | Tagalog | 0 | 5 | 1 |
| Language | | | | Other Pacific Is | 0 | 0 | 0 |
| Greek | 0 | 0 | 0 | Other languages | 0 | 10 | 7 |
| Russian | 0 | 2 | 0 | Navajo | 0 | 0 | 0 |
| Polish | 0 | 28 | 11 | Other Native N. | 0 | 5 | 0 |
| Serbo-Croatian | 0 | 6 | 2 | American | | | |
| Other Slavic Language | 0 | 10 | 2 | Hungarian | 0 | 3 | 6 |
| Armenian | 0 | 0 | 0 | Arabic | 0 | 0 | 0 |
| Persian | 0 | 0 | 0 | Hebrew | 0 | 0 | 0 |
| Gujarathi | 0 | 0 | 3 | African languages | 0 | 0 | 0 |
| Hindi | 0 | 0 | 2 | Other unspecified | 0 | 2 | 1 |
| Urdu | 0 | 0 | 0 | | | | |

Howard City Grosse Pointe Shores Coopersville Lake Ann Farmington Pewano Rochester Williamston Mackinae Island Sterling Heights Newberry Fremont Ravenna Stand Intercultural Institute Barnes Lake-Millers Lake Lyons Dearborn Bridgman Columbiaville Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Ancestry Summary

The table below provides the percentage of population with a historical national heritage within the three site bands. The data is based upon the 2000 Census SF3 dataset.

| ANCESTRY | 0-3 | 3-7 | 7-10 | ANCESTRY |
|---------------------|-------|-------|-------|--------------|
| | MILES | MILES | MILES | |
| Reporting ancestry | 0 | 3,826 | 4,933 | Irish |
| Arab | 0 | 12 | 2 | Italian |
| Armenian | 0 | 0 | 0 | Lithuanian |
| Austrian | 0 | 3 | 6 | Norwegian |
| British | 0 | 2 | 9 | Polish |
| Canadian | 0 | 25 | 39 | Portuguese |
| Croatian | 0 | 11 | 3 | Romanian |
| Czech | 0 | 11 | 11 | Russian |
| Czechoslovak | 0 | 8 | 6 | Scandinavian |
| Danish | 0 | 9 | 6 | Scotch-Irish |
| Dutch | 0 | 72 | 91 | Scottish |
| Inglish | 0 | 446 | 559 | Slovak |
| European | 0 | 21 | 21 | Subsaharan A |
| ïnnish | 0 | 9 | 18 | Swedish |
| French (not Basque) | 0 | 215 | 307 | Swiss |
| rench Canadian | 0 | 129 | 195 | Ukrainian |
| German | 0 | 1,008 | 1,405 | US/American |
| Greek | 0 | 8 | 5 | Welsh |
| lungarian | 0 | 32 | 35 | West Indian |
| ranian | 0 | 0 | 0 | Yugoslavian |
| | | | | Other |

| ANCESTRY | 0-3 | 3-7 | 7-10 |
|--------------------|-------|-------|-------|
| | MILES | MILES | MILES |
| Irish | 0 | 385 | 462 |
| Italian | 0 | 135 | 152 |
| Lithuanian | 0 | 2 | 11 |
| Norwegian | 0 | 30 | 23 |
| Polish | 0 | 308 | 334 |
| Portuguese | 0 | 0 | 1 |
| Romanian | 0 | 5 | 5 |
| Russian | 0 | 10 | 11 |
| Scandinavian | 0 | 8 | 2 |
| Scotch-Irish | 0 | 71 | 76 |
| Scottish | 0 | 115 | 113 |
| Slovak | 0 | 4 | 3 |
| Subsaharan African | 0 | 2 | 0 |
| Swedish | 0 | 42 | 34 |
| Swiss | 0 | 3 | 6 |
| Ukrainian | 0 | 8 | 9 |
| US/American | 0 | 386 | 577 |
| Welsh | 0 | 9 | 14 |
| West Indian | 0 | 0 | 1 |
| Yugoslavian | 0 | 5 | 0 |
| Other | 0 | 277 | 381 |

Waverig Lake Ann Flushing Bridgman Potterville Prudenville Alpha Eastpointe Martin Okemos Saugatuck Daggett Livonia Whittemore Kingsley Baraga Britton Bara Intercultural Institute L'Anse Bangor Farmington Hills Atlanta Schoolcraft Byron Decatur Joi Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Using the Demographic Indicators

Below are some issues related to the demographic indicators that you may want to consider as you review this site as a potential location for a new ministry or new congregation.

Issues for Your Consideration

- 1. The Demoscape information on page 19 highlights the rate of population change at the site compared to it's county from 1990 to a projected date 5 years from the current year. What changes do you see over time? How significant is this site location as a percentage of the county? Is this a growing, plateauing or declining location?
- 2. The age categories on pages 15 and 20 clearly indicate the site population in various age-graded groups. Which age groups are the largest at this site? What changes are projected in the next 5 years? What implications does this have for small groups and other ministries?
- 3. The racial/ethnic and education categories listed on pages 16 & 21 provide a window into the type of people that need to be reached at the site. What is the dominant racial/ethnic category that needs to be reached? What do the educational levels tell you about the ways in which you need to design your outreach and discipleship? What implications arise from the changes that are projected in the next 5 years?

g Arber Oxford Vandalla Nashville Armada Middleville Boyne Falls Mecosta Corunna Hopkins Iron Me Barryton Mackinac Island Carson City Palmer Greater Galesburg Leonard Intercultural Institute Estral Beach Wixom Rosebush Flat Rock Cass City Saginaw Townsh for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Using the Demographic Indicators

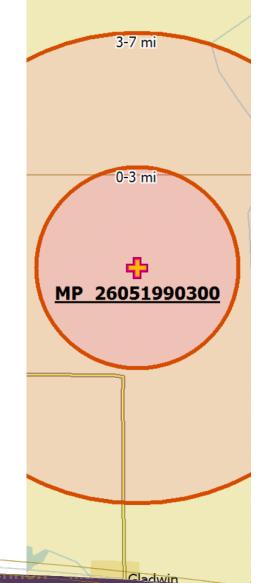
Issues for Your Consideration - continued

- 4. Socioeconomics has a profound effect on many aspects of ministry and missional design. Pages 17 & 22 highlight income categories at the site compared to county percentages and 5 year projections. What are the dominant economic categories for this location? How does this site compare to the rest of the country? How do family and non-family households compare economically at this site? What implications arise from the changes projected over the next 5 years? What are the implications for missional ministry?
- 5. A summary of family and non-family households, housing units, households by size and households by count of persons for both the site, the county and 5 year projections are listed on pages 18 & 23. What are the primary family types for this location? How does this site compare to the rest of the county? What changes are anticipated over the next 5 years? What are the implications for missional ministry?
- 6. The ethnic summary on pages 24, 25 & 26 provide an overview of the foreign-born population, language diversity and ancestry. From this information which groups of people are most significant at this site and in comparison to the country? How does this impact the development of new ministries and new congregations at this site?

rudenville Saugatuck Cass City Britton Manistee Farmington Hanover Bingham Farms Hart Ubly Fen Clinton Walkerville Copper City Hastings Elsie Port Sanilac Midlard Intercultural Institute Gaylord Sturgis Burton Sheridan Saline Niles Westwood Skidway Jor Confectual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry

In recent years, both George Barna and George Gallup have completed national polls that indicate that approximately 30% to 32% of the US population consider themselves "evangelical." However, their polling process interviews about 1000 statistically sampled people from which they derive this number. Simmons Market Research Bureau, the oldest and most authoritative source for market research in the US today, has conducted a similar poll. However, their methodology interviews approximately 27,000 people across the US. Their survey found that 31.9% of the US population consider themselves to be evangelical. The large sampling size enables IICM to cross reference their findings across the 60 MOSAIC lifestyle segments in the US. From this IICM has created an "Evangelscape dataset" that establishes the extent to which each of the 60 MOSAIC lifestyle segments are unreached in your site location.

This section of your MissionSite report provides one view of the number of households in your area that have not been reached with the gospel. To obtain a full Evangelscape report of your area you will want to purchase a TRIBALDEX report at MissionalContext.org. To create a neighborhood level map of the unreached status of your missional site area you will want to subscribe to the IICM mapping site at MissionalCulturescape.org.



Prescott Olivet St. Louis Kentwood Yale Baldwin Le Roy Elk Rapids Crystal Falls Climax Kings Forestville Utica Gwinn Middleville Okemos Wayne Michigan Centre Intercultural Institute Hope Vicksburg Tekonsha Keego Harbor Boyne Falls Greenville Duran for Contextual Ministry Contextual Ministry McBride Bancroft North Adams Byron Paw Paw La29

The table below lists 18 lifestyle segments in three social groups, A-Affluent Suburbia, B-Upscale America, and C-Small Town Success. For the 0-3 mile ring, the number of households is listed together with the percent of the band in that segment. The number of unreached households is also listed together with the percent of the total unreached that are in the segment.

| 2010 MOSAIC HHIds | 0-3 HH & Percent | | Unreached HH & Percent | |
|------------------------------|------------------|-------|------------------------|-------|
| Total | 1,061 | 100% | 727 | 100% |
| AFFLUENT SUBURBIA | 0 | 0% | 0 | 0% |
| America's Wealthiest | 0 | 0% | 0 | 0% |
| Dream Weavers | 0 | 0% | 0 | 0% |
| White Collar Suburbia | 0 | 0% | 0 | 0% |
| Upscale Suburbia | 0 | 0% | 0 | 0% |
| Enterprising Couples | 0 | 0% | 0 | 0% |
| Small Town Success | 0 | 0% | 0 | 0% |
| New Suburbia Fam. | 0 | 0% | 0 | 0% |
| UPSCALE AMERICA | 73 | 6.88% | 49 | 6.74% |
| Status Conscious Consumers | 0 | 0% | 0 | 0% |
| Affluent Urban Professionals | 0 | 0% | 0 | 0% |
| Urban Commuter Fam. | 73 | 6.88% | 49 | 6.74% |
| Solid Suburban Mix | 0 | 0% | 0 | 0% |
| 2nd Generation Success | 0 | 0% | 0 | 0% |
| Successful Urban Sprawl | 0 | 0% | 0 | 0% |
| SM TWN SUCCESS | 9 | 0.85% | 6 | 0.83% |
| 2nd City Homebodies | 0 | 0% | 0 | 0% |
| Prime Middle America | 0 | 0% | 0 | 0% |
| Urban Optimists | 0 | 0% | 0 | 0% |
| Family Convenience | 9 | 0.85% | 6 | 0.83% |
| Mid-Market Enterprise | 0 | 0% | 0 | 0% |

