

# MissionSite

top unreached locations



HALE, MI

CENSUS TRACT: 26069990500

REGION: Region One

ASSOCIATION: Pines

COUNTY: Iosco

SITESCAPE: Countryside

DENSITY PATTERN: K



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MICHIGAN

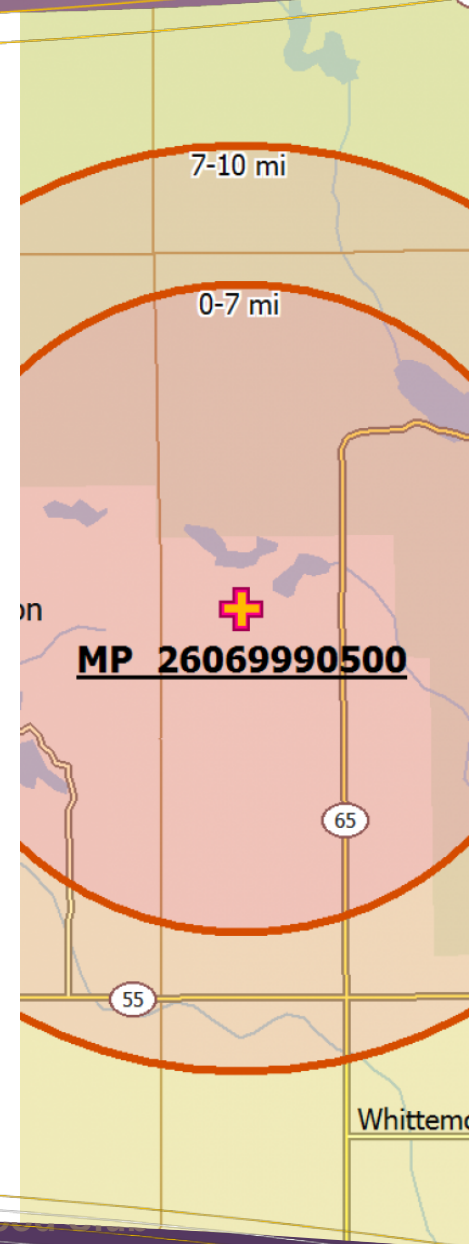
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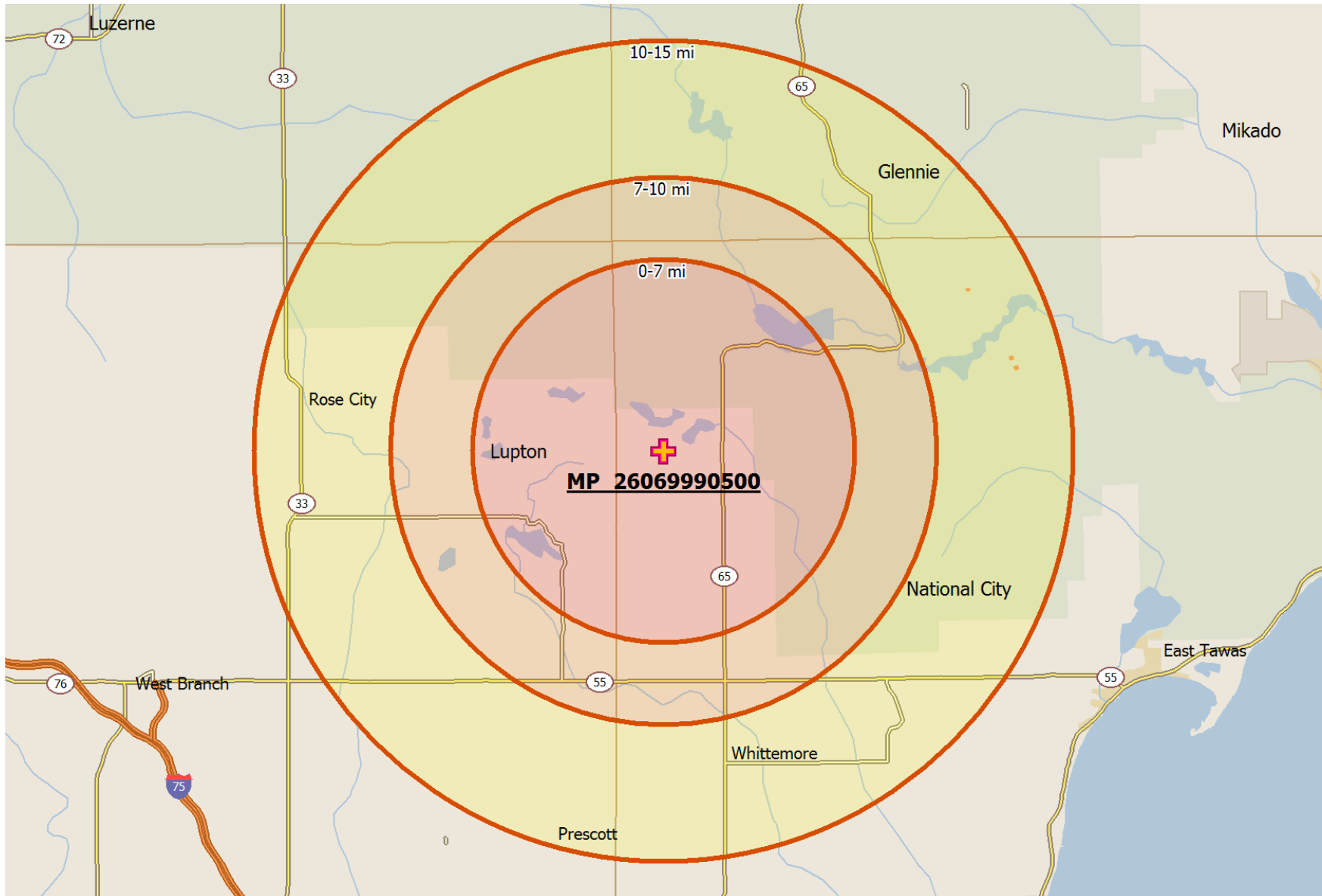
## Site Location Summary

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 0-7 mile, 7-10 mile, and 10-15 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](http://MissionalCyclopedia.org) site.

	Location Typography	CODE	LOCATION
1	Region	26R01	Region One
2	Association	26A10	Pines
3	County Location	26069	Iosco
4	Zipcode	48739	Iosco
5	Sitescape Category	1	Countryscape
6	Sitescape Group	1.2	Distant Settlements
7	Sitescape Subgroup	1.23	Settlements adjacent to a small town
8	Sitescape Density Pattern	K	2500-10000-10000



# Site Location Summary - Map of the Site Location



# 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	11	Noncore not adjacent to a metro/micro area and contains a town of 2,500 or more residents
3	Rural / Urban Continuum	7	
4	NCHS Rural Urban Codes	6	Noncore - counties that are neither metropolitan or micropolitan
5	NCES Urban Centric Locale Codes	43	Rural: Remote: Census-defined rural territory that is more than 25 miles from an urbanized area and is also more than 10 miles from an urban cluster.
6	IICM RUCA Values Index	7	Rural commuting: Secondary flow 10% to 30% to a small Urban Cluster
7	ERS RUCA Commuting Value	10	Rural areas: primary flow to a tract outside a urbanized area or urban cluster
8	Percent Commuting to Metro	0	Percent commuting from non metro to metro areas

# 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](http://MissionalCyclopedia.org).

BAND COMPOSITION	0-7 MILES	7-10 MILES	10-15 MILES
2010 Population	5,633	2,559	8,073
2010 Households	2,606	1,118	3,395
2010 Group Quarters Population	18	26	131

BAND COMPOSITION	0-3 MILES	3-7 MILES	7-10 MILES
Population Density National Index	5	6	6
Language Diversity National Index	1	12	13
Foreign Born Diversity National Index	0	47	44
Ancestry Diversity National Index	75	95	84
Racial Diversity National Index	4	4	5

# 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](http://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	0	False
Federal/State government-dependent county indicator	0	False
Services-dependent county indicator	0	False
Nonspecialized-dependent county indicator	1	True

# 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 0-7 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](http://MissionalCyclopedia.org).

SOCIAL ENVIRONMENT	0-7 MI BAND	HHLDS	PERCENT
Upscale Communities	Affluent, White-collar Families	23	0.88%
Mainstay Communities	Established, Diverse Households	252	9.67%
Working Communities	Blue-collar, Working Families	704	27.01%
Country Communities	Rural, Agri. & Mining Families	1,112	42.67%
Aspiring Communities	Young Singles / Aspiring-Multihousing	0	0%
Urban Communities	High Density, Inner-city Neighborhoods	510	19.57%



# 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.



# 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](http://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](http://MissionalCyclopedia.org).

The chart below compares the count and percent of households in the county with the count and percent of households in the 0-7 mile band that are in each category. The index value assumes that if the county percent and the 0-7 mile band percent were both the same, the index would be 100. Thus values lower than 100 reflect categories where the percentage in the 0-7 mile band are lower than the county average. The values that are higher than 100 reflect categories where the percentage is higher for the 0-7 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	0-7 MILE BAND	% INDEX
Unreached Households	7,645	1,655	21.65%
Unreached %	64.87%	63.51%	97.9
Religious But NOT Evangelical HH	1,517	329	21.71%
Religious But NOT Evangelical %	12.87%	12.63%	98.17
Spiritual But NOT Relig or Evang HH	1,720	407	23.64%
Spiritual But NOT Relig or Evang %	14.59%	15.6%	106.92
Not Evangelical, Not Interested HH	4,411	921	20.87%
Not Evangelical, Not Interested %	37.43%	35.33%	94.39



# 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).

<b>ECCLESCAPE: CHURCHES</b>	<b>COUNTY</b>	<b>3 MILE RING</b>	<b>PERCENT &amp; INDEX</b>
Num of BSCM Churches	0	0	0%
Active BSCM Attenders	0	0	0%
Active Evangelical Households	908	66	7.27%
Active Evangelical Percent	7.71%	7.98%	103.53
Inactive Evangelical Households	3,231	235	7.27%
Inactive Evangelical Percent	27.42%	28.41%	103.6
# New Churches Needed	6	0	7.02%