Carson City Linden Allegan Montrose Sanford Lawton Hazel Park Ossineke Swartz Creek Millersburg Carrollton Stephenson Calumet North Branch Iron Mountain Kingston Intercultural Institute Village of Clarkston Beecher Thompsonville Wyoming Forestville Source Dansville Ministry Confextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

The table below lists 15 lifestyle segments in three social groups, D-Blue Collar Backbone, E-American Diversity, and F-Metro Fringe. For the 0-3 mile ring, the number of households is listed together with the percent of the band in that segment. The number of unreached households is also listed together with the percent of the total unreached that are in the segment.

| 2010 MOSAIC HHIds | 0-3 HH & Percent | | Unreached HH & Percent | |
|---------------------------|------------------|--------|------------------------|--------|
| Total | 1,061 | 100% | 727 | 100% |
| BLUE COLLAR BACKBONE | 0 | 0% | 0 | 0% |
| Nuevo Hispanic Fam. | 0 | 0% | 0 | 0% |
| Working Rural Suburbia | 0 | 0% | 0 | 0% |
| Lower Income Essentials | 0 | 0% | 0 | 0% |
| Small Town Endeavors | 0 | 0% | 0 | 0% |
| AMER. DIVERSITY | 631 | 59.47% | 456 | 62.72% |
| Ethnic Urban Mix | 0 | 0% | 0 | 0% |
| Urban Blues | 0 | 0% | 0 | 0% |
| Professional Urbanites | 627 | 59.1% | 453 | 62.31% |
| Urban Advancement | 4 | 0.38% | 3 | 0.41% |
| Amer. Great Outdoors | 0 | 0% | 0 | 0% |
| Mature America | 0 | 0% | 0 | 0% |
| METRO FRINGE | 0 | 0% | 0 | 0% |
| Steadfast Conservative | 0 | 0% | 0 | 0% |
| Moderate Conventionalists | 0 | 0% | 0 | 0% |
| Southern Blues | 0 | 0% | 0 | 0% |
| Urban Grit | 0 | 0% | 0 | 0% |
| Grass-Roots Living | 0 | 0% | 0 | 0% |

ersburg Springport Twin Lake Walker Bellaire Grayling Kingston Burton Dearborn Heights Sunfield J Detroit Beach Middleville Freeport Emmett Belding Ann Arbor Ubly Intercultural Institute gan Center Posen Forest Hills Midland Empire Bridgeport Richland Vor Gontextual Ministry Confectual Ministry States States

The table below lists 13 lifestyle segments in three social groups, G-Remote America, H-Aspiring Contemporaries, and I-Rural Villages & Farms. For the 0-3 mile ring, the number of households is listed together with the percent of the band in that segment. The number of unreached households is also listed together with the percent of the total unreached that are in the segment.

| 2010 MOSAIC HHIds | 0-3 HH & Percent | | Unreached HH & Percent | |
|----------------------------|------------------|--------|------------------------|--------|
| Total | 1,061 | 100% | 727 | 100% |
| REMOTE AMERICA | 263 | 24.79% | 160 | 22.01% |
| Hardy Rural Fam. | 263 | 24.79% | 160 | 22.01% |
| Rural Southern Living | 0 | 0% | 0 | 0% |
| Coal & Crops | 0 | 0% | 0 | 0% |
| Native America | 0 | 0% | 0 | 0% |
| ASPIRING CONTEMP'S | 0 | 0% | 0 | 0% |
| Young Cosmopolitans | 0 | 0% | 0 | 0% |
| Minority Metro Communities | 0 | 0% | 0 | 0% |
| Stable Careers | 0 | 0% | 0 | 0% |
| Aspiring Hispania | 0 | 0% | 0 | 0% |
| RURAL VILLAGES & FARMS | 62 | 5.84% | 42 | 5.78% |
| Industrious Country Living | 62 | 5.84% | 42 | 5.78% |
| America's Farmland | 0 | 0% | 0 | 0% |
| Comfy Country Living | 0 | 0% | 0 | 0% |
| Small Town Connections | 0 | 0% | 0 | 0% |
| Hinterland Fam. | 0 | 0% | 0 | 0% |

wn City Harrison Hillsdale West Branch Daggett Free Soil Big Bay Pentwater Farmington Detroit Beach Harrison New Era New Haven Grand Blanc Croswell Rogers City Intercultural Institute Clawson Flint Lapeer Boyne Falls Lake Linden Hamtramck Canada ©Copyright 2012, Intercultural Institute for Contextual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry Crosse IIe Livonia Manistique Owendale Caledonia Caro

The table below lists 14 lifestyle segments in three social groups, J-Struggling Societies, K-Urban Essence, and L-Varying Lifestyles. For each the 0-3 mile ring, the number of households is listed together with the percent of the band in that segment. The number of unreached households is also listed together with the percent of the total unreached that are in the segment.

| 2010 MOSAIC HHIds | 0-3 HH & Percent | | Unreached HH & Percent | |
|--------------------------|------------------|-------|------------------------|-------|
| Total | 1,061 | 100% | 727 | 100% |
| STRUGGLING SOCIETIES | 18 | 1.7% | 11 | 1.51% |
| Rugged Southern Style | 18 | 1.7% | 11 | 1.51% |
| Latino Nuevo | 0 | 0% | 0 | 0% |
| Struggling city Centers | 0 | 0% | 0 | 0% |
| College Town Communities | 0 | 0% | 0 | 0% |
| New Beginnings | 0 | 0% | 0 | 0% |
| URBAN ESSENCE | 5 | 0.47% | 3 | 0.41% |
| Unattached Multicultures | 0 | 0% | 0 | 0% |
| Academic Necessities | 5 | 0.47% | 3 | 0.41% |
| Af. Amer. Neighborhoods | 0 | 0% | 0 | 0% |
| Urban Diversity | 0 | 0% | 0 | 0% |
| New Generation Activists | 0 | 0% | 0 | 0% |
| Getting By | 0 | 0% | 0 | 0% |
| VARYING LIFESTYLES | 0 | 0% | 0 | 0% |
| Military Family Life | 0 | 0% | 0 | 0% |
| Major University Towns | 0 | 0% | 0 | 0% |
| Gray Perspectives | 0 | 0% | 0 | 0% |

Berkley Battle Creek Shepherd Onekama Belleville Romeo Davison Byron Orchard Lake Village North New Baltimore Palmer Three Rivers Farmington Hills Fowler Oxford Melvindale Montgomery Potterville Harrison Bancroft Sherwood Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Identifying Focus Groups in this Location

Within the 0-3 mile, 3-7 mile and 7-10 mile bands of this site location, there are several types of people groups including ethnic, lifestyle, lifestage, and socio-religious people groups. A focus group is a group of people to whom you feel especially called to reach. Below are some suggestions regarding identifying focus groups in this site location.

Issues for Your Consideration

- 1. Review the current demographic summary on pages 14-18 for this site location. What demographic groups are prevalent in this particular site location?
- 2. Next take a look at the projected demographic summary on pages 19-23. What increase or decrease is expected for these groups in this site location?
- 3. Review the current ethnic summary on pages 24-26. What ethnic groups are prevalent in this site location?
- 4. Review the unreached households by lifestyle segment on pages 30-33. Which social groups have the largest number of unreached households? Which lifestyle groups have a significant number of unreached households?
- 5. Compile your answers to numbers 1 through 4 and begin prayerfully prioritizing the list of people groups that you could attempt to reach in this location. Which groupings would appear to culturally "fit" together well? Which groups likely need special consideration in developing a culturally appropriate new missional ministry or congregation?

Quincy Morenci Shepherd Lost Lake Woods Imlay City Beecher K. I. Sawyer AFB Sand Lake Roose Richland Martin Byron Center Lake Ann Michigamme Montrose Prescord Intercultural Institute Muir Temperance Oscoda Pellston Weidman Inkster Reese Grand Got Confertual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

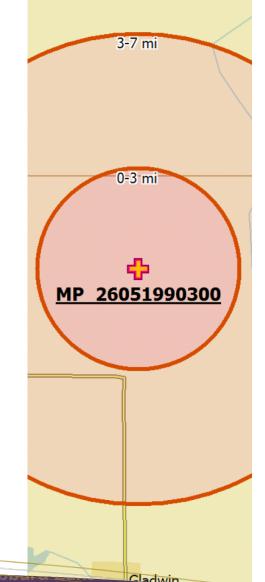
Potential Cultural Bridges

Donald McGavran in his book, The Bridges of God, emphasized the need for people to come to faith within the context of their own culture. "People like to become Christians without crossing racial, lignuistic, or class barriers." In addition, research into evangelism suggests that most people come to faith in Christ as the result of the witness of a Christian with whom they have a close personal relationship (mostly a friend or a relative).

Missional congregations intentionally release their people to permeate the community in order to develop relational bridges across which they can present Christ. These relational bridges usually are established in some context: arts & cultural organizations, sports teams and sporting events, park & recreational facility use, community organizations, community cultural events, and community social concerns and needs.

Thus, cultural bridges are those characteristics that could be used to build relationships with people in the lifestyle group. Various activities, interests, or opinions (AIO) represented among the consumer behavior characteristics of the lifestyle groups in the comunity offer ways for believers to build relationships with people in those lifestyle groups and through that relationship impact them for Christ.

[i] McGavran, Donald A. The Bridges of God. Revised edition. (New York: Friendship Press, 1981).



Ivonia Farwell Lapeer South Gull Lake Spring Lake Walled Lake Republic Pearl Beach Houghton Lake Big Rapids Cadillac Norton Shores Springfield Ortonville Mackinav Intercultural Institute Whittemore Sterling Bay City Kentwood Fenton Weidman Wyomin Intercultural Institute City Portland Copyright 2012, Intercultural Institute for Contextual Ministry Clio St. Clair Shores Parma Reese Breedsville Atla35

Potential Cultural Bridges

The tables below list 20 consumer behavior variables related to computer and internet use at this mission site. For each of the three bands - 0-3 miles, 3-7 miles, 7-10 miles - the percent of the households in the missional site location that participate in the activity is given. For more detailed information, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org

| BRIDGES | 0-3 | 3-7 | 7-10 |
|-------------------------------|-------|-------|-------|
| | MILES | MILES | MILES |
| PC-HH Own | 76% | 76% | 75% |
| Use Comp. for Internet/E-mail | 63% | 61% | 59% |
| Internet Use: E-Mail | 54% | 51% | 48% |
| Use Comp. for Word Processing | 48% | 45% | 40% |
| Use Comp. for Comp. Games | 36% | 37% | 39% |
| Use Comp. for Digital Camera | 35% | 34% | 33% |
| Photo Editing | | | |
| Use Comp. for Shopping | 34% | 33% | 32% |
| Use Comp. for News/Info./Data | 30% | 26% | 23% |
| Service | | | |
| Use Comp. for Banking | 29% | 29% | 28% |
| HH Owns DVD Player | 29% | 29% | 28% |
| | | | |

| BRIDGES | 0-3 | 3-7 | 7-10 |
|-----------------------------------|-------|-------|-------|
| | MILES | MILES | MILES |
| Internet Use: News/ Weather | 28% | 25% | 23% |
| Use Comp. for Education | 28% | 27% | 27% |
| Internet Use: Banking | 24% | 24% | 23% |
| Use Comp. for Personal Financial | 20% | 18% | 15% |
| Mngmnt | | | |
| Use Comp. for Accounting | 19% | 18% | 16% |
| Use Comp. for Filing/DB Mngmnt | 17% | 15% | 13% |
| PC-Network-HH Has One | 17% | 15% | 14% |
| Internet Use: Shopping: Gathered | 14% | 12% | 11% |
| Info. for Shopping | | | |
| Internet Use: Shopping: Made A | 13% | 13% | 12% |
| Purchase | | | |
| Internet Use: Travel Reservations | 12% | 11% | 9% |
| | | | |

Saranac Wolf Lake Detroit Farmington Dearborn Melvin Level Park-Oak Park Gladwin Tekonsha Ro Te

The tables below lists 20 consumer behavior variables related to top leisure activities, auto maintenance, prescription drug use, and diet control at this mission site. For each of the three bands - 0-3 miles, 3-7 miles, 7-10 miles - the percent of the households in the entire missional site location that participate in the activity is given. For more detailed information, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| BRIDGES | 0-3 | 3-7 | 7-10 | |
|-------------------------------|-------|-------|-------|--|
| | MILES | MILES | MILES | |
| Dining Out (Not Fast Food) | 63% | 59% | 56% | |
| Listening To Music | 62% | 62% | 63% | |
| Reading Books | 62% | 59% | 55% | |
| Card Games | 46% | 46% | 45% | |
| Gardening | 42% | 42% | 40% | |
| Go To A Beach/Lake | 39% | 37% | 35% | |
| Cooking for Fun | 34% | 33% | 33% | |
| Board Games | 27% | 30% | 31% | |
| Visit Museum | 24% | 22% | 19% | |
| Photography | 21% | 20% | 19% | |
| | | | | |

| BRIDGES | 0-3 | 3-7 | 7-10 |
|----------------------------|-------|-------|-------|
| | MILES | MILES | MILES |
| Any Ailment | 73% | 71% | 70% |
| Gen./Fam. Practitioner | 42% | 41% | 42% |
| Dentist | 37% | 33% | 29% |
| Eye Dr. | 28% | 24% | 23% |
| Hypertension/High Blood | 23% | 22% | 22% |
| Pressure | | | |
| High Cholesterol | 21% | 20% | 19% |
| Backache | 21% | 21% | 22% |
| Any Arthritis | 20% | 19% | 19% |
| None Of These | 17% | 18% | 19% |
| Arthritis (Osteoarthritis) | 17% | 16% | 15% |



The tables below lists 20 consumer behavior variables related to attending performances, movies and sporting events at this mission site. For each of the three bands - 0-3 miles, 3-7 miles, 7-10 miles - the percent of the households in the entire missional site location that participate in the activity is given. For more detailed information, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| BRIDGES | 0-3 | 3-7 | 7-10 | BRIDGES |
|--------------------------|--------|--------|--------|------------------------|
| | MILES | MILES | MILES | |
| ive Theater | 29.32% | 24.96% | 20.95% | Movies: Mystery |
| Concert | 28.63% | 26.71% | 25.33% | Movies: Romantic Com |
| ive Theater Most Often | 24.54% | 21.05% | 17.72% | Movies: Fam. |
| lassical Concerts Most | 12.36% | 9.86% | 7.49% | College Football Reg. |
| Often | | | | Season |
| ance Performance | 10.01% | 9.41% | 8.62% | MLB Baseball Reg. Sea |
| ock/Pop Concerts Most | 9.16% | 9.42% | 10.61% | NFL Football Reg. Seas |
| often | | | | College Basketball Reg |
| Iovies: Action/Adventure | 35.88% | 36.68% | 36.4% | Season |
| lovies: Comedy | 33.43% | 33.79% | 34.22% | Golf Tournament |
| Novies: Drama | 23.37% | 22.08% | 19.81% | College Football |
| | | | | Dest Cases |

18.56% 19.37% 18.6% 18.84% 7.76% 6.52% 7.62% 7% 5.7% 6.43% 4.39% 4.04% 2.56% 1.68% 2.77% 1.96% Post-Season

3-7

MILES

18.32%

7-10

MILES

16.4%

bids Columbiaville Homer Intercultural Institute Decatur Ministry nden Croswel Norwa 38 cultural

The tables below lists 28 consumer behavior variables related to fitness participation at this mission site. For each of the three bands -0-3 miles, 3-7 miles, 7-10 miles - the percent of the households in the entire missional site location that participate in the activity is given. For more detailed information, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org

| BRIDGES | 0-3 | 3-7 | 7-10 | BRIDGES | BRIDGES 0-3 | BRIDGES 0-3 3-7 |
|----------------------|--------|--------|--------|--------------------|--------------------------|--------------------------------|
| | MILES | MILES | MILES | | MILES | MILES MILES |
| Walking for Exercise | 49.86% | 47.29% | 43.74% | Aerobics | Aerobics 10.28% | Aerobics 10.28% 9.64% |
| Swimming | 34.36% | 34.51% | 33.72% | Canoeing/Kayaking | Canoeing/Kayaking 9.57% | Canoeing/Kayaking 9.57% 11.29% |
| Golf | 18.87% | 16.78% | 14.87% | Hunting | Hunting 9.38% | Hunting 9.38% 12.88% |
| Bowling | 18.73% | 20.25% | 20.8% | Backpacking/Hiking | Backpacking/Hiking 8.34% | Backpacking/Hiking 8.34% 9.25% |
| Freshwater Fishing | 18.44% | 21.63% | 22.56% | Saltwater Fishing | Saltwater Fishing 8.32% | Saltwater Fishing 8.32% 8.61% |
| Mountain/Road Biking | 15.19% | 14.83% | 14.15% | Target Shooting | Target Shooting6.87% | Target Shooting6.87%8.57% |
| Power Boating | 14.49% | 14.47% | 12.95% | Baseball | Baseball 6.77% | Baseball 6.77% 7.83% |
| Camping Trips | 14.26% | 17.37% | 18.71% | Yoga | Yoga 6.72% | Yoga 6.72% 6.49% |
| Stationary Cycling | 14.24% | 13.17% | 12.14% | Softball | Softball 6.68% | Softball 6.68% 7.75% |
| Billiards/Pool | 13.93% | 15.6% | 16.77% | Tennis | Tennis 6.15% | Tennis 6.15% 5.51% |
| Using Cardio Machine | 13.92% | 13.17% | 12.45% | Horseback Riding | Horseback Riding 5.38% | Horseback Riding 5.38% 7.05% |
| Weight Training | 13.38% | 12.97% | 12.8% | Soccer | Soccer 5.38% | Soccer 5.38% 5.56% |
| Jogging/Running | 13.31% | 13.53% | 13.17% | Volleyball | Volleyball 5.22% | Volleyball 5.22% 6.12% |
| Basketball | 10.45% | 12.11% | 12.96% | Sailing | Sailing 5.08% | Sailing 5.08% 4.96% |

Potterville Clinton Baraga Kalkaska Carney Baldwin Center Line Birmingham Sturgis Michigame Mancelona Keego Harbor Lake Fenton Norway Michiana Port Sanil Intercultural Institute erly Hills Stanwood Armada Vermontville Lyons Chelsea Bellaire Model Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