# 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.

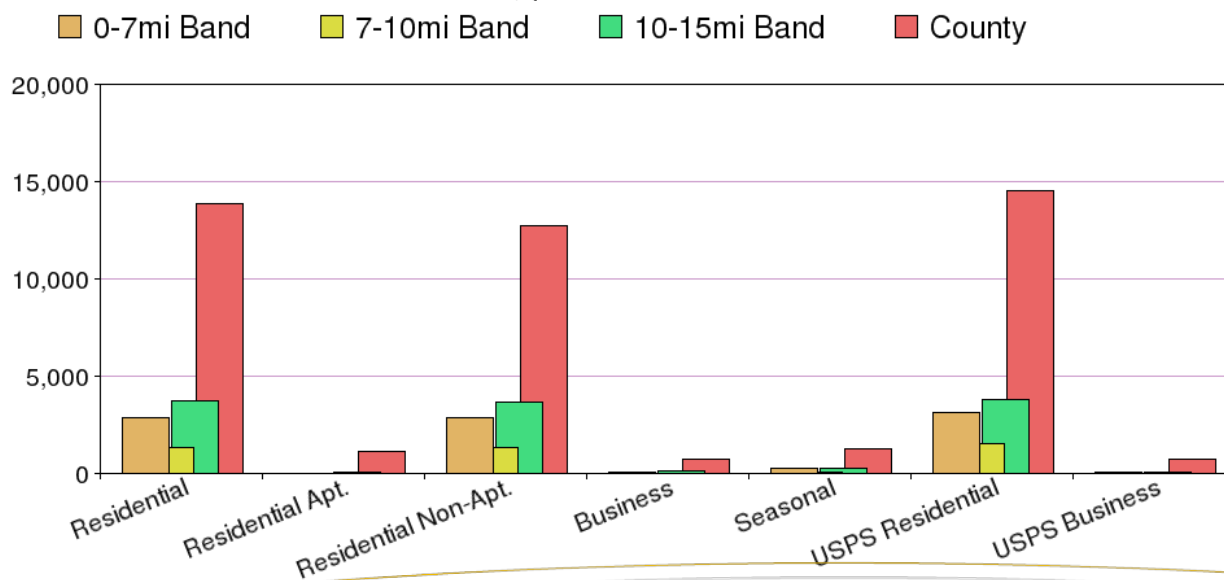
# Current Demographic Summary

The population and household figures from IICM's Demoscope report are given below for this site location. Historical figures from the 1990 and 2000 US Census precede the current year estimates for the 0-7 mile band. The percentage of the county population and number of households that appears in the 0-7 mile band is given for each year. Location types refer to residential, business and seasonal use

DEMOSCAPE	COUNTY	BAND	% OF CO
1990 Population	30,209	4,907	16.24%
2000 Population	27,339	5,833	21.34%
2010 Population	25,556	5,633	22.04%

DEMOSCAPE	COUNTY	BAND	% OF CO
1990 Households	11,588	2,078	17.93%
2000 Households	11,727	2,596	22.14%
2010 Households	11,785	2,606	22.11%

Location Types in this MissionSite



Location Type	0-7mi Band
Residential	2,894
Residential Apt.	25
Residential Non-Apt.	2,869
Business	48
Seasonal	275
USPS Residential	3,127
USPS Business	50

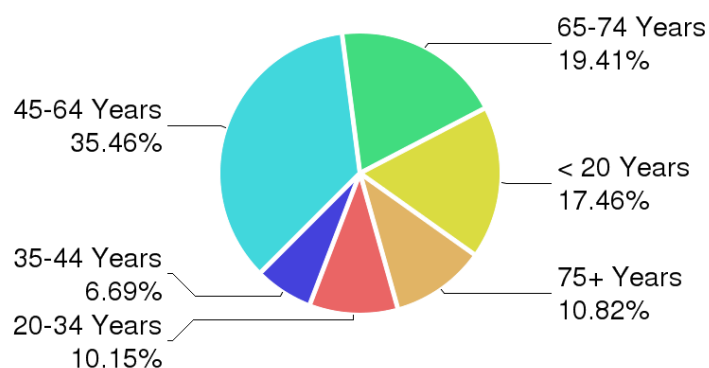
# Current Demographic Summary

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

For each category both county and 0-7 mile band percentages are given. The Index value assumes that if the county percent and the 0-7 mile band percent were both the same, the index would be 100.

2010 POP. ESTIMATES	COUNTY	BAND	INDEX
0-3 Years	4.01%	3.32%	82.79
4-5 Years	1.89%	0.69%	36.51
6-8 Years	2.78%	1.83%	65.83
9-11 Years	2.92%	3.05%	104.45
12-13 Years	2.01%	2.43%	120.9
14-17 Years	4.37%	3.5%	80.09
18-19 Years	2.32%	2.59%	111.64
0-5 Years	5.9%	4.01%	67.97
6-12 Years	6.7%	5.96%	88.96
13-19 Years	7.69%	7.44%	96.75
< 20 Years	20.29%	17.41%	85.81
20-34 Years	13.08%	10.12%	77.37
35-44 Years	8.97%	6.67%	74.36
45-64 Years	30.95%	35.35%	114.22
65-74 Years	14.96%	19.35%	129.34
75+ Years	11.74%	10.79%	91.91
Median Age	51	55	108.68
Median Age (Male)	49	54	109.32
Median Age (Female)	52	54	104.98

Age Group Percentages

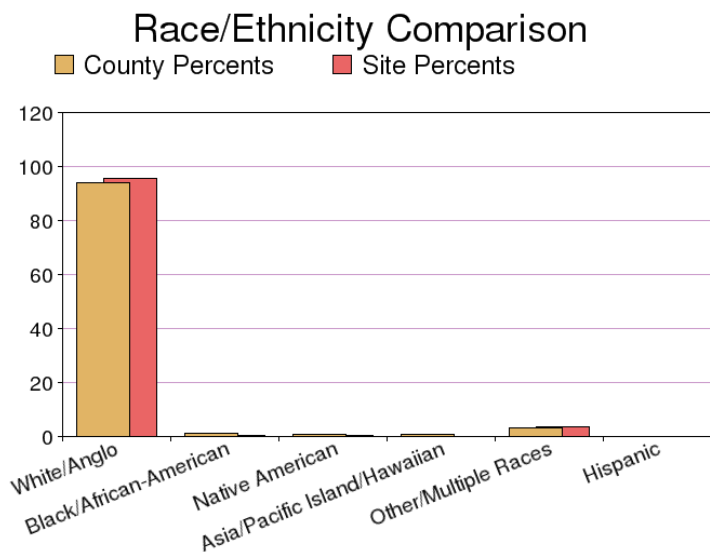


# Current Demographic Summary

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 0-7 mile band percentages are given. The Index value assumes that if the county percent and the 0-7 mile band percent were both the same, the index would be 100.

2010 POP. ESTIMATES	COUNTY	BAND	INDEX
Race/Ethnicity			
White, Anglo	94.13%	95.62%	101.57
Black, African-American	1.03%	0.21%	20.7
Native American	0.79%	0.53%	67.05
Asian	0.63%	0.16%	25.52
Pacific Island, Hawaiian	0.05%	0.02%	37.81
Other/Multiple Races	3.37%	3.44%	102.22
Hispanic	0%	0.94%	0



Education of Adults (25 yrs+)			
Total Adults over age 25 years.	19,000	4,426	
Less than 9th Grade	3.76%	6.17%	60.92
No High School Diploma	11.12%	15.93%	69.82
High School Graduate	39.21%	42.5%	92.26
Some College, no degree	23.27%	18.08%	128.76
Associate Degree	7.17%	7.46%	96.21
College Degree	9.45%	5.83%	162.07
Graduate/Prof. degree	6.02%	4.04%	148.75

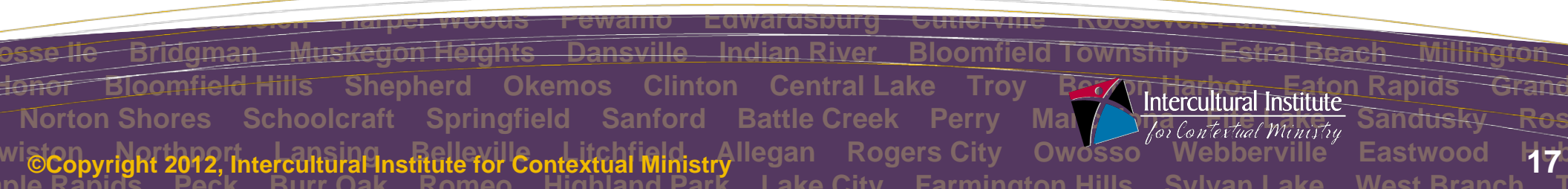


# Current Demographic Summary

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 0-7 mile band percentages are given. The Index value assumes that if the county percent and the 0-7 mile band percent were both the same, the index would be 100. Thus values lower than 100 reflect categories where the percentage in the 0-7 mile band are lower than the county average. The values that are higher than 100 reflect categories where the percentage is higher for the 0-7 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 ESTIMATES	COUNTY	BAND	INDEX
Household Income			
< \$10,000	9.19%	11.51%	162.67
\$10,000 to \$19,999	15.72%	19.53%	124.22
\$20,000 to \$29,999	15.75%	19.92%	126.46
\$30,000 to \$49,999	25.66%	26.13%	101.84
\$50,000 to \$59,999	10.75%	8.48%	78.88
\$60,000 to \$69,999	7.34%	3.07%	41.82
\$70,000 to \$79,999	4.75%	2.61%	54.91
\$80,000 to \$89,999	3.1%	1.88%	60.71
\$90,000 to \$99,999	1.99%	1.65%	82.75
\$100,000 to \$124,999	3.09%	2.07%	67.09
\$125,000 to \$149,999	0.82%	1.04%	125.88
\$150,000 to \$199,999	1.23%	1%	81.09
\$200,000 to \$249,999	0.15%	0.19%	125.62
\$250,000 or more	0.45%	0.42%	93.86
Median Household	36,851	31,362	85.1
Average Household	48,181	46,342	96.18
Per Capita Household	22,635	21,442	94.73
Family/Non-Family Household Income			
Median Family Income	43,119	40,245	93.33
Average Family Income	54,220	49,997	92.21
Median Non-Family Income	21,085	24,359	115.53
Average Non-Family Income	36,160	29,714	82.17



# Current Demographic Summary

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

For each category both county and 0-7 mile band percentages are given. The Index value assumes that if the county percent and the 0-7 mile band percent were both the same, the index would be 100. Thus values lower than 100 reflect categories where the percentage in the 0-7 mile band are lower than the county average. The values that are higher than 100 reflect categories where the percentage is higher for the 0-7 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 ESTIMATES	COUNTY	BAND	
Family Households			Index
% Family Households	66.56%	67.34%	101.18
Families with Children	27.43%	22.79%	83.09
Families without Children	39.13%	44.55%	113.87
Non-Family Households			
% Non-Family Households	33.44%	32.66%	97.65
Non-Families with Children	0.43	0.15	35.47
Non-Families without Children	33.01	32.5	98.47
Housing Units			Index
Total Housing Units	21,250	6,398	
Vacant percent	44.54%	59.28%	133.1
Owned percent	46.02%	36.9%	80.19%
Rented Percent	9.44%	3.83%	40.56
Households by Size			Index
Avg household size	2.14	2.15	100.47
Avg family hh size	2.67	2.65	99.25
Avg non-family hh size	1.07	1.14	106.54
Households By Count of Persons			Percent
One	3,556	757	21.29%
Two	5,282	1,248	23.63%
Three or Four	2,409	486	20.17%
Five+	538	116	21.56%

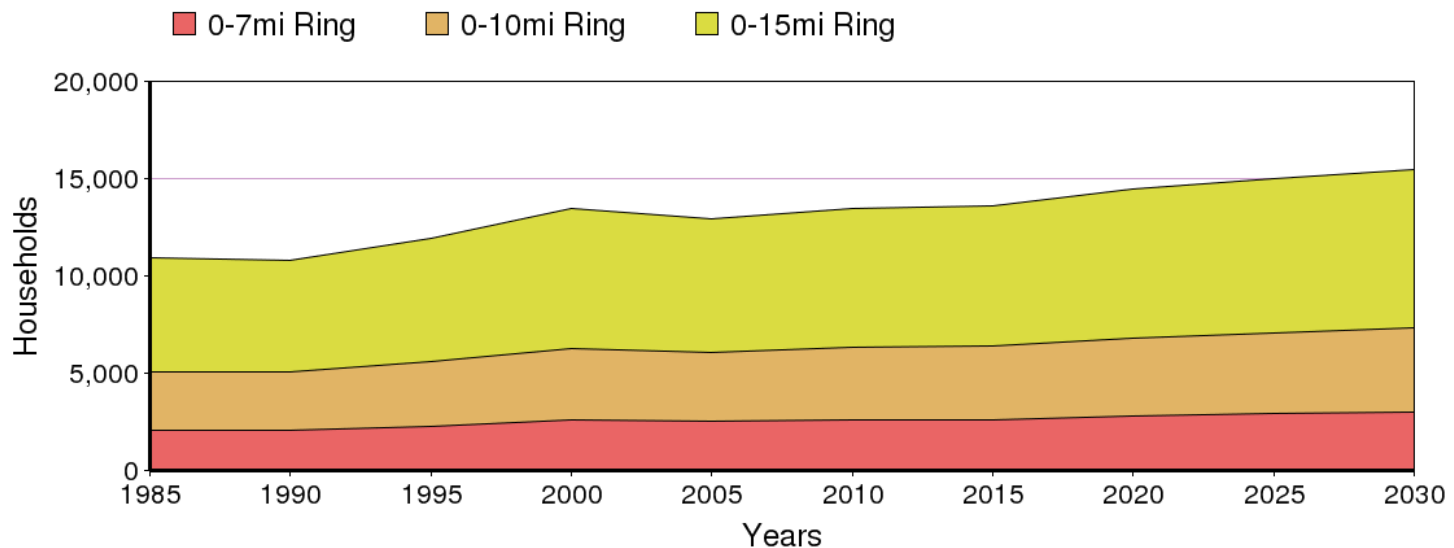
# Projected Demographic Summary

The population and household figures from IICM's Demoscope 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 0-7 mile ring. The percentage of the county population and number of households that appears in the 0-7 mile ring is given for each year. The graph illustrates household change from 1985 to 2030.

DEMOSCAPE	COUNTY	RING	% OF CO
1990 Population	30,209	4,907	16.24%
2000 Population	27,339	5,833	21.34%
2010 Population	25,556	5,633	22.04%
2015 Population	24,274	5,435	22.39%

DEMOSCAPE	COUNTY	RING	% OF CO
1990 Households	11,588	2,078	17.93%
2000 Households	11,727	2,596	22.14%
2010 Households	11,785	2,606	22.11%
2015 Households	11,786	2,633	22.34%

Household Change from 1985 to 2030



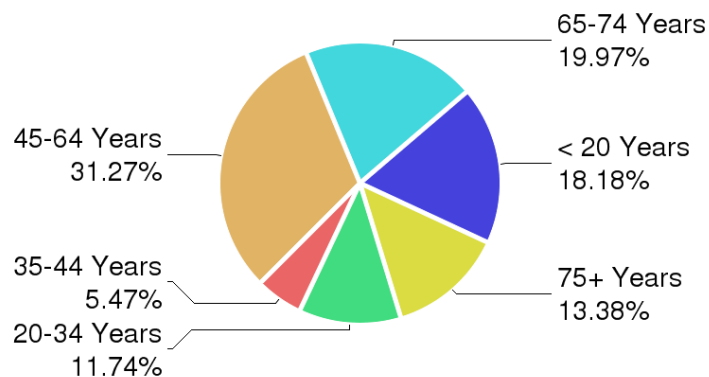
# Projected Demographic Summary

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 0-7 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 YEARS	INDEX
0-3 Years	3.32%	4.32%	130.12
4-5 Years	0.69%	0.94%	136.23
6-8 Years	1.83%	2.34%	127.87
9-11 Years	3.05%	3.04%	99.67
12-13 Years	2.43%	2.59%	106.58
14-17 Years	3.5%	2.83%	80.86
18-19 Years	2.59%	2.06%	79.54
0-5 Years	4.01%	5.26%	131.17
6-12 Years	5.96%	6.66%	111.74
13-19 Years	7.44%	6.2%	83.33
< 20 Years	17.41%	18.12%	104.08
20-34 Years	10.12%	11.7%	115.61
35-44 Years	6.67%	5.45%	81.71
45-64 Years	35.35%	31.17%	88.18
65-74 Years	19.35%	19.91%	102.89
75+ Years	10.79%	13.34%	123.63
Median Age	51	56	110.34
Median Age (Male)	49	54	108.93
Median Age (Female)	52	55	106.98

Projected Age Group Percentages



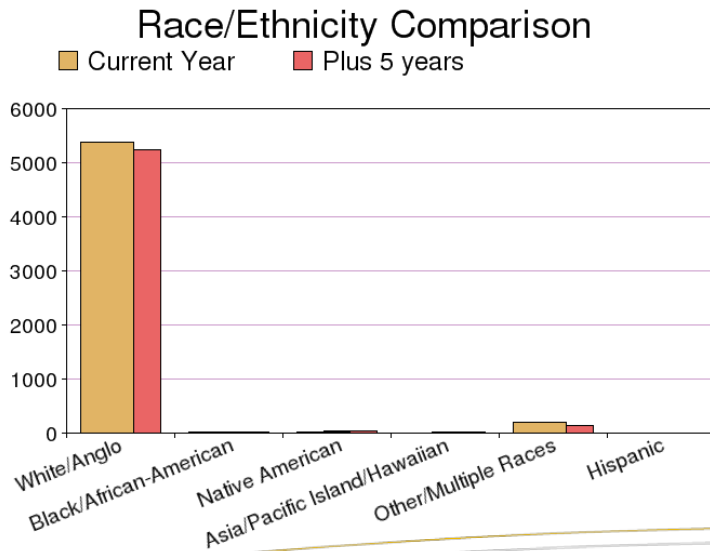
# Projected Demographic Summary

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 0-7 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
<b>Race/Ethnicity</b>			
White, Anglo	95.62%	96.25%	100.66
Black, African-American	0.21%	0.29%	138.19
Native American	0.53%	0.72%	134.74
Asian	0.16%	0.24%	149.71
Pacific Island, Hawaiian	0.02%	0%	0
Other/Multiple Races	3.44%	2.5%	72.66
Hispanic	0%	0%	0

<b>Education of Adults (25 yrs+)</b>			
Total Adults over age 25 years.	4,426	4,218	
Less than 9th Grade	6.17%	4.72%	76.49
No High School Diploma	15.93%	13.61%	85.43
High School Graduate	42.5%	42.89%	100.91
Some College, no degree	18.08%	19.2%	106.24
Associate Degree	7.46%	8.58%	115.11
College Degree	5.83%	6.24%	106.96
Graduate/Prof. degree	4.04%	4.77%	117.83



# Projected Demographic Summary

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 0-7 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 0-7 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 0-7 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
<b>Household Income</b>			
< \$10,000	11.51%	11.01%	95.68
\$10,000 to \$19,999	19.53%	18.84%	96.45
\$20,000 to \$29,999	19.92%	18.65%	93.63
\$30,000 to \$49,999	26.13%	26.78%	102.46
\$50,000 to \$59,999	8.48%	9.19%	108.38
\$60,000 to \$69,999	3.07%	3.49%	113.82
\$70,000 to \$79,999	2.61%	2.81%	106.25
\$80,000 to \$89,999	1.88%	2.09%	109.07
\$90,000 to \$99,999	1.65%	1.52%	92.07
\$100,000 to \$249,999	2.07%	2.09%	100.81
\$125,000 to \$149,999	1.04%	1.14%	109.97
\$150,000 to \$199,999	1%	1.18%	118.01
\$200,000 to \$249,999	0.19%	0.23%	118.77
\$250,000 or more	0.42%	0.53%	125.97
Median Household	31,362	33,253	106.03
Average Household	46,342	49,215	106.2
Per Capita Household	21,442	23,846	111.21
<b>Family/Non-Family Household Income</b>			
Median Family Income	40,245	41,753	103.75
Average Family Income	49,997	53,116	106.24
Median Non-Family Income	24,359	21,935	90.05
Average Non-Family Income	29,714	31,076	104.58

# Projected Demographic Summary

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 0-7 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 0-7 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 0-7 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.

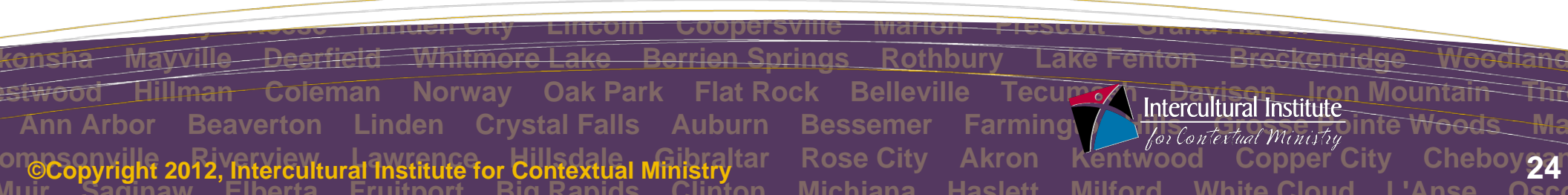
CURRENT VS. PROJECTED	CURRENT	PLUS 5 YEARS	INDEX
<b>Family Households</b>			
% Family Households	67.34%	67.03%	99.54
Families with Children	22.79	22.33	97.97
Families without Children	44.55	44.47	99.83
<b>Non-Family Households</b>			
% Non-Family Households	32.66%	32.97%	100.95
Non-Families with Children	0.15	0.19	100.95
Non-Families without Children	32.5	32.78	100.84
<b>Housing Units</b>			
Total Housing Units	6,398	6,462	101%
Vacant percent	59.28%	59.25%	99.95
Owned percent	36.9%	36.89%	99.97
Rented Percent	3.83%	3.85%	100.63
<b>Households by Size</b>			
Avg household size	2.15	2.06	95.81%
Avg family hh size	2.65	2.53	95.47%
Avg non-family hh size	1.14	1.10	96.49%
<b>Households By Count of Persons</b>			
One	757	771	101.85%
Two	1,248	1,324	106.09%
Three or Four	486	458	94.24%
Five+	116	80	68.97%

# 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](http://MissionalCyclopedia.org).

BORN IN:	0-7 MILES	7-10 MILES	10-15 MILES
Foreign Born Pop	36	30	100
Northern Europe	6	1	12
Western Europe	6	6	18
Southern Europe	0	1	3
Eastern Europe	2	2	12
Other Europe	0	0	0
Eastern Asia	3	3	7
So. Central Asia	0	0	2
SE Asia	2	0	1
Western Asia	0	0	2
Other Asia	0	0	0