The tables below lists 20 consumer behavior variables related to fitness participation at this mission site. For each of the three bands - 0-3 miles, 3-7 miles, 7-10 miles - the percent of the households in the entire missional site location that participate in the activity is given. However, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org

| BRIDGES | 0-3 | 3-7 | 7-10 | BRIDGES |
|----------------------|-------|-------|-------|-----------------------|
| | MILES | MILES | MILES | |
| Water Skiing | 4.7% | 5.61% | 5.81% | Snowmobiling |
| Ice Skating | 4.65% | 5.04% | 5.4% | Rowing |
| Motorcycling | 4.35% | 5.4% | 6.36% | Auto Racing |
| Downhill & X-Country | 4.29% | 4.75% | 4.95% | Skateboarding |
| Skiing | | | | Rock Climbing |
| Football | 4.12% | 5.32% | 6.72% | Racquetball |
| Fly Fishing | 4.11% | 4.84% | 5.09% | Hockey |
| Roller Skating | 3.58% | 4.51% | 5.22% | Snowboarding |
| Snorkeling | 3.55% | 3.79% | 4.13% | Martial Arts |
| Jet Skiing | 3.52% | 3.88% | 4.23% | Surfing & Windsurfing |
| Archery | 3.43% | 4.36% | 5.09% | |
| | | | | |

| BRIDGES | 0-3 | 3-7 | 7-10 |
|-----------------------|-------|-------|-------|
| | MILES | MILES | MILES |
| Snowmobiling | 2.84% | 3.69% | 4.49% |
| Rowing | 2.82% | 2.98% | 3.13% |
| Auto Racing | 2.28% | 2.78% | 3.5% |
| Skateboarding | 2.23% | 2.69% | 3.2% |
| Rock Climbing | 2.11% | 2.45% | 2.96% |
| Racquetball | 1.99% | 2.43% | 3.17% |
| Hockey | 1.93% | 2.26% | 3.04% |
| Snowboarding | 1.81% | 2.28% | 2.9% |
| Martial Arts | 1.54% | 2.08% | 2.66% |
| Surfing & Windsurfing | 1.27% | 1.78% | 2.27% |

wberry Bangor Three Rivers St. Clair Shores Plainwell Millersburg Freeport Kentwood Grosse Pointe We Estral Beach Reed City Armada Douglas Troy Center Line Edmore Intercultural Institute Lake Linden Negaunee Dryden Essexville Laingsburg Woodland Beach for Contextual Ministry amocopyright 2012, Intercultural Institute for Contextual Ministry Eaton Banids Linden New Era Plymouth Springfield Millington

Potential Cultural Barriers -- Introduction (part 1)

Most community barriers are related to some aspect of culture that stand in the way of some segments of society having the understanding or acceptance necessary to come to faith in Jesus Christ. These barriers inhibit the flow of the gospel within a people grouping. Other types of barriers include biblical barriers and ecclesial barriers.

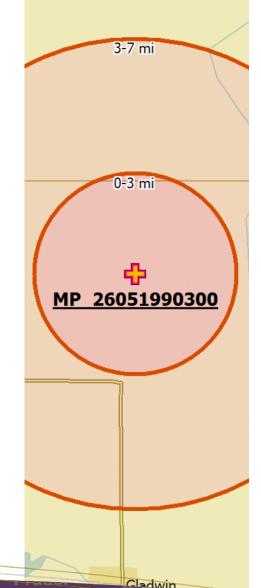
BIBLICAL BARRIERS

The term Biblical barriers, is used to describe aspects of biblical truth that are offensive to the community. Biblical barriers can be divided into two types: 1) barriers based on clear, biblical teaching; 2) barriers based on the cultural application of biblical principles. Barriers caused by clear, biblical teaching cannot be eliminated without compromising the truth of scripture. Application barriers should be re-evaluated in light of the culture of the people group to verify that the application is transcultural instead of culture-specific.

ECCLESIAL BARRIERS

Ecclesial barriers are barriers that arise from the perceptions that people outside the church have of the church, its people, its programming, and it' leadership. In a classic study of the attitudes of the unchurched, people were asked: "What keeps people like you from considering the Christian faith?" Approximately 75 percent of unchurched people answered the question by referring t oan ecclesial barrier. "They resist becoming Christians because they 'don't want to become like church people'"[i]

[i] Hunter, George G., Jr. Church for the Unchurched. (Smyma: Abingdon Press, 1996), 59.



North Muskegen Hazel Park Comstock Park Turner Kinde Coldwater Sunfield Au Sable Three Rivers Bride Freeland Norway Clio Quinnesec Wakefield Pinckney Mattawan Intercultural Institute Pier Caseville Waldron Newberry Pigeon Bancroft Barton Hills Gibra for Contextual Ministry Corpyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Spring Arbor Inkster Peck 41

Potential Cultural Barriers -- Introduction (part 2)

CULTURAL BARRIERS OF UNDERSTANDING

Cultural barriers may impede either understanding or acceptance. Cultural barriers of understanding occur because of problems with the communication of the message. Often people do not understand the gospel when it is presented to them.

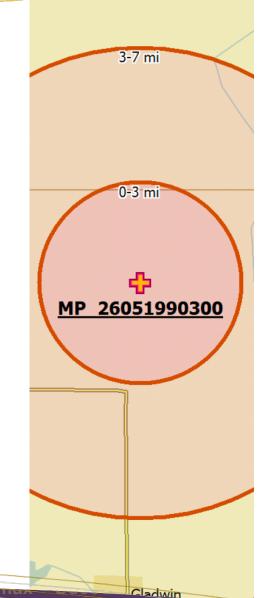
CULTURAL BARRIERS OF ACCEPTANCE

Christian Subculture

Cultural barriers of acceptance occur because of a variety of problems, including those related to the Christian sub-culture as well as the culture of the hearer. Sometimes unchurched people have understood that they must adopt the evangelical Christian subculture in order to come to faith -- and become like "church people" -- including dressing like them, participating in all of the church functions and activities, passively following church leadership, not questioning aspects of Christian faith and beliefs, and ignoring the poor and minorities.

Unreached People Group

Sometimes cultural aspects from within the unchurched people group -- currently held values, attitudes & behaviors are seen as antithetical to Christianity, which inhibits them from coming to faith. Some aspects of culture may be redeemed for God's glory and used to please him. Other cultural aspects are so perverted by sin that they cannot be used without syncretizing. In order to identify cultural barriers of acceptance, missional congregations develop relationships within the cultural group and seek to understand who they are and what an indigenous church would look like among them in order to eliminate unnecessary barriers that have been identified that the missionary should consider in reaching out to the lifestyle segments in this site location.



Aurr Oak Hamtramck Grass Lake Benzonia Kingsley Reed City Buena Vista Shelby Battle Creek Richme Tomer Hopkins Bronson Byron Center Jackson Bad Axe South Gull Lake Force Falls, Tecumseh Manch Kalamazoo Farmington Hills Big Rapids Croswell Pellston Marquette St. Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Contextual Ministry Cladwin, Clipton, Stanwood, MaRain, Matamara 42

Potential Cultural Barriers:

The tables below list 24 personal attitude variables related to cultural barriers at this mission site. For each of the three bands -- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the household in the entire missional site location that participate in the activity is given. For more detailed information, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| BARRIERS | 0-3 MILES | 3-7 MILES | 7-10 MILES | BARRIERS | | 0-3 MILES | 3-7 MILES | 7-10 MILES |
|--|--------------|--------------|---------------|---------------------------------|------------------------------------|--------------|--------------|---------------|
| Important Continue Learning New Things | 50% | 50% | 50% | Like To Pursue Challenge/Nov | | 18% | 17% | 18% |
| Prefer To Have Few Possessions As Possible | 42% | 38% | 35% | | Dut In A Crowd rent Job for The | 17% 17% | 17% 16% | 18% 16% |
| Find It Difficult To Say No To My Kids | 37% | 36% | 36% | Money Too Much Spo | nsorship In | 15% | 17% | 19% |
| Speak My Mind Even If It Upsets People | 34% | 34% | 35% | Arts/Sports Rarely Sit Dow | n to a Meal | 15% | 15% | 16% |
| If Won Lottery Would Never Work Again | 34% | 30% | 26% | Together At Ho Happy With M | ome | 15% | 14% | 13% |
| Woman's Place Is In The Home Like Control Over People And | 32% 31% | 33% 31% | 34% 32% | Living | ive for Equality for | 12% | 11% | 11% |
| Resources Like To Do Unconventional | 31% | 31% | 31% | All I Am A Workał | | 10% | 12% | 13% |
| Things Money Is Best Measure Of | 29% | 29% | 29% | | ple Get What They | | 9% | 10% |
| Success Friends More Important Than My | | 26% | 26% | | To Change My | 8% | 8% | 7% |
| Fam. | | | | Indulge My Kic | Is With The Little | 7% | 8% | 8% |
| Don't Judge People/Way They Live Life | 27% | 28% | 28% | - | e Up Time With | 5% | 5% | 6% |
| Marijuana Should Be Legalized | 20% | 19% | 18% | Fam. To Adva | nce | | | |

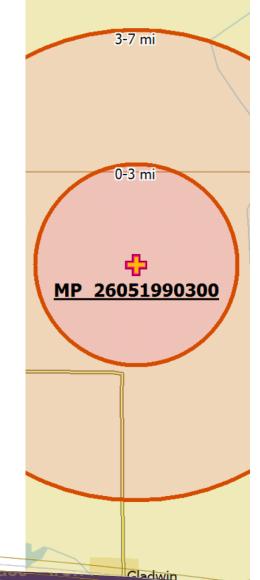
Lansing Parma Crosseli Clinton Northview Indian River Norton Shores Pelisten Birch Run Yale Port Allen Rothbury Carson City Lakewood Club Tustin Tecumseh Westland Intercultural Institute Mendon Flint Pinconning Wolverine Lake Niles Bessemer Berrien Son Confextual Ministry Coopyright 2012, Intercultural Institute for Contextual Ministry Coopyright 2012, Intercultural Institute for Contextual Ministry Coopyright 2012, Intercultural Institute for Contextual Ministry

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Potential Cultural Themes

Typically many Christians explain the gospel the way it was presented to them. However, today many nonbelievers in North America do not have a Christian background nor do they have any interest in the Christian Church or Christianity. Because of this the gospel messages that they have "heard" (with their ears or eyes on TV) has not registered in their mind, heart or soul -- truly they have not actually "heard" (in the Biblical sense of the word) the gospel yet. They need to hear the gospel in a way that grips them where they live.

Cultural themes that arise from their attitudes, beliefs, and life stories provide a significant way for missionaries to share the gospel in their own terms. Just as missionaries in Papua New Guinea shared the story of the legendary "peace child" that a jungle tribe anticipated from their folklore, so too missionaries to this site location need to take "themes" out of the culture to use in sharing the gospel in a fresh and culturally appropriate way. This section provides many significant thems that may be considered as a basis for developing a contextual gospel presentation to people in this site location.



onon Bancroft Pentwater Riverview Kingsford Stanwood Harrietta Saginaw Pellston Detroit Beach Val enta Pleasant Ridge Paw Paw Lake Linden Fowler Corunna Utica Dures Intercultural Institute opersville Harrison East Lansing Hastings Beaverton Okemos Haslett Contextual Ministry Caspian Carson City Houghton Lake Odessa Trow 44 Copyright 2012, Intercultural Institute for Contextual Ministry Southfield Rockwood Gibraltar Grosse Pointe Park

Potential Cultural Themes:

The tables below list 24 personal attitude variables related to cultural themes at this mission site. For each of the three bands-- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the households in the entire missional site location that participate in the activity is given. For more detailed information, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| THEMES | 0-3 | 3-7 | 7-10 | THEMES | 0-3 | 3-7 | l |
|--------------------------------|-------|-------|-------|----------------------------------|-------|-------|---|
| | MILES | MILES | MILES | | MILES | MILES | |
| Important To Respect Customs | 65% | 63% | 60% | Real Men Don't Cry | 16% | 16% | |
| And Beliefs | | | | Try Not To Worry About The | 15% | 14% | |
| You Should Seize Opportunities | 60% | 59% | 58% | Future | | | |
| In Life | | | | Is An Important Part Of Who I Am | 15% | 16% | |
| Prefer To Have Few | 42% | 38% | 35% | Worried About Pollution Caused | 14% | 14% | 1 |
| Possessions As Possible | | | | By Cars | | | |
| Like To Understand About | 39% | 37% | 36% | Looking for New Ideas To Improve | 13% | 14% | 1 |
| Nature | | | | Home | | | |
| Important Feel Respected By My | 34% | 34% | 34% | Provide My Kids With The Little | 7% | 8% | 1 |
| Peers | | | | Extras | | | |
| Prefer Work Part Of Team Than | 33% | 33% | 34% | Enjoy Spending Time With My | 6% | 7% | ę |
| Alone | | | | Fam. | | | |
| Important To Juggle Various | 29% | 29% | 30% | Decor Particular Interest To Me | 5% | 6% | Ę |
| Tasks | | | | Like Spending Most Time With | 5% | 5% | 5 |
| Good At Fixing Things | 28% | 28% | 29% | Fam. | | | |
| Have Keen Sense Of Adventure | 27% | 25% | 25% | Feel Very Alone In The World | 4% | 5% | 6 |
| People Have To Take Me As | 24% | 23% | 22% | Children Should Be Allowed To | 4% | 4% | 5 |
| They Find Me | | | | Express Themselves | | | |
| Like To Just Enjoy Life | 24% | 23% | 23% | Would Like To Set Up Own | 3% | 3% | 3 |
| Consider Myself Interested In | 18% | 19% | 19% | Business | | | |
| The Arts | | | | | | | |

IIIe Burton Keego Harbor Canadian Lakes White Cloud Chesaning East Grand Rapids Caledonia Bancro Grant Coloma White Pigeon Perrinton Zeeland Portland Houghton Intercultural Institute S City Gladwin Custer Farwell Oak Park Caseville Corunna Imlay City Confectual Ministry (or Confectual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Contextual Ministry

Potential Shared Places

While missional strategy is important, unless someone begins a missional relationship with a non-believer and sharges the gospel with them the missional strategy is ineffective. A key component of missions is "hanging out" with lost people in order to build relationships and to allow the Holy Spirit to use us in moving them toward the claims of the gospel. This section provides some ideas of where to hang out -- where to meet people in the lifestyle segment you are attempting to reach.

Omer Clifford Michigamme Algonac Madison Heights Lakewood Club Stony Point Charlotte Holland Epherd Grosse Pointe Galesburg Level Park-Oak Park Ellsworth Manister Intercultural Institute nton Roosevelt Park Bear Lake Saranac Addison Tecumseh Hudson Contextual Ministry Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Context

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Potential Shared Places:

The tables below list 24 shared variables related to shared places at this mission site. For each of the three bands - 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the households in the entire missional site location that frequent the place is given. However, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| PLACE | 0-3 | 3-7 | 7-10 | PLACE | | 0-3 | 0-3 3-7 |
|------------------------|--------|--------|--------|-------------------------|--------------|--------------------|---------------------------|
| | MILES | MILES | MILES | | | MILES | MILES MILES |
| Fam. Restaurants/Steak | 84.65% | 83.32% | 82.35% | Kentucky Fried C | hicken (KFC) | hicken (KFC) 16.7% | hicken (KFC) 16.7% 18.91% |
| Houses-Visit Any | | | | Red Lobster | | 16.34% | 16.34% 15.95% |
| Fast Food/Drive-In | 80.18% | 81.98% | 83.72% | Cracker Barrel | | 15.6% | 15.6% 15.05% |
| Restaurant-Visit Any | | | | Pizza Hut | | 15.54% | 15.54% 16.98% |
| McDonald's | 54.5% | 55.85% | 56.32% | IHOP (International Hor | use Of | use Of 13.38% | use Of 13.38% 12.38% |
| Burger King | 31.84% | 34.17% | 36.21% | Pancakes) | | | |
| Subway | 27.61% | 30.05% | 30.64% | Dunkin' Donuts | | 10.9% | 10.9% 10.45% |
| Applebee's | 26.49% | 25.1% | 25.39% | Denny's | | 10.83% | 10.83% 10.8% |
| Wendy's | 25.57% | 25.65% | 26.28% | Chick-Fil-A | | 10.8% | 10.8% 10.44% |
| Olive Garden | 22.54% | 20.5% | 19.18% | Chili's Grill and Bar | | 10.58% | 10.58% 10.25% |
| Taco Bell | 20.95% | 22.3% | 24.77% | Starbucks | | 10.44% | 10.44% 9.51% |
| Outback Steakhouse | 17.61% | 16.35% | 14.35% | Bob Evans | | 9.42% | 9.42% 8.91% |
| Arby's | 17.33% | 19.51% | 21.64% | Ruby Tuesday | | 9.36% | 9.36% 9.22% |
| Dairy Queen | 17.18% | 18.53% | 19.56% | | | | |

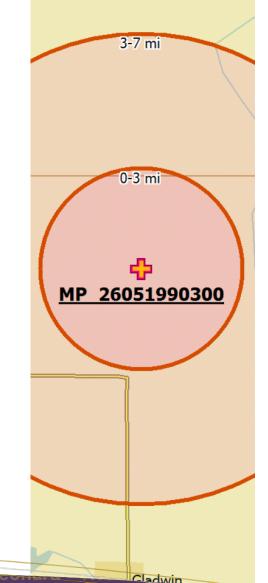
wood Comstock Northwest Birch Run Saginaw Grand Beach Durand Estrai Beach Grayling Daggett Gu Branch Gladwin North Branch Clinton Tecumseh Litchfield Morley Hor Gity Onsted Sherwood Ma on Ann Arbor Buckley Southfield Oakley Standish Ludington Spring Contextual Ministry Contextual Ministry Whitehall Riverview Richland Burton Michigamme 47

Potential Shared Projects

Shared projects are those social or community projects in which people at this site location are involved that Christians could join in with them as a means of developing relationships while "serving with them." So often Christians either expect nonbelievers to come to them ("come to our church service or event") or the church creates a social type activity (church softball league, etc) in the community to invite nonbelievers to attend or join. These type of church-sponsored events and activities are often intimidating to a nonbeliever.

Shared projects are community activities that already exist in the missional site location in which nonbelievers are already participating. When missional believers, who live in the community, join community organizations and participate in community events, they have opportunities to be salt and light in their neighborhoods.

This section of the MissionSite report provides a list of common community activities together with the percentage of the site location that we would expect to be already participating. Find these community organizations, activities or events and join in with others in your community! What a way to build evangelistic relationships!



ekinae Island Fraser Leslie Applegate Muskegon Morrice Springport Eau Claire Swartz Creek Sand Lak and Ledge Bancroft Argentine Petoskey Dowagiac Armada Casnovia Intercultural Institute Auburn Hills Troy Sparta Sandusky Plainwell Frankfort Beechwood Burn Contextual Ministry (or Contextual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry Contextual Ministr

Potential Shared Projects

The tables below list 12 attitude variables related to shared projects at this mission site. For each of the three bands-- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the households in the entire missional site location that participate in the activity is given. However, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| PROJECTS | 0-3 | 3-7 | 7-10 |
|---------------------------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Voted in fed/state/local election | 52.39% | 50.26% | 49% |
| Recycled products | 43.64% | 40.69% | 37.77% |
| Worked as volunteer (non political) | 19.81% | 19.07% | 18.01% |
| Engaged in fund raising | 10.28% | 10.33% | 10.39% |
| Religious club member | 7.58% | 7.54% | 7.34% |
| Wrote to elected offcl about publ bus | 7.36% | 7.01% | 6.5% |

| PROJECTS | 0-3 | 3-7 | 7-10 |
|---------------------------------|-------|-------|-------|
| | MILES | MILES | MILES |
| Wrote to editor of mag or | 6.67% | 6.27% | 5.87% |
| newspaper | | | |
| Addressed a public meeting | 6.22% | 5.98% | 5.5% |
| Charitable Organization | 6.18% | 5.7% | 5.46% |
| Union member | 5.78% | 5.86% | 5.76% |
| Took active part in local civic | 5.55% | 5.54% | 5.43% |
| issue | | | |
| Fraternal order member | 5.37% | 5.4% | 5.38% |

Kidway Lake Casnovia Powers New Buffalo Boyne City Stevensville Grosse Pointe Shores Marysville La White Pigeon Lake Michigan Beach South Gull Lake Allen Park Tawas <u>Intercultural Institute</u> Vestland Twin Lake Hancock Muskegon Manistique Galesburg Hudson Confectual Ministry Confectual Institute for Contextual Ministry Confectual Institute for Contextual Ministry Confectual Confectual Institute for Contextual Ministry Confectual Confectual Confectual Confectual Confectual Ministry Confectual Confectual Confectual Confectual Ministry Confectual Con

Communication Media Content

The media-saturated 21st century poses both unique challenges and unique opportunities for missional leaders today. A major challenge you will face in this missional site location is cutting through the many layers of media that bombard your intended audience. Through the din of competing voices, the message of the gospel needs to become a clarion call.