BORN IN:	0-7 MILES	7-10 MILES	10-15 MILES
Eastern Africa	0	0	0
Middle Africa	0	0	0
Northern Africa	0	0	0
Southern Africa	0	0	1
Western Africa	0	0	0
Other Africa	0	0	0
Oceania	3	2	1
Caribbean	0	1	1
Central Amer.	1	1	4
South America	0	2	6
North America	13	11	30
Born at sea	0	0	0





# 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	0-7 MILES	7-10 MILES	10-15 MILES
English only	5,744	2,588	8,945
Spanish	46	30	92
Other Indo-Euro language	82	61	175
French (incl. Patois, Cajun)	14	7	21
French Creole	0	0	0
Italian	7	4	5
Portuguese	2	0	2
German	31	36	104
Yiddish	0	0	0
Other West Germanic	2	6	19
A Scandinavian Language	8	0	2
Greek	0	0	0
Russian	0	0	0
Polish	16	6	17
Serbo-Croatian	0	1	3
Other Slavic Language	2	1	1
Armenian	0	0	0
Persian	0	0	0
Gujarathi	0	0	0
Hindi	0	0	0
Urdu	0	0	0

SPOKEN AT HOME	0-7 MILES	7-10 MILES	10-15 MILES
Other Indo-Euro	0	0	1
Asian/PI languages	0	0	0
Chinese	0	0	0
Japanese	0	0	2
Korean	1	0	18
Mon-Khmer, Cambodian	0	0	0
Miao, Hmong	0	0	6
Thai	0	0	0
Laotian	0	0	0
Vietnamese	2	1	4
Other Asian	0	0	0
Tagalog	1	1	0
Other Pacific Is	0	0	0
Other languages	14	2	20
Navajo	0	0	0
Other Native N. American	0	0	0
Hungarian	14	2	11
Arabic	0	0	4
Hebrew	0	0	0
African languages	0	0	0
Other unspecified	0	0	5

# 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	0-7 MILES	7-10 MILES	10-15 MILES
Reporting ancestry	4,291	2,017	7,146
Arab	7	1	14
Armenian	0	0	2
Austrian	2	0	5
British	1	1	21
Canadian	18	16	31
Croatian	7	1	3
Czech	2	5	16
Czechoslovak	7	4	15
Danish	11	3	8
Dutch	53	32	110
English	501	258	887
European	21	8	41
Finnish	18	7	62
French (not Basque)	369	141	501
French Canadian	213	81	308
German	958	510	1,739
Greek	5	8	15
Hungarian	51	20	92
Iranian	0	0	0

ANCESTRY	0-7 MILES	7-10 MILES	10-15 MILES
Irish	436	201	756
Italian	126	48	178
Lithuanian	3	2	13
Norwegian	27	16	38
Polish	334	149	524
Portuguese	4	2	4
Romanian	8	2	6
Russian	13	8	25
Scandinavian	9	1	14
Scotch-Irish	49	36	114
Scottish	112	47	156
Slovak	14	1	14
Subsaharan African	0	0	2
Swedish	49	31	70
Swiss	19	9	30
Ukrainian	8	5	25
US/American	561	236	841
Welsh	12	4	31
West Indian	0	0	0
Yugoslavian	1	1	4
Other	262	122	432

# 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 Demoscope information on page 19 highlights the rate of population change at the site compared to its 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?



# Using the Demographic Indicators

## *Issues for Your Consideration - continued*

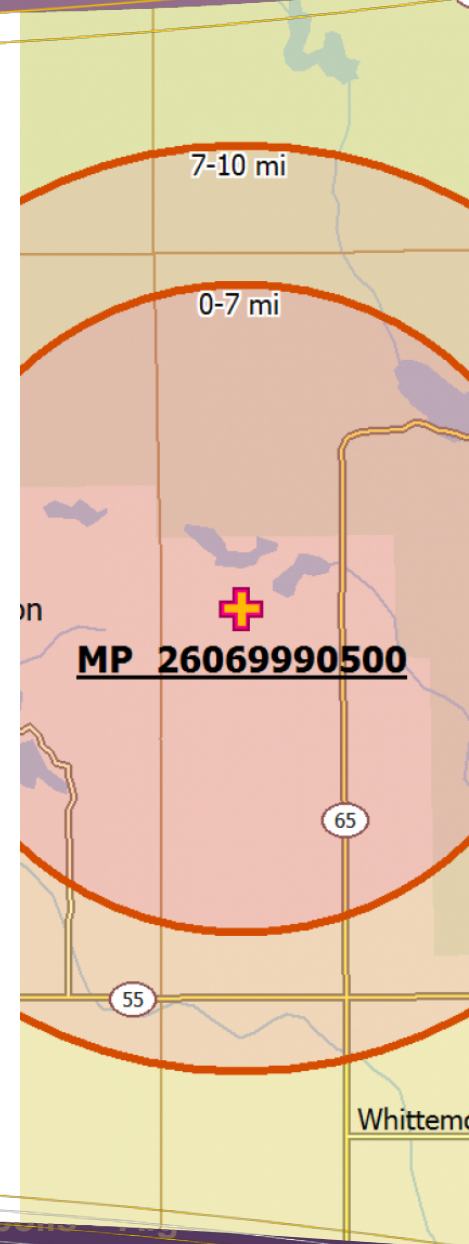
4. Socioeconomics has a profound effect on many aspects of ministry and missional design. Pages 17 & 22 highlight income categories at the site compared to county percentages and 5 year projections. What are the dominant economic categories for this location? How does this site compare to the rest of 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?



## Unreached Households by Lifestyle Segment

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 "Evangeliscape dataset" that establishes the extent to which each of the 60 MOSAIC lifestyle segments are unreached in your site location.

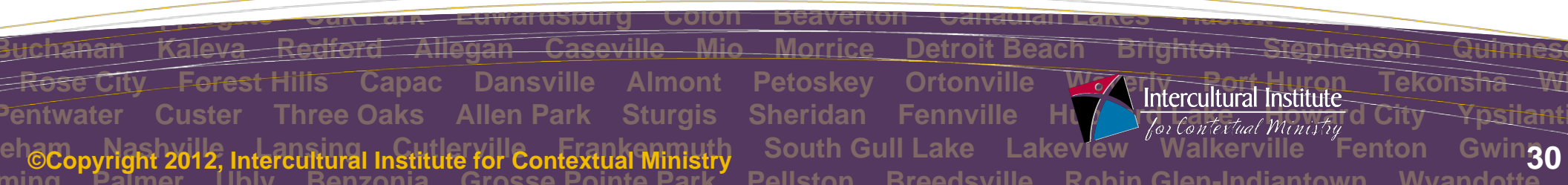
This section of your MissionSite report provides one view of the number of households in your area that have not been reached with the gospel. To obtain a full Evangeliscape report of your area you will want to purchase a TRIBALDEX report at [MissionalContext.org](http://MissionalContext.org). To create 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](http://MissionalCulturescape.org).



# Unreached Households by Lifestyle Segment

The table below lists 18 lifestyle segments in three social groups, A-Affluent Suburbia, B-Upscale America, and C-Small Town Success. For the 0-7 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 HHlds	0-7 HH & Percent		Unreached HH & Percent	
Total	2,606	100%	1,655	100%
<b>AFFLUENT SUBURBIA</b>	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%
<b>UPSCALE AMERICA</b>	23	0.88%	15	0.91%
Status Conscious Consumers	0	0%	0	0%
Affluent Urban Professionals	0	0%	0	0%
Urban Commuter Fam.	23	0.88%	15	0.91%
Solid Suburban Mix	0	0%	0	0%
2nd Generation Success	0	0%	0	0%
Successful Urban Sprawl	0	0%	0	0%
<b>SM TWN SUCCESS</b>	0	0%	0	0%
2nd City Homebodies	0	0%	0	0%
Prime Middle America	0	0%	0	0%
Urban Optimists	0	0%	0	0%
Family Convenience	0	0%	0	0%
Mid-Market Enterprise	0	0%	0	0%



# Unreached Households by Lifestyle Segment

The table below lists 15 lifestyle segments in three social groups, D-Blue Collar Backbone, E-American Diversity, and F-Metro Fringe. For the 0-7 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 HHlds	0-7 HH & Percent		Unreached HH & Percent	
Total	2,606	100%	1,655	100%
<b>BLUE COLLAR BACKBONE</b>	109	4.18%	66	3.99%
Nuevo Hispanic Fam.	0	0%	0	0%
Working Rural Suburbia	109	4.18%	66	3.99%
Lower Income Essentials	0	0%	0	0%
Small Town Endeavors	0	0%	0	0%
<b>AMER. DIVERSITY</b>	252	9.67%	182	11%
Ethnic Urban Mix	0	0%	0	0%
Urban Blues	0	0%	0	0%
Professional Urbanites	13	0.5%	9	0.54%
Urban Advancement	0	0%	0	0%
Amer. Great Outdoors	123	4.72%	79	4.77%
Mature America	116	4.45%	94	5.68%
<b>METRO FRINGE</b>	595	22.83%	408	24.65%
Steadfast Conservative	577	22.14%	395	23.87%
Moderate Conventionalists	0	0%	0	0%
Southern Blues	0	0%	0	0%
Urban Grit	0	0%	0	0%
Grass-Roots Living	18	0.69%	13	0.79%

# Unreached Households by Lifestyle Segment

The table below lists 13 lifestyle segments in three social groups, G-Remote America, H-Aspiring Contemporaries, and I-Rural Villages & Farms. For the 0-7 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	0-7 HH & Percent		Unreached HH & Percent	
Total	2,606	100%	1,655	100%
REMOTE AMERICA	1,025	39.33%	624	37.7%
Hardy Rural Fam.	946	36.3%	576	34.8%
Rural Southern Living	0	0%	0	0%
Coal & Crops	79	3.03%	48	2.9%
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	87	3.34%	59	3.56%
Industrious Country Living	85	3.26%	58	3.5%
America's Farmland	0	0%	0	0%
Comfy Country Living	0	0%	0	0%
Small Town Connections	0	0%	0	0%
Hinterland Fam.	2	0.08%	1	0.06%



# Unreached Households by Lifestyle Segment

The table below lists 14 lifestyle segments in three social groups, J-Struggling Societies, K-Urban Essence, and L-Varying Lifestyles. For each the 0-7 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 HHlds	0-7 HH & Percent		Unreached HH & Percent	
Total	2,606	100%	1,655	100%
<b>STRUGGLING SOCIETIES</b>	497	19.07%	292	17.64%
Rugged Southern Style	473	18.15%	276	16.68%
Latino Nuevo	0	0%	0	0%
Struggling city Centers	24	0.92%	16	0.97%
College Town Communities	0	0%	0	0%
New Beginnings	0	0%	0	0%
<b>URBAN ESSENCE</b>	13	0.5%	9	0.54%
Unattached Multicultures	0	0%	0	0%
Academic Necessities	0	0%	0	0%
Af. Amer. Neighborhoods	0	0%	0	0%
Urban Diversity	0	0%	0	0%
New Generation Activists	13	0.5%	9	0.54%
Getting By	0	0%	0	0%
<b>VARYING LIFESTYLES</b>	0	0%	0	0%
Military Family Life	0	0%	0	0%
Major University Towns	0	0%	0	0%
Gray Perspectives	0	0%	0	0%

# Identifying Focus Groups in this Location

Within the 0-7 mile, 7-10 mile and 10-15 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?