Understanding the type of media content people in your site location use may help you to begin planning a comprehensive media strategy. Combining an understanding of this media content with the cultural bridges, barriers, and themes mentioned on pages 36-45 will enable you to begin shaping targeted messages to your intended audience.

Linden Pleasant Ridge Bloomfield Township Olivet Fenton Turner Lawrence Alpena Chesaning Key Beverly Hills Mason Clawson Lost Lake Woods Fair Plain Lowell Intercultural Institute Laurium Empire Argentine Swartz Creek Decatur Walker Perry Leon (or Contextual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry

3-7 mi

0-3 mi

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50

Potential Print Media Content:

The table below list 18 variables related to book and magazine usage at this mission site. For each of the three bands -- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the household in the entire missional site location that participate in the activity is given. However, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org

| BOOKS | 0-3 | 3-7 | 7-10 |
|------------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Novel | 21.31% | 19.81% | 17.77% |
| Mystery | 15.65% | 14.47% | 13.17% |
| Children's Books | 13.72% | 13.33% | 12.52% |
| Cookbooks | 11.02% | 10.71% | 10.48% |
| History | 9.82% | 8.81% | 7.79% |
| Religious (not Bibles) | 8.58% | 8.65% | 8.6% |
| Biography | 8.57% | 7.61% | 6.74% |
| Personal/Business | 7.77% | 7.28% | 6.51% |
| Self-help | | | |
| Romance | 7.07% | 7.14% | 6.97% |

| MAGAZINES | 0-3 | 3-7 | 7-10 |
|-------------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Newspaper Distributed | 69.34% | 66.27% | 65.88% |
| Gen. Editorial | 48.86% | 47.09% | 45.92% |
| Service | 39.17% | 38.19% | 36.53% |
| Womens | 39.05% | 38.35% | 38.1% |
| Business/Finance | 21.55% | 18.64% | 15.64% |
| Mature Market | 17.54% | 16.54% | 15.69% |
| Mens | 15.98% | 15.58% | 16.21% |
| Sports | 15.56% | 14.14% | 13.66% |
| Health | 13.72% | 13.4% | 12.96% |

erndale Kalkaska Holland Baroda Brighton Croswell Wayne Hancock Bear Lake Corunna Vicksburg an Lakes DeWitt Powers Burlington Free Soil Milan Bessemer Taylor Intercultural Institute Barryton Alma Byron Center Woodland Beach Grosse Pointe Farms Jos Contextual Ministry Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Potential Print & Audio Media Content:

The tables below list 31 variables related to newspaper & radio usage at this mission site. For each of the three bands -- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the households in the entire missional site location that participate in the activity is given. However, you can order a MISSIONDEX report that provides 497 consumer behaviors and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| NEWSPAPERS | 0-3 | 3-7 | 7-10 |
|--------------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Gen. News | 60.76% | 59.98% | 59.01% |
| Business/Finance | 37.32% | 34.09% | 30.88% |
| Sport | 35.74% | 34.4% | 33.74% |
| Editorial Page | 34.57% | 34.47% | 34.34% |
| Comics | 29.58% | 29.57% | 29.72% |
| Food/Cooking | 28.81% | 27.82% | 26.91% |
| Classified | 28.61% | 32.26% | 34.99% |
| Movie Listings & Reviews | 26.74% | 25.7% | 25.12% |
| TV/Radio Listings | 26.37% | 26.14% | 26.13% |
| Travel | 24.11% | 22.13% | 20.37% |
| Home/Gardening | 23.62% | 22.95% | 22.29% |
| Science/Technology | 20.94% | 19.99% | 18.73% |
| Fashion | 15.02% | 14.07% | 13.1% |

| RADIO | 0-3 | 3-7 | 7-10 |
|-----------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Country | 21.73% | 26.46% | 28.56% |
| Adult Contemporary | 21.2% | 20.05% | 18.98% |
| CHR Contemp Hit Radio | 14.95% | 14.57% | 15.37% |
| News/Talk | 13.68% | 12.66% | 11.68% |
| Oldies | 11.67% | 11.32% | 11.19% |
| Rock | 10.79% | 10.95% | 11.68% |
| Alternative | 10.73% | 9.81% | 8.86% |
| Classic Rock | 10.55% | 10.62% | 10.69% |
| All Talk | 10.09% | 7.63% | 5.16% |
| All News | 8.13% | 6.4% | 4.67% |
| Religious | 7.53% | 7.13% | 6.43% |
| Variety | 7.07% | 7.02% | 6.65% |
| Adult Standards | 6.44% | 5.16% | 4.14% |
| Urban Contemporary | 5.58% | 5.24% | 5.71% |
| Soft Contemporary | 5.02% | 4.51% | 4.38% |
| Jazz | 4.75% | 3.79% | 3% |
| Sports | 4.28% | 3.79% | 3.29% |
| Classical | 4.18% | 3.68% | 3.24% |



Potential Multimedia Content:

The tables below list 24 variables related to television content and delivery at this mission site. For each of the three bands -- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the households in the entire missional site location that participate in the activity is given. For more detailed information, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org

| MULTIMEDIA: TV | 0-3 | 3-7 | 7-10 |
|------------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Fox News Channel | 68.25% | 68.18% | 66.49% |
| Soapnet | 51.72% | 50.44% | 49.61% |
| Satellite Dish | 48.4% | 50.67% | 52.05% |
| Other Video-On-Demand | 46.08% | 46.13% | 45.22% |
| Comedy Central | 45.48% | 39.74% | 34.26% |
| Adult Pay Per View TV | 42.92% | 40.89% | 37.44% |
| Sci-Fi Channel | 37.06% | 38.89% | 38.76% |
| TV Info From Sunday TV | 31.81% | 29.68% | 28.21% |
| Magazine | | | |
| MSNBC | 31.78% | 33.02% | 33.52% |
| ESPN Classic | 31.69% | 26.94% | 22.13% |
| USA Network | 29.35% | 27.46% | 25.88% |
| The Golf Channel | 28.83% | 26.89% | 24.49% |
| | | | |

| MULTIMEDIA: TV | 0-3 | 3-7 | 7-10 |
|---------------------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Subscribe Digital Cable | 28.25% | 28.96% | 28.55% |
| Adult Swim | 28.07% | 29.21% | 28.81% |
| ESPN2 | 28.02% | 26.35% | 23.46% |
| BET (Black Entertainment TV) | 27.71% | 28.73% | 28.04% |
| ESPN News | 26.74% | 22.87% | 18.94% |
| ABC Fam. | 26.72% | 24.07% | 21.99% |
| Hallmark Channel | 26.47% | 25.19% | 23.64% |
| TV Info From Newspapers | 25.77% | 26.1% | 25.79% |
| TCM (Turner Classic Movies) | 25.52% | 24.38% | 23.68% |
| Nickelodeon | 24.94% | 27.42% | 28.62% |
| Nick At Nite | 23.71% | 25.96% | 26.33% |
| Discovery Health Channel | 23.14% | 19.1% | 15.1% |

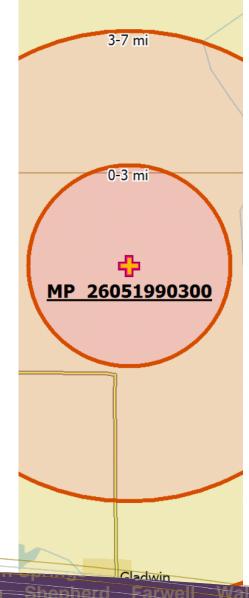


Communication Media Usage

It is not enough to understand the type of media that your intended audience uses. It may also be helpful to understand the extent to which people in your site location use various media types and when they use the media. Media usage is generally measured by frequency or extent. Time usage is measured in blocks of day, night and weekend usage.

Taken together, media content, media usage, and time usage may be combined with demographics, lifestyles, and consumer behavior to paint a picture of who does what and when at the site location.

Each of these components may help you to begin planning a comprehensive media strategy. Combining media with the cultural bridges, barriers, and themes mentioned on pages 36-45 will enable you to deliver targeted messages to your intended audience at times when they are apt to listen.