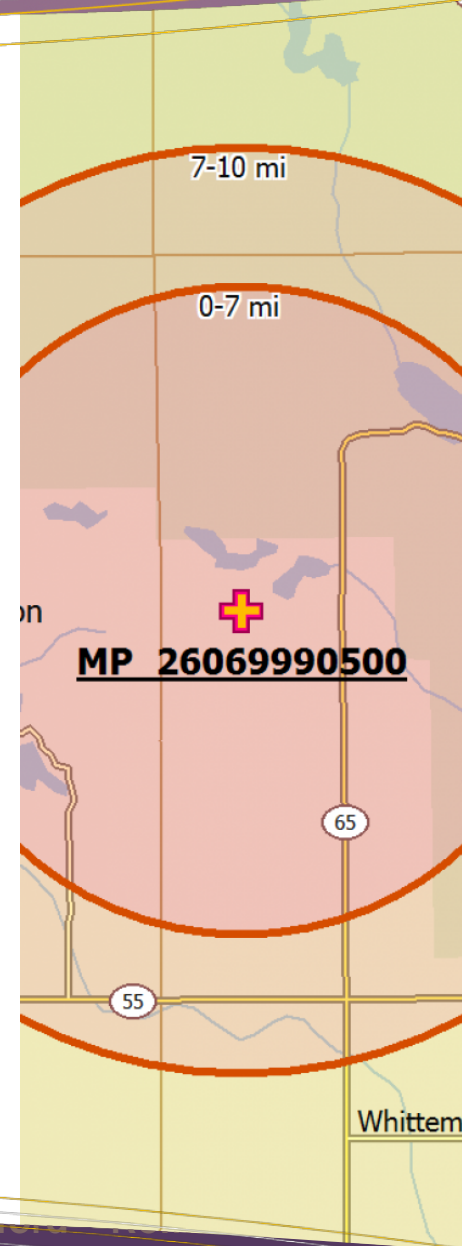
## Potential Cultural Bridges

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, linguistic, 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 community 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).



# 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 - 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
PC-HH Own	73%	73%	73%
Use Comp. for Internet/E-mail	54%	55%	55%
Internet Use: E-Mail	43%	43%	44%
Use Comp. for Comp. Games	38%	38%	39%
Use Comp. for Word Processing	35%	36%	37%
Use Comp. for Digital Camera	30%	31%	32%
Photo Editing			
Use Comp. for Shopping	30%	30%	31%
HH Owns DVD Player	26%	26%	27%
Use Comp. for Banking	24%	25%	25%
Use Comp. for Education	24%	25%	26%

BRIDGES	0-7 MILES	7-10 MILES	10-15 MILES
Internet Use: Banking	20%	20%	20%
Internet Use: News/ Weather	20%	20%	21%
Use Comp. for News/Info./Data Service	18%	18%	19%
Use Comp. for Accounting	14%	14%	14%
Use Comp. for Personal Financial Mngmnt	14%	14%	14%
PC-Network-HH Has One	13%	13%	14%
Use Comp. for Filing/DB Mngmnt	10%	11%	11%
Internet Use: Shopping: Made A Purchase	10%	10%	10%
HH Owns Video/Webcam	10%	10%	10%
Internet Use: Play/ Download	10%	10%	9%
Online Games			

# Potential Cultural Bridges

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 - 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
Listening To Music	63%	63%	63%
Reading Books	53%	53%	53%
Dining Out (Not Fast Food)	51%	51%	52%
Card Games	43%	43%	44%
Gardening	39%	40%	41%
Board Games	32%	32%	32%
Go To A Beach/Lake	32%	32%	33%
Cooking for Fun	31%	31%	33%
Going To	19%	19%	19%
Bars/Nightclubs/Dancing			
Antique Shopping/Shows	18%	18%	18%

BRIDGES	0-7 MILES	7-10 MILES	10-15 MILES
Any Ailment	69%	69%	69%
Gen./Fam. Practitioner	41%	41%	41%
Dentist	25%	25%	26%
Hypertension/High Blood Pressure	24%	24%	23%
Backache	22%	22%	22%
Eye Dr.	20%	20%	20%
Any Arthritis	19%	19%	18%
High Cholesterol	18%	18%	18%
None Of These	18%	18%	18%
Acid Reflux Disease (GERD)	15%	15%	14%

# Potential Cultural Bridges

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 - 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
Concert	23.34%	23.48%	23.02%
Live Theater	15.97%	16.19%	16.37%
Live Theater Most Often	13.9%	14.08%	14.28%
Rock/Pop Concerts Most Often	9.85%	9.92%	9.82%
Country Concerts Most Often	8.98%	8.93%	8.65%
Comedy Club	7.81%	7.84%	7.78%
Movies: Action/Adventure	35.75%	35.82%	35.62%
Movies: Comedy	33.78%	33.91%	33.8%
Movies: Fam.	18.84%	18.81%	18.77%

BRIDGES	0-7 MILES	7-10 MILES	10-15 MILES
Movies: Drama	18.41%	18.44%	17.67%
Movies: Romantic Comedy	17.83%	17.85%	17.6%
Movies: Mystery	14.3%	14.3%	14.02%
MLB Baseball Reg. Season	6.65%	6.8%	6.64%
College Football Reg. Season	5.47%	5.61%	5.61%
NFL Football Reg. Season	5%	5.11%	5.01%
College Basketball Reg. Season	4%	4.03%	3.99%
Auto Racing Events	3.55%	3.58%	3.48%
Rodeo	2.66%	2.7%	2.69%

# Potential Cultural Bridges

The tables below lists 28 consumer behavior variables related to fitness participation at this mission site. For each of the three bands - 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
Walking for Exercise	40.55%	40.87%	40.84%
Swimming	33.07%	33.39%	33.87%
Freshwater Fishing	26.25%	26.35%	26.49%
Camping Trips	20.99%	21.16%	21.57%
Bowling	20.97%	21.18%	21.39%
Hunting	17.92%	17.89%	18.4%
Billiards/Pool	17.77%	17.84%	17.56%
Basketball	13.96%	13.99%	14.05%
Power Boating	13.86%	13.93%	13.76%
Jogging/Running	13.29%	13.5%	13.65%
Mountain/Road Biking	13.2%	13.37%	13.84%
Canoeing/Kayaking	13.07%	13.12%	12.87%
Golf	12.64%	12.83%	13.01%
Target Shooting	11.81%	11.98%	12.95%

BRIDGES	0-7 MILES	7-10 MILES	10-15 MILES
Backpacking/Hiking	10.88%	11%	11.37%
Using Cardio Machine	10.88%	11.01%	10.9%
Weight Training	10.76%	10.93%	11.3%
Stationary Cycling	10.66%	10.71%	10.74%
Baseball	9.94%	9.96%	10.1%
Softball	9.22%	9.26%	9.6%
Horseback Riding	8.98%	8.97%	9.03%
Saltwater Fishing	8.41%	8.38%	8.26%
Volleyball	7.8%	7.74%	7.81%
Aerobics	7.8%	7.81%	7.58%
Football	7.68%	7.68%	7.88%
Motorcycling	7.3%	7.32%	7.47%
Water Skiing	6.82%	6.84%	6.98%
Yoga	6.06%	6.04%	6.04%

# Potential Cultural Bridges

The tables below lists 20 consumer behavior variables related to fitness participation at this mission site. For each of the three bands - 0-7 miles, 7-10 miles, 10-15 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](http://MissionalContext.org)

BRIDGES	0-7 MILES	7-10 MILES	10-15 MILES
Soccer	6.06%	6.06%	6.16%
Fly Fishing	6.05%	6.06%	6%
Roller Skating	5.94%	5.94%	5.92%
Downhill & X-Country Skiing	5.84%	5.89%	5.9%
Snowmobiling	5.73%	5.76%	6.08%
Archery	5.61%	5.71%	6.25%
Ice Skating	5.45%	5.44%	5.67%
Sailing	5.05%	5.01%	4.82%
Jet Skiing	4.58%	4.55%	4.48%
Snorkeling	4.56%	4.53%	4.54%

BRIDGES	0-7 MILES	7-10 MILES	10-15 MILES
Tennis	4.41%	4.43%	4.43%
Auto Racing	4.12%	4.1%	4.54%
Racquetball	3.62%	3.54%	3.4%
Skateboarding	3.59%	3.54%	3.69%
Hockey	3.45%	3.39%	3.32%
Rowing	3.21%	3.18%	3.19%
Snowboarding	3.16%	3.12%	3.1%
Martial Arts	3.06%	3.04%	3.04%
Rock Climbing	3%	2.99%	3.09%
Surfing & Windsurfing	2.99%	2.95%	2.87%



## 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.

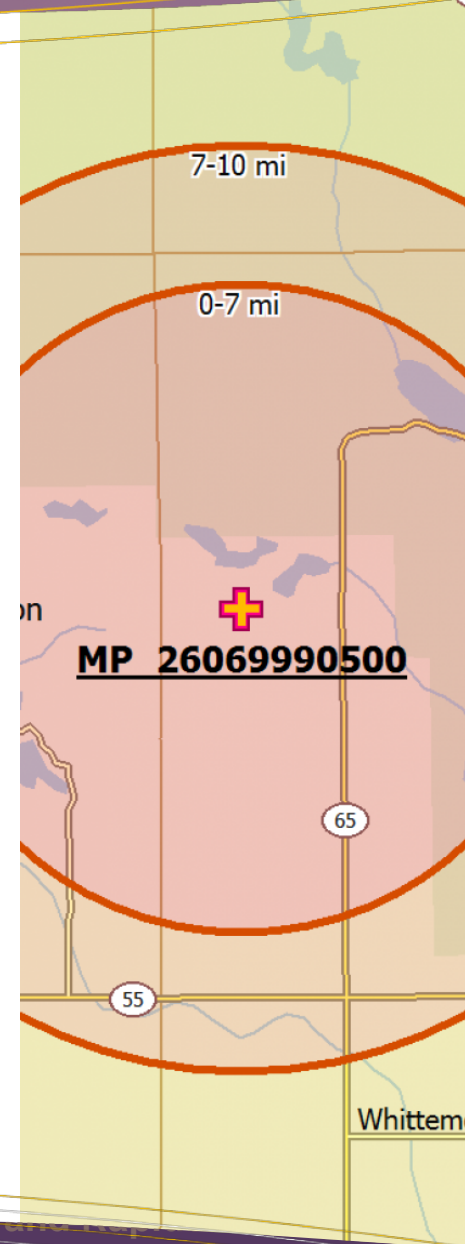
### BIBLICAL BARRIERS

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 its 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 to an 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. (Smyrna: Abingdon Press, 1996), 59.