Alma Leslie Pewame Michigamme Lexington Fife Lake Cheboygan Sheridan Shepherd Farvell Wale Cement City K. I. Sawyer AFB Hanover Pinckney Copper City Luna Coloma Cutlerville Harper Woods Kingston West Bloomfield Township Coopyright 2012, Intercultural Institute for Contextual Ministry Coopyright 2012, Intercultural Institute for Contextual Ministry

Potential Print Media Usage:

The tables below list 23 variables related to print media usage at this mission site. For each of the three bands -- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the households that participate in the activity or an index value is given. For more detailed information you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| MEDIUM | 0-3 | 3-7 | 7-10 |
|---------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Book Readers | | | |
| Heavy Users (7+) | 22.52% | 21.67% | 20.16% |
| Medium Users (4-6) | 12.95% | 12.12% | 11.09% |
| Light Users (1-3) | 20.67% | 20.19% | 20.27% |
| Quintiles (20%) | | | |
| Newspaper I (Heavy) | 0.52% | 0.78% | 1.16% |
| Newspaper II | 0.74% | 0.75% | 1.03% |
| Newspaper III | 2.12% | 2.12% | 2.17% |
| Newspaper IV | 0.07% | 0.15% | 0.38% |
| Newspaper V (Light) | 0.99% | 1.01% | 1.07% |

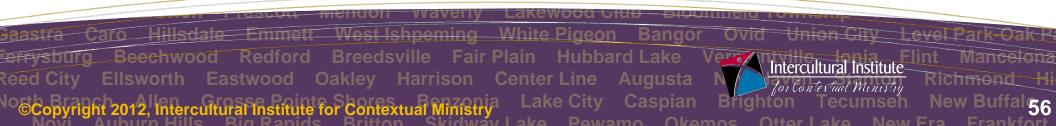
| MEDIUM | 0-3 | 3-7 | 7-10 |
|--|-----------------|----------------|-----------------|
| | MILES | MILES | MILES |
| Quintiles (20%) | | | |
| Magazines I (Heavy) | 15.53% | 16.33% | 17.41% |
| Magazines II | 6.12% | 6.25% | 7.04% |
| Magazines III | 6.4% | 6.96% | 7.89% |
| Magazines IV | 9.33% | 9.77% | 10.34% |
| Magazines V (Light) | 0.07% | 0.11% | 0.2% |
| Outdoor I (Heavy) | 6.45% | 6.27% | 6.11% |
| Outdoor II | 1.75% | 1.67% | 1.86% |
| Outdoor III | 1.86% | 1.99% | 2.43% |
| Outdoor IV | 15.75% | 16.44% | 17.23% |
| Outdoor V (Light) | 29.75% | 28.35% | 27.69% |
| Yellow Pages I | 13.1% | 13.82% | 14.82% |
| (Heavy) | | | |
| Yellow Pages II | 5.46% | 4.74% | 4.39% |
| Yellow Pages III | 2.32% | 2.91% | 3.66% |
| Yellow Pages IV | 19.09% | 20.6% | 22.37% |
| Yellow Pages V (Light) | 0.95% | 1.13% | 1.91% |
| Yellow Pages II Yellow Pages III Yellow Pages IV | 2.32% 19.09% | 2.91% 20.6% | 3.66% 22.37% |

Waldron Turner Coldwater Coleman Forest Hills Marlette Saginaw Zilwaukee Benton Harbor Holly Hing Columbiaville Northport Leonard Custer Lakeview Millersburg Intercultural Institute ekama Skidway Lake Barnes Lake-Millers Lake Hubbard Lake Grosse Poin for Contextual Ministry ^oCopyright 2012, Intercultural Institute for Contextual Ministry Freedand Crand Rapids Institute for Contextual Ministry ^oCopyright 2012, Intercultural Institute for Contextual Ministry

Potential Multimedia Usage

The tables below list 23 variables related to multimedia usage at this mission site. For each of the three bands -- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the households that participate in the activity or an index value is given. For more detailed information you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| MEDIUM | 0-3 | 3-7 | 7-10 | | MEDIUM | 0-3 | 3-7 | 7-10 |
|---|--------|--------|--------|---|---------------------------------------|--------|--------|--------|
| | MILES | MILES | MILES | | | MILES | MILES | MILES |
| Radio Drive Time Quntiles (fifths / 20%) | | | | - | TV Prime Time Quntiles (fifths / 20%) | | | |
| Drive Time I & II (Heavy) | 3.15% | 3.35% | 3.51% | | Prime Time I & II (Heavy) | 2.85% | 3.01% | 3.41% |
| Drive Time III (Medium) | 0.77% | 1.13% | 1.13% | | Prime Time III (Medium) | 2.49% | 2.68% | 2.63% |
| Radio IV & V (Light) | 1.91% | 2.01% | 2.16% | | Prime Time IV & V (Light) | 1.75% | 2.48% | 4.21% |
| Radio Media Quntiles (fifths / | | | | | TV Early/Late Fringe Quntiles | | | |
| 20%) | | | | | (fifths / 20%) | | | |
| Radio I & II (Heavy) | 5.56% | 5.85% | 6.74% | | Fringe I & II (Heavy) | 45.86% | 43.42% | 41.62 |
| Radio III (Medium) | 4.68% | 4.43% | 4.47% | | Fringe III (Medium) | 51.58% | 51.71% | 53.389 |
| Radio IV & V (Light) | 2.88% | 3.2% | 3.18% | | Fringe IV (Light) | 52.78% | 53.5% | 55.24 |
| Cable TV Quntiles (fifths / | | | | | TV All Day Quntiles (fifths / | | | |
| 20%) | | | | | 20%) | | | |
| Cable I & II (Heavy) | 9.75% | 9.97% | 10.28% | | All Day I & II (Heavy) | 11.54% | 11.5% | 11.969 |
| Cable III (Medium) | 2.75% | 2.75% | 3.07% | | All Day III (Medium) | 22.28% | 22.42% | 23.189 |
| Cable IV & V (Light) | 39.15% | 38.67% | 37.06% | | All Day IV (Light) | 9.58% | 10.33% | 10.85 |
| | | | | | | | | |



Potential Audio & Prime Time TV Media Usage:

The tables below list 23 variables related to audio & prime time TV media usage at this mission site. For each of the three bands -- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the households in the entire missional site location that participate in the activity is given. For more detailed information, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| USAGE | 0-3 | 3-7 | 7-10 |
|--------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Day-time Radio | | | |
| Listeners | | | |
| Dayparts [summary] | 14.9% | 15.71% | 14.98% |
| 6:00am - 10:00am | 21.13% | 19.05% | 16.56% |
| 10:00am - 3:00pm | 7.85% | 6.85% | 6% |
| 3:00pm - 7:00pm | 13.57% | 14.47% | 14.56% |
| 7:00pm - Midnight | 19.25% | 18.9% | 16.51% |
| Midnight - 6:00am | 8.6% | 7.73% | 6.62% |
| Weekend Radio | | | |
| Listeners | | | |
| Dayparts [summary] | 11.72% | 13% | 13.8% |
| 6:00am - 10:00am | 5.68% | 5.2% | 4.33% |
| 10:00am-3:00pm | 7.91% | 6.6% | 5.56% |
| 3:00pm - 7:00pm | 6.18% | 6.57% | 6.68% |
| 7:00pm - Midnight | 8.61% | 8.68% | 8.27% |
| Midnight - 6:00am | 13.67% | 13.21% | 12.17% |

| USAGE | 0-3 | 3-7 | 7-10 |
|------------------------|--------|--------|--------|
| | MILES | MILES | MILES |
| Prime Time TV Viewers | | | |
| 8:00-11:00pm | 6.57% | 6.71% | 6.67% |
| Saturday: 8:00-11:00pm | 6.85% | 7.37% | 7.6% |
| Sunday: 7:00-11:00pm | 8.86% | 8.93% | 9.04% |
| 9:00am-1:00pm | 23.71% | 25.96% | 26.33% |
| 9:00am-4:00pm | 27.38% | 29.84% | 30.2% |
| 4:00pm-7:00pm | 32.89% | 31.38% | 29.29% |
| 11:00pm-1:00am | 40.22% | 41.01% | 41.2% |
| AVG Prime time | 2.35% | 2.38% | 2.26% |
| Mon-Sun | | | |

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ake Ann Michiana Le Roy Applegate Gaastra Manistee Coldwater Forest Hills Ravenna Caseville Pote Shorewood-Tower Hills-Harbert Onsted Niles Barton Hills New Era Benton Harbor Eaton Rapids Turner Farmington Suttons Bay Jackson for Confectual Ministry Ocopyright 2012, Intercultural Institute for Contextual Ministry Ocopyright 2012, Intercultural Institute for Contextual Ministry Manton Marion North Bran

Potential Weekday & Weekend TV Media Usage:

The table below lists 28 variables related to weekday & weekend media usage at this mission site. For each of the three bands -- 0-3 miles, 3-7 miles, 7-10 miles -- the percent of the households in the entire missional site location that participate in the activity is given. For more detailed information, you can order a MISSIONDEX report that provides 497 consumer behavior and attitudinal variables, each broken down by the participation percent within each lifestyle segment and social group within your missional site location at MissionalContext.org.

| TV VIEWERS | 0-3 | 3-7 | 7-10 | TV VIEWERS | TV VIEWERS 0-3 | TV VIEWERS 0-3 3-7 |
|------------|--------|--------|--------|---------------|---------------------|----------------------------|
| | MILES | MILES | MILES | | MILES | MILES MILES |
| Weekday | | | | Weekend | Weekend | Weekend |
| 6-7am | 17.28% | 17.06% | 16.38% | Sat: 7-10am | Sat: 7-10am 19.98% | Sat: 7-10am 19.98% 18.42% |
| 7-9am | 28.02% | 26.35% | 23.46% | Sat: 10am-1pm | Sat: 10am-1pm 7.35% | Sat: 10am-1pm 7.35% 7.64% |
| 9am-12noon | 20.51% | 22.69% | 22.66% | Sat: 1-4pm | Sat: 1-4pm 22.26% | Sat: 1-4pm 22.26% 21.76% |
| 12noon-4pm | 6.87% | 7.15% | 7.54% | Sat: 4-6pm | Sat: 4-6pm 5.76% | Sat: 4-6pm 5.76% 5.84% |
| 4-6pm | 48.64% | 45.35% | 42.82% | Sat: 6-7pm | Sat: 6-7pm 2.12% | Sat: 6-7pm 2.12% 2.08% |
| 6-7pm | 18.84% | 19.82% | 20.3% | Sat: 7-8pm | Sat: 7-8pm 0.76% | Sat: 7-8pm 0.76% 0.97% |
| 7-7:30pm | 1.86% | 2.08% | 1.83% | Sat: 8-11pm | Sat: 8-11pm 6.85% | Sat: 8-11pm 6.85% 7.37% |
| 7:30-8pm | 8.67% | 9.32% | 10.12% | Sat: 11pm-1am | Sat: 11pm-1am 5.51% | Sat: 11pm-1am 5.51% 5.11% |
| 8-11pm | 6.57% | 6.71% | 6.67% | Sat: 1am-7pm | Sat: 1am-7pm 29.35% | Sat: 1am-7pm 29.35% 27.46% |
| 11pm-12am | 31.78% | 33.02% | 33.52% | Sun: 7-10am | Sun: 7-10am 1.21% | Sun: 7-10am 1.21% 1.31% |
| 11pm-1am | 40.22% | 41.01% | 41.2% | Sun: 10am-1pm | Sun: 10am-1pm 5.06% | Sun: 10am-1pm 5.06% 5.35% |
| 1-6am | 40.57% | 36.74% | 33.1% | Sun: 1-4pm | Sun: 1-4pm 5.2% | Sun: 1-4pm 5.2% 5.15% |
| | | | | Sun: 4-7pm | Sun: 4-7pm 10.56% | Sun: 4-7pm 10.56% 10.57% |
| | | | | Sun: 7-11pm | Sun: 7-11pm 8.86% | Sun: 7-11pm 8.86% 8.93% |
| | | | | Sun: 11pm-1am | Sun: 11pm-1am 2.98% | Sun: 11pm-1am 2.98% 3.52% |
| | | | | Sun: 1-7am | Sun: 1-7am 16.95% | Sun: 1-7am 16.95% 17.65% |

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Using the Cultural Bridges, Barriers and Themes

The Cultural Bridges provide lists of activities and interests that are common among some groups of people in this mission site. Missional team members and church planters may use this data as the basis for creating intentional redemptive relationships. The Cultural Barriers list gives attitudes that may become a barrier to the spread of the gospel. The Cultural Themes are attitudes that may be the basis for developing a gospel presentation.