## 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.

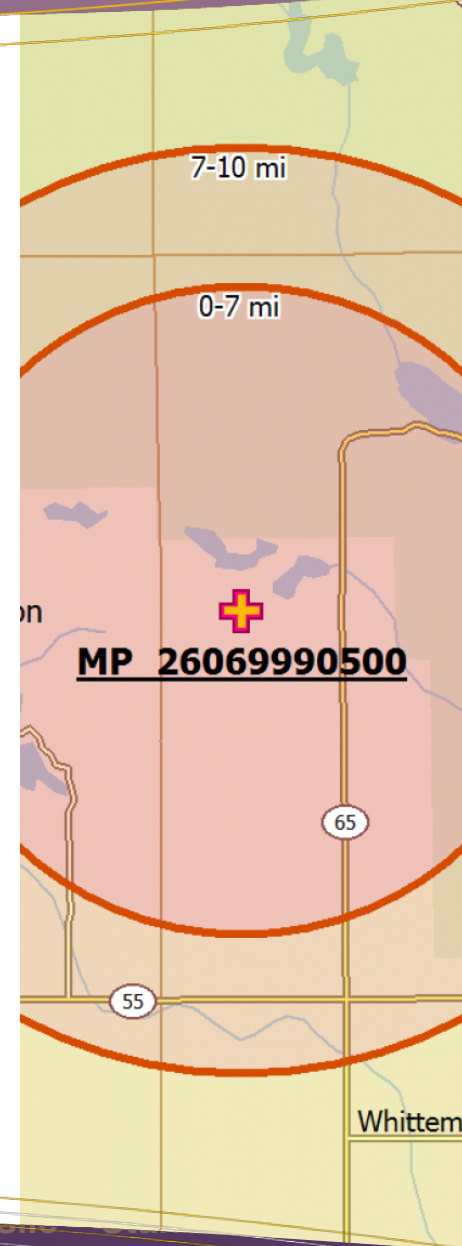
### CULTURAL BARRIERS OF ACCEPTANCE

#### 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.



# 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 -- 0-7 miles, 7-10 miles, 10-15 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.

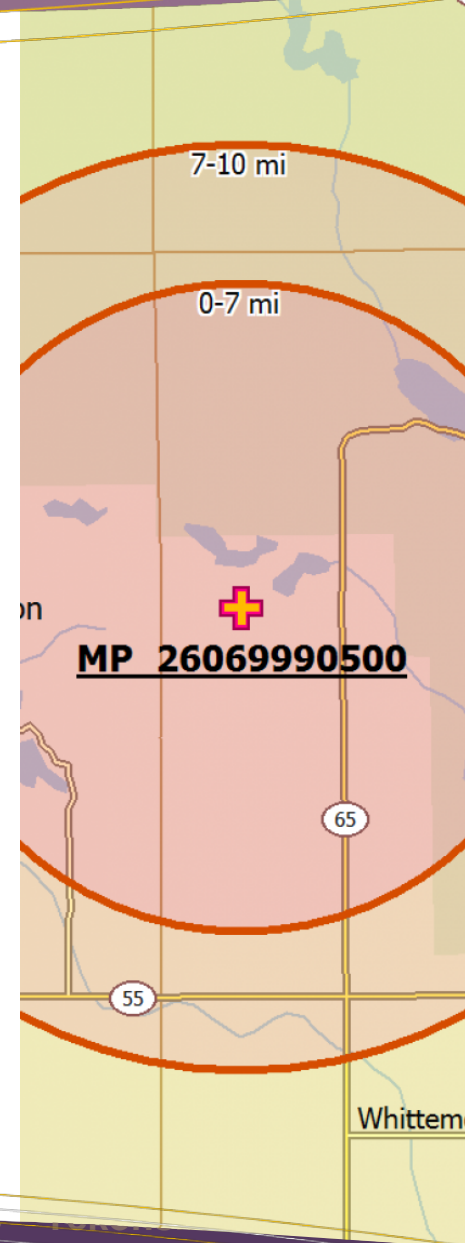
BARRIERS	0-7 MILES	7-10 MILES	10-15 MILES
Important Continue Learning New Things	51%	51%	51%
Speak My Mind Even If It Upsets People	35%	35%	35%
Find It Difficult To Say No To My Kids	34%	35%	35%
Woman's Place Is In The Home	34%	34%	35%
Like Control Over People And Resources	33%	33%	33%
Prefer To Have Few Possessions As Possible	32%	32%	31%
Like To Do Unconventional Things	31%	31%	30%
Money Is Best Measure Of Success	30%	30%	30%
Don't Judge People/Way They Live Life	30%	30%	29%
Friends More Important Than My Fam.	24%	24%	24%
If Won Lottery Would Never Work Again	21%	21%	21%
Too Much Sponsorship In Arts/Sports	20%	20%	20%

BARRIERS	0-7 MILES	7-10 MILES	10-15 MILES
Like To Pursue Challenge/Novelty/Change	19%	19%	19%
Like to Stand Out In A Crowd	19%	19%	20%
Marijuana Should Be Legalized	18%	18%	18%
Rarely Sit Down to a Meal Together At Home	17%	17%	17%
Only Work Current Job for The Money	16%	16%	16%
I Am A Workaholic	15%	15%	16%
Happy With My Standard Of Living	12%	12%	12%
We Should Strive for Equality for All	12%	12%	11%
On Whole People Get What They Deserve	11%	11%	11%
Indulge My Kids With The Little Extras	9%	10%	9%
Little I Can Do To Change My Life	7%	7%	7%
More Important Do Duty Than Enjoy Life	7%	6%	6%

## 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 themes that may be considered as a basis for developing a contextual gospel presentation to people in this site location.

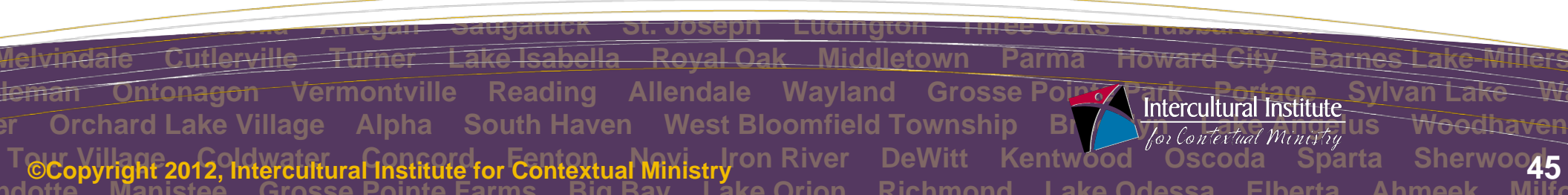


# Potential Cultural Themes:

The tables below list 24 personal attitude variables related to cultural themes at this mission site. For each of the three bands-- 0-7 miles, 7-10 miles, 10-15 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.

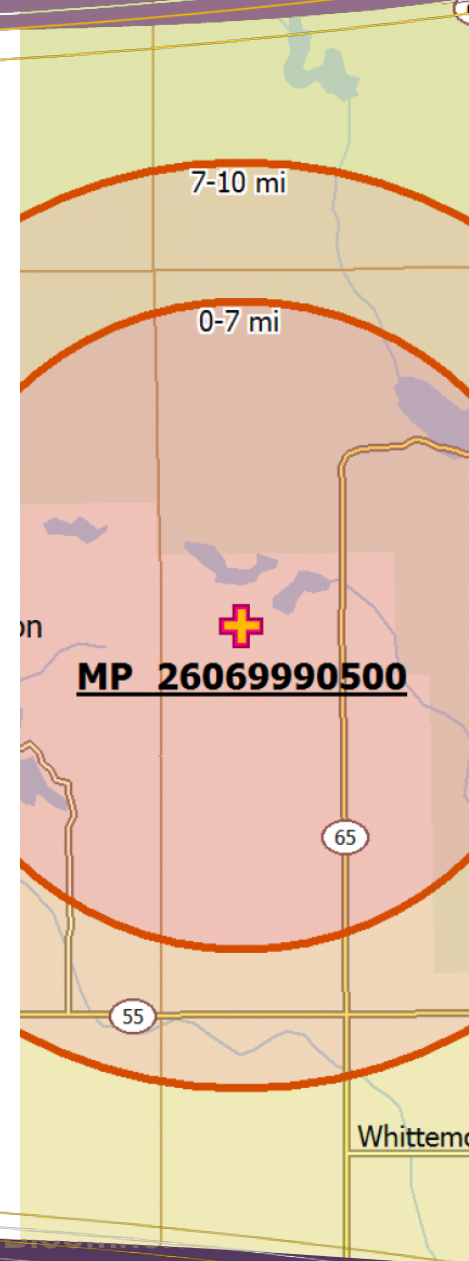
THEMES	0-7 MILES	7-10 MILES	10-15 MILES
You Should Seize Opportunities In Life	56%	56%	56%
Important To Respect Customs And Beliefs	56%	57%	57%
Prefer Work Part Of Team Than Alone	35%	35%	35%
Like To Understand About Nature	35%	35%	35%
Important Feel Respected By My Peers	35%	35%	35%
Prefer To Have Few Possessions As Possible	32%	32%	31%
Important To Juggle Various Tasks	31%	31%	31%
Good At Fixing Things	30%	30%	29%
Have Keen Sense Of Adventure	24%	24%	24%
Like To Just Enjoy Life	23%	23%	23%
Consider Myself Interested In The Arts	22%	22%	21%
People Have To Take Me As They Find Me	19%	19%	20%

THEMES	0-7 MILES	7-10 MILES	10-15 MILES
Is An Important Part Of Who I Am	17%	17%	17%
Real Men Don't Cry	17%	17%	17%
Looking for New Ideas To Improve Home	15%	15%	15%
Try Not To Worry About The Future	14%	14%	13%
Worried About Pollution Caused By Cars	13%	13%	13%
Provide My Kids With The Little Extras	12%	11%	11%
Enjoy Spending Time With My Fam.	9%	9%	9%
Feel Very Alone In The World	7%	6%	6%
Decor Particular Interest To Me	6%	6%	6%
Children Should Be Allowed To Express Themselves	6%	6%	5%
Like Spending Most Time With Fam.	5%	5%	5%
Would Like To Set Up Own Business	3%	3%	3%



## Potential Shared Places

While missional strategy is important, unless someone begins a missional relationship with a non-believer and shares 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.



# Potential Shared Places:

The tables below list 24 shared variables related to shared places at this mission site. For each of the three bands - 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
Fast Food/Drive-In	85.13%	85.32%	85.88%
Restaurant-Visit Any			
Fam. Restaurants/Steak	79.86%	80.17%	80.8%
Houses-Visit Any			
McDonald's	56.76%	56.97%	57.38%
Burger King	36.86%	37.04%	37.38%
Subway	32.59%	32.84%	33.01%
Wendy's	25.49%	25.75%	26.64%
Taco Bell	24.6%	24.77%	25.3%
Kentucky Fried Chicken (KFC)	24.31%	24.3%	25.33%
Applebee's	24.06%	24.37%	25.04%
Arby's	23.32%	23.59%	24.42%
Dairy Queen	21.3%	21.44%	21.62%
Pizza Hut	19.04%	18.95%	19.44%

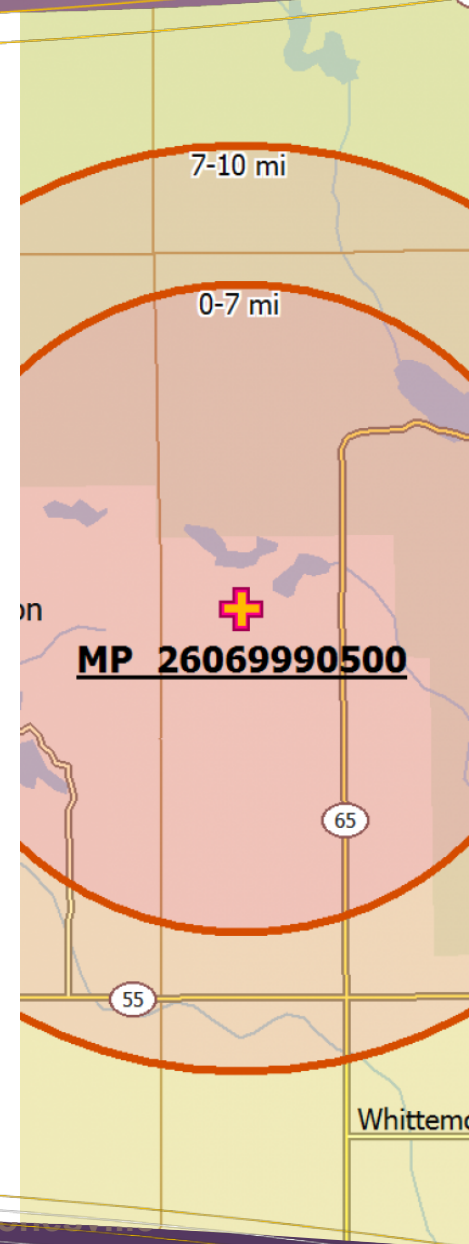
PLACE	0-7 MILES	7-10 MILES	10-15 MILES
Olive Garden	16.81%	17%	17.02%
Red Lobster	15.68%	15.8%	15.98%
Sonic	14.96%	14.89%	14.79%
Cracker Barrel	13.82%	14.06%	14.94%
Outback Steakhouse	13.15%	13.19%	12.81%
Denny's	11.67%	11.69%	11.55%
IHOP (International House Of Pancakes)	10.49%	10.48%	10.31%
Long John Silver's	10.35%	10.27%	10.25%
Domino's Pizza	10.33%	10.29%	10.24%
Hardee's	10.06%	10.19%	10.8%
A and W	9.77%	9.7%	9.32%
Dunkin' Donuts	8.97%	8.92%	8.75%

## 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!





# Potential Shared Projects

The tables below list 12 attitude variables related to shared projects at this mission site. For each of the three bands-- 0-7 miles, 7-10 miles, 10-15 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.

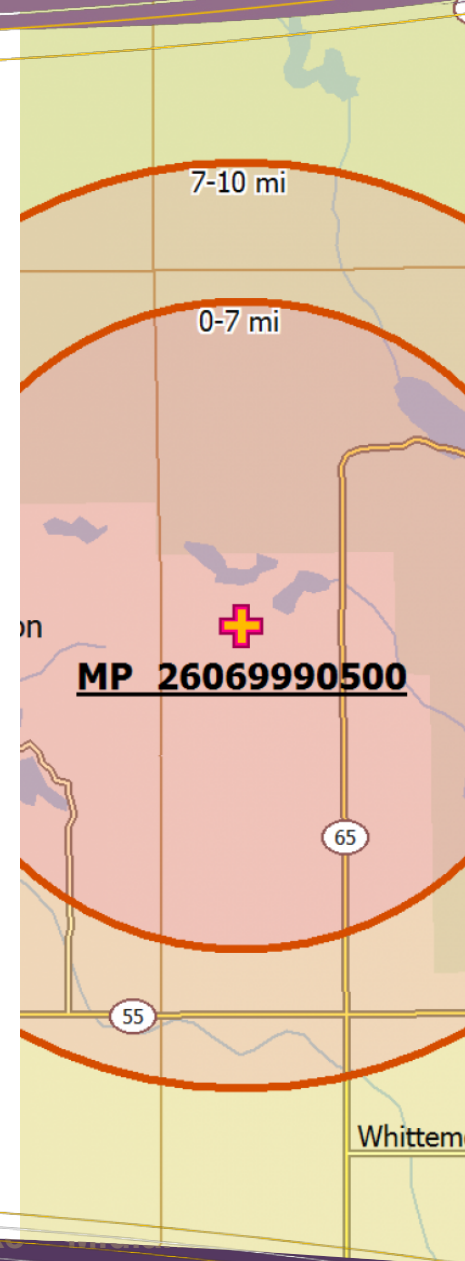
PROJECTS	0-7 MILES	7-10 MILES	10-15 MILES
Voted in fed/state/local election	45.17%	45.49%	45.59%
Recycled products	32.51%	32.84%	32.83%
Worked as volunteer (non political)	16.59%	16.75%	16.89%
Engaged in fund raising	10.01%	10.12%	10.29%
Religious club member	7.56%	7.61%	7.73%
Wrote to elected offcl about publ bus	5.96%	6.01%	5.97%

PROJECTS	0-7 MILES	7-10 MILES	10-15 MILES
Took active part in local civic issue	5.48%	5.53%	5.5%
Fraternal order member	5.44%	5.46%	5.41%
Union member	5.29%	5.41%	5.72%
Church Board	5.26%	5.3%	5.43%
Wrote to editor of mag or newspaper	5.24%	5.28%	5.39%
Addressed a public meeting	4.92%	4.94%	4.91%

# 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.



# 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 -- 0-7 miles, 7-10 miles, 10-15 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

<b>BOOKS</b>	<b>0-7 MILES</b>	<b>7-10 MILES</b>	<b>10-15 MILES</b>
Novel	16.45%	16.55%	16.4%
Mystery	12.26%	12.28%	11.97%
Children's Books	11.78%	11.89%	12%
Cookbooks	9.88%	9.98%	10.02%
Religious (not Bibles)	8.02%	7.98%	7.92%
Romance	6.98%	6.94%	6.98%
History	6.56%	6.59%	6.5%
Biography	5.62%	5.63%	5.54%
Personal/Business	5.39%	5.5%	5.6%
Self-help			

<b>MAGAZINES</b>	<b>0-7 MILES</b>	<b>7-10 MILES</b>	<b>10-15 MILES</b>
Newspaper	60.62%	60.85%	60.97%
Distributed			
Gen. Editorial	43.29%	43.24%	43.19%
Womens	36.45%	36.44%	36.52%
Service	34.9%	35.14%	35.37%
Fishing/Hunting	18.59%	18.65%	18.77%
Mens	15.19%	15.2%	15.18%
Mature Market	14.97%	14.92%	14.61%
Automotive	13.05%	13.14%	13.41%
Health	12.32%	12.34%	12.29%

# 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 -- 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
Gen. News	57.85%	57.97%	57.85%
Classified	38.85%	38.91%	39.27%
Editorial Page	34.09%	34.12%	33.93%
Sport	32.34%	32.51%	32.48%
Comics	30.42%	30.55%	30.43%
Business/Finance	27.04%	27.26%	26.96%
Food/Cooking	25.7%	25.74%	25.44%
TV/Radio Listings	25.4%	25.36%	24.81%
Movie Listings & Reviews	22.55%	22.66%	22.32%
Home/Gardening	20.83%	21.01%	20.94%
Science/Technology	17.62%	17.87%	17.76%
Travel	17.53%	17.6%	17.28%
Fashion	11.84%	11.9%	11.62%

RADIO	0-7 MILES	7-10 MILES	10-15 MILES
Country	33.72%	33.82%	34.14%
Adult Contemporary	17.51%	17.66%	17.87%
CHR Contemp Hit Radio	14.38%	14.46%	14.77%
Rock	10.71%	10.93%	11.21%
Oldies	10.29%	10.43%	10.57%
Classic Rock	10.02%	10.13%	10.59%
News/Talk	9.42%	9.63%	9.7%
Alternative	6.89%	7.07%	7.01%
Variety	6.19%	6.26%	6.29%
Religious	5.91%	6.01%	6.15%
Urban Contemporary	5.15%	5%	5.04%
Soft Contemporary	3.36%	3.37%	3.29%
Classic Hits	3.05%	3.08%	3.08%
Adult Standards	2.86%	2.83%	2.65%
All Talk	2.62%	2.73%	2.75%
All News	2.59%	2.71%	2.62%
Sports	2.35%	2.41%	2.42%
Classical	2.33%	2.35%	2.32%

# 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 -- 0-7 miles, 7-10 miles, 10-15 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](http://MissionalContext.org)

MULTIMEDIA: TV	0-7 MILES	7-10 MILES	10-15 MILES
Fox News Channel	65.26%	65.67%	66.63%
Satellite Dish	51.47%	51.87%	53.21%
Soapnet	46.73%	46.8%	47.47%
Other Video-On-Demand	46.22%	46.09%	45.64%
Sci-Fi Channel	39.66%	40.01%	40.64%
MSNBC	34.59%	34.9%	35.77%
Adult Pay Per View TV	34.32%	34.62%	35.03%
Nickelodeon	30.23%	30.51%	31.41%
Comedy Central	29.86%	30.03%	29.59%
Adult Swim	29.19%	29.46%	29.25%
BET (Black Entertainment TV)	28.42%	28.47%	28.19%
Subscribe Digital Cable	27.84%	27.81%	27.3%

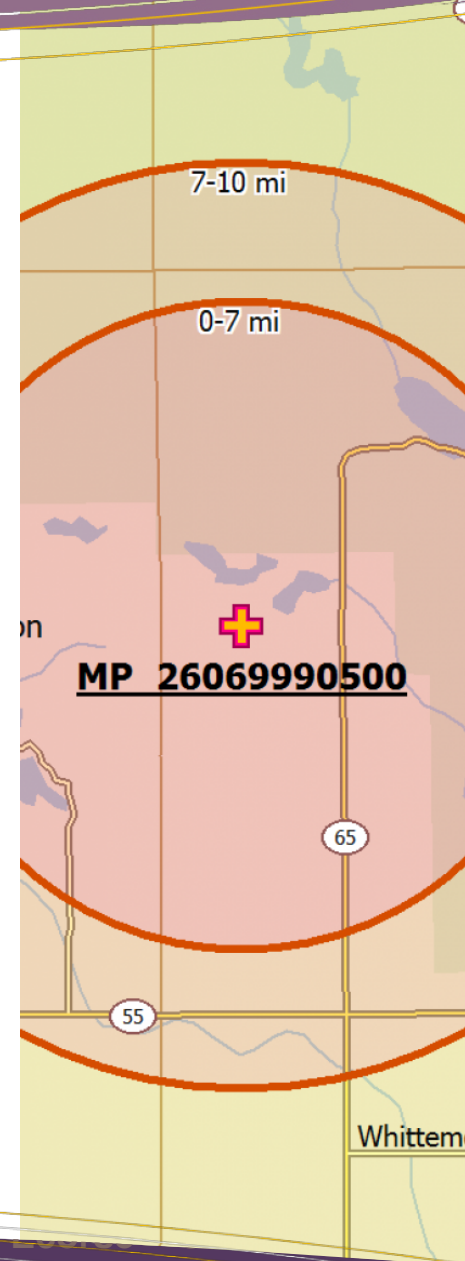
MULTIMEDIA: TV	0-7 MILES	7-10 MILES	10-15 MILES
Nick At Nite	27.77%	27.99%	28.61%
TV Info From Sunday TV Magazine	25%	25.12%	26.08%
TV Info From Newspapers	24.85%	25.1%	25.87%
USA Network	23.51%	23.56%	23.99%
The Golf Channel	22.63%	22.74%	22.37%
ESPN2	22.05%	22.26%	21.92%
TCM (Turner Classic Movies)	21.95%	22.23%	23.19%
TV Info From Monthly Cable Guide	21.06%	21.25%	22.09%
Hallmark Channel	21.01%	21.29%	21.83%
TV Info From Other	20.01%	20.03%	19.83%
Lifetime	19.77%	19.99%	20.36%
E (Entertainment TV)	19.45%	19.52%	19.34%