Issues for Your Consideration

- 1. Please read pages 61 and 62 on Biblical Missional Multiplication and Establishing Redemptive Relationships before considering the following issues.
- 2. Look through the cultural bridges listed on pages 36-40. Has anyone on the missional team been personally involved or interested in any of these bridge areas in the past? How can the team get involved in these activities with people who live and/or work in the mission site area?
- 3. Review the cultural barriers listed on page 43. Discuss how each of the attitudes reflected in this mission site may become a barrier to the spread of the gospel. Also discuss what steps the missional team may take to overcome these barriers.
- 4. Review the cultural themes listed on page 45. Choose two or three of the major themes that are prevalent at this mission site and begin developing presentations that wrap the gospel around these themes. Discuss how to "steer" the conversation to these themes and bridge into the gospel presentation.

Greenville Byron Powers Rose City Fowler McBride Clinton Gobles Madison Heights Grosse Pointe Je Huntington Woods Blissfield Wolf Lake Iron River Climax Estral Beach Intercultural Institute sonville Memphis Mount Clemens Stevensville Grand Ledge Fremont Solo Contextual Ministry Per Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Using the Shared Places, Projects, Media Content and Usage

The Shared Places provides a list of restaurants and restaurant types that are frequented by some groups of people in the mission site. If a particular restaurant chain is not in your area, look for similar types of restaurants. The Shared Projects section lists various activities in which some people in the mission site are engaged. The Media Content and Usage sections give a window into the types of media content that is preferred and the times media is commonly used

Issues for Your Consideration

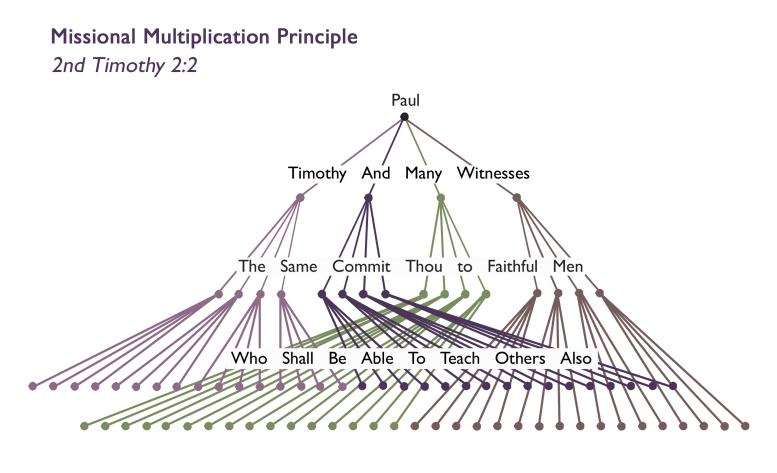
- 1. Review the shared places listed on page 47. Discuss these types of organizations that may be found at the mission site. Discuss how the mission team may become part of these organizations in order to develop redemptive relationships.
- 2. Review the shared projects listed on page 49. Discuss ways in which people in the mission site may be involved in these activities. Has anyone on the missional team been personally involved in these activities with people who live and/or work in the mission site area.
- 3. Review the print, radio, and television media content listed on pages 51-53. What do people in this mission site read, listen to or watch? Describe the "typical" types of people in the mission site based on this information. How does this information shape the ways in which the missional team should present the gospel and the church? What mediums could be used to communicate with people at ths mission site more effectively?
- 4. Review the print, radio and television media usage on pages 55-58. Describe the frequency and times of media usage by people at this mission site. How does this inform what media the missional team should use and when the media should be employed?



Biblical Missional Multiplication

Biblical missional multiplication builds upon disciplemaking and spiritual reproduction. Jesus and his disciples multiplied their efforts by investing in relationships with others. The diagram to the right illustrates how social networking in the New Testament era was behind the success of this multiplication.

The MissionSite report provides insights into ways that we too can build redemptive relationships and foster missional multiplication at this site location.



ardsburg Bad Axe Wolf Lake Kalamazoo Onekama Gladwin Ubly Lincoln Le Rey Beechwood Quinnes Untington Woods Grosse Pointe Woods Plymouth Township Bridgman Multiple Intercultural Institute mbiaville Rochester Hills Level Park-Oak Park Ellsworth Lowell Schoolcr Intercultural Institute for Confertual Ministry Geopyright 2012, Intercultural Institute for Contextual Ministry

Establishing Redemptive Relationships

Missional Multiplication occurs when redemptive relationships move people through a process to bring people to Christ. This process is most successful as we relate to people based on their identity. Five types of identity enable us to connect with people and see them move through this process.

Communication Steps

- 1. Category-to-Category: Connect through a common social identity; some activity, interest, or behavior that you share with the person.
- 2. Face-to-Face: Begin interacting with the person; building a personal rapport.
- 3. Mind-to-Mind: After building a rapport, move the conversation towards spiritual issues.
- 4. Heart-to-Heart: As the Holy Spirit leads you, wrap the gospel presentation around a theme that connects with the person.
- 5. Spirit-to-Spirit: This is the level at which the Holy Spirit works speaks to our inner self. The previous 4 steps facilitates the Holy Spirit doing his regenerative work.



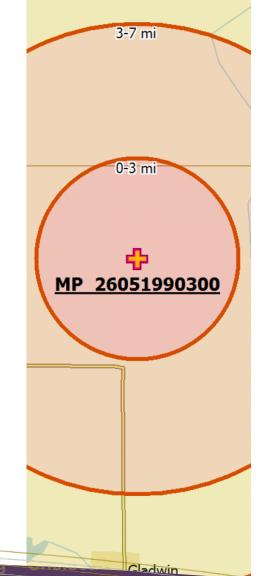


Your MissionSite and the Missional Suite

The site location of this MissionSite report is based upon the SITESCAPE typology developed by the staff of IICM. The SITESCAPE is an analysis of the 0-1/2 mile, 0-1 1/2 mile, 0-3 mile, 3-7 mile, 7-10 mile, and 10-15 mile bands around each of the 65,370 US census tract centroids (or geographical centers). Each census tract has been assigned a large number of variables based upon this analysis. These variables include information regarding the spirituallity of this particular location. This report relects a "Top Unreached Location" meaning that this site has a significant number of households that have not been reached by the gospel of Jesus Christ. Sitescape definitions may be found online at the MissionalCyclopedia.org site.

Additional help regarding this MissionSite location may be obtained at www.iicm.net. IICM provides access to a number of resources:

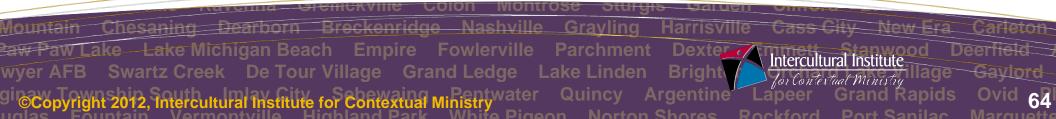
- Online personal missional profile at APEPT.org
- Custom reports at MissionalContext.org
- Custom mapping at MissionalCulturescape.org
- Missional information at MissionalCyclopedia.org
- Networking & Zipcode level data at MissionalCorps.org
- Information on top lifestyle groups at MissionalZipcode.org



Free Soil Alpha Iron River Royal Oak Novi K. I. Sawyer AFB Saginaw Otisville Level Park-Oak Park G Securite Watervliet Highland Park Quincy Perrinton Harrisville Buckley Intercultural Institute Milan Saginaw Township North Athens Quinnesec Addison Shelby for Confectual Ministry Coopyright 2012, Intercultural Institute for Contextual Ministry Coopyright 2012, Intercultural Institute for Contextual Ministry Muskegon Breckenridge Greater Galesburg Harrietta Bird

Notes and Sources

- 1. Sitescape location and Evangelscape spirituality indicators data are datasets created by the staff of IICM by cross-tabulating multiple datasets from ScanUS, Experian, Simmons Market Research Bureau and TheAmericanChurch.org. These datasets are updated annually.
- 2. Demographic data are copyrighted by ScanUS and are licensed from ScanUS.
- 3. MOSAIC segmentation data are copyrighted by Experian US and are licensed through ScanUS
- 4. The consumer behavior data from Mediamark Research & Intelligence is copyrighted by them and is licensed through ScanUS.
- 5. The consumer behavior data from Simmons Market Research Bureau is copyrighted by them and is licensed through ScanUS.
- 6. The data from the departments of the US government is public data. US government sources include: Bureau of the Census, Department of Commerce; Economic Research Service, Department of Agriculture; National Center for Education Statistics, Department of Education.





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