# 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.



# 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 -- 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
Book Readers			
Heavy Users (7+)	19.27%	19.46%	19.52%
Medium Users (4-6)	9.61%	9.64%	9.53%
Light Users (1-3)	19.46%	19.42%	19.25%
Quintiles (20%)			
Newspaper I (Heavy)	1.33%	1.34%	1.46%
Newspaper II	0.85%	0.83%	0.82%
Newspaper III	1.95%	1.98%	2.16%
Newspaper IV	0.31%	0.31%	0.37%
Newspaper V (Light)	0.79%	0.79%	0.82%

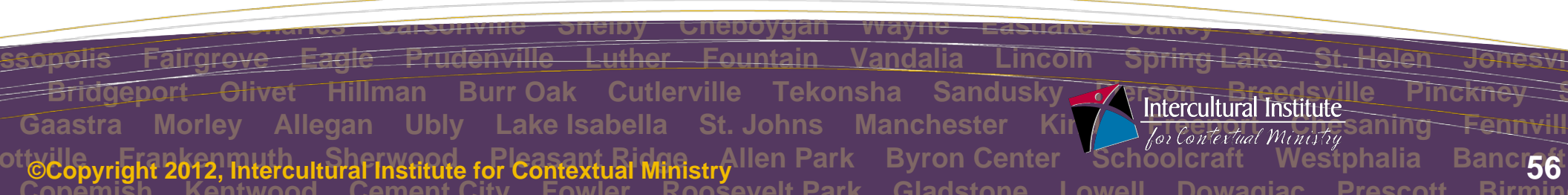
MEDIUM	0-7 MILES	7-10 MILES	10-15 MILES
Quintiles (20%)			
Magazines I (Heavy)	17.34%	17.39%	18.01%
Magazines II	6.24%	6.24%	6.74%
Magazines III	8.13%	8.23%	9.13%
Magazines IV	10.02%	9.95%	9.8%
Magazines V (Light)	0.13%	0.11%	0.1%
Outdoor I (Heavy)	6.39%	6.38%	6.07%
Outdoor II	1.91%	1.9%	1.95%
Outdoor III	2.65%	2.65%	2.63%
Outdoor IV	18.06%	17.87%	17.81%
Outdoor V (Light)	26.54%	26.46%	26.17%
Yellow Pages I (Heavy)	15.09%	14.94%	14.4%
Yellow Pages II	4.04%	4.11%	4.18%
Yellow Pages III	4.09%	4.07%	4.17%
Yellow Pages IV	24.69%	24.47%	24.36%
Yellow Pages V (Light)	2.27%	2.21%	2.11%

# Potential Multimedia Usage

The tables below list 23 variables related to multimedia usage at this mission site. For each of the three bands -- 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
Radio Drive Time Quintiles (fifths / 20%)			
Drive Time I & II (Heavy)	4.18%	4.26%	4.42%
Drive Time III (Medium)	1.54%	1.54%	1.42%
Radio IV & V (Light)	1.69%	1.7%	1.67%
Radio Media Quintiles (fifths / 20%)			
Radio I & II (Heavy)	6.8%	6.75%	7.21%
Radio III (Medium)	3.46%	3.56%	4.14%
Radio IV & V (Light)	2.9%	2.93%	3%
Cable TV Quintiles (fifths / 20%)			
Cable I & II (Heavy)	9.49%	9.62%	10.16%
Cable III (Medium)	3.07%	3.04%	3.08%
Cable IV & V (Light)	37.07%	36.88%	36.22%

MEDIUM	0-7 MILES	7-10 MILES	10-15 MILES
TV Prime Time Quintiles (fifths / 20%)			
Prime Time I & II (Heavy)	4.02%	4.02%	3.97%
Prime Time III (Medium)	2.71%	2.7%	2.64%
Prime Time IV & V (Light)	4.45%	4.38%	5.12%
TV Early/Late Fringe Quintiles (fifths / 20%)			
Fringe I & II (Heavy)	40.59%	40.57%	40.94%
Fringe III (Medium)	53.67%	53.64%	54.26%
Fringe IV (Light)	56.38%	56.2%	56.53%
TV All Day Quintiles (fifths / 20%)			
All Day I & II (Heavy)	12.96%	12.94%	12.86%
All Day III (Medium)	23.66%	23.64%	24.05%
All Day IV (Light)	12.45%	12.39%	11.78%





# 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 -- 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
<b>Day-time Radio</b>			
Listeners			
Dayparts [summary]	15.42%	15.41%	14.95%
6:00am - 10:00am	15.46%	15.55%	15.38%
10:00am - 3:00pm	5.1%	5%	4.96%
3:00pm - 7:00pm	15.37%	15.33%	15.28%
7:00pm - Midnight	15.95%	15.94%	15.27%
Midnight - 6:00am	6.23%	6.16%	5.93%
<b>Weekend Radio</b>			
Listeners			
Dayparts [summary]	14.07%	14.15%	14.72%
6:00am - 10:00am	3.72%	3.76%	3.54%
10:00am-3:00pm	4.43%	4.41%	4.44%
3:00pm - 7:00pm	7.17%	7.19%	7.18%
7:00pm - Midnight	7.86%	7.84%	7.55%
Midnight - 6:00am	12.14%	11.98%	11.67%

USAGE	0-7 MILES	7-10 MILES	10-15 MILES
<b>Prime Time TV Viewers</b>			
8:00-11:00pm	6.64%	6.77%	7.02%
Saturday:	7.69%	7.66%	7.86%
8:00-11:00pm			
Sunday: 7:00-11:00pm	8.13%	8.2%	8.35%
9:00am-1:00pm	27.77%	27.99%	28.61%
9:00am-4:00pm	32.2%	32.42%	32.98%
4:00pm-7:00pm	26.32%	26.4%	26.42%
11:00pm-1:00am	41.59%	41.86%	42.81%
AVG Prime time	2.09%	2.09%	2.15%
Mon-Sun			

# 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 -- 0-7 miles, 7-10 miles, 10-15 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	0-7 MILES	7-10 MILES	10-15 MILES
Weekday			
6-7am	16.7%	16.75%	16.46%
7-9am	22.05%	22.26%	21.92%
9am-12noon	23.91%	24.23%	24.71%
12noon-4pm	8.29%	8.19%	8.27%
4-6pm	37.3%	37.76%	38.93%
6-7pm	19.99%	20.06%	20.63%
7-7:30pm	1.85%	1.87%	1.86%
7:30-8pm	10.98%	10.92%	11.15%
8-11pm	6.64%	6.77%	7.02%
11pm-12am	34.59%	34.9%	35.77%
11pm-1am	41.59%	41.86%	42.81%
1-6am	29.5%	29.54%	29.76%

TV VIEWERS	0-7 MILES	7-10 MILES	10-15 MILES
Weekend			
Sat: 7-10am	14.69%	14.79%	14.91%
Sat: 10am-1pm	7.15%	7.19%	7.27%
Sat: 1-4pm	19.92%	20.02%	20.48%
Sat: 4-6pm	5.55%	5.62%	6.04%
Sat: 6-7pm	1.55%	1.63%	1.71%
Sat: 7-8pm	1.11%	1.1%	1.15%
Sat: 8-11pm	7.69%	7.66%	7.86%
Sat: 11pm-1am	3.86%	3.87%	3.84%
Sat: 1am-7pm	23.51%	23.56%	23.99%
Sun: 7-10am	1.32%	1.35%	1.46%
Sun: 10am-1pm	5.11%	5.25%	5.5%
Sun: 1-4pm	4.67%	4.7%	4.94%
Sun: 4-7pm	9.57%	9.76%	10.3%
Sun: 7-11pm	8.13%	8.2%	8.35%
Sun: 11pm-1am	3.97%	3.99%	3.81%
Sun: 1-7am	17.09%	17.27%	17.56%

# 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.



# 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 this 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 discipling 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.

## Missional Multiplication Principle *2nd Timothy 2:2*



# 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.

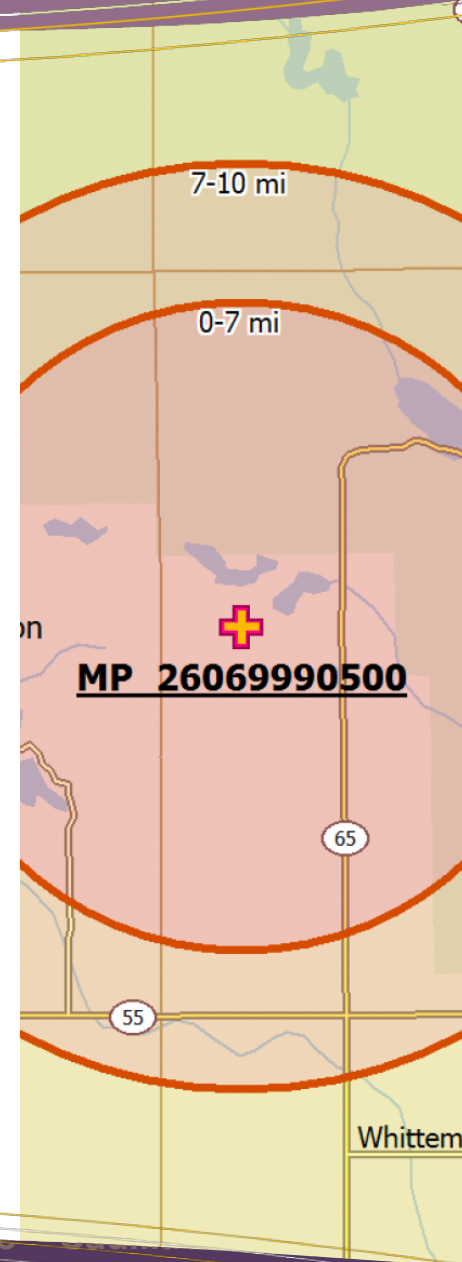


## Your MissionSite and the Missional Suite

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 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.

Additional help regarding this MissionSite location may be obtained at [www.iicm.net](http://www.iicm.net). IICM provides access to a number of resources:

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



# Notes and Sources

1. Sightscape 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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An evangelical mission agency supported by individuals, foundations, churches, denominations, mission agencies & para-church ministries. For more information about the mission and vision of IICM please visit [www.iicm.net](http://www.iicm.net).

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