

# MissionSite

top unreached locations



MARSHALL, MI

CENSUS TRACT: 26025003800

REGION: Region Two

ASSOCIATION: South Central

COUNTY: Calhoun

SITESCAPE: Townscape

DENSITY PATTERN: I3



In partnership with the:



**Intercultural Institute**  
*for Contextual Ministry*



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MICHIGAN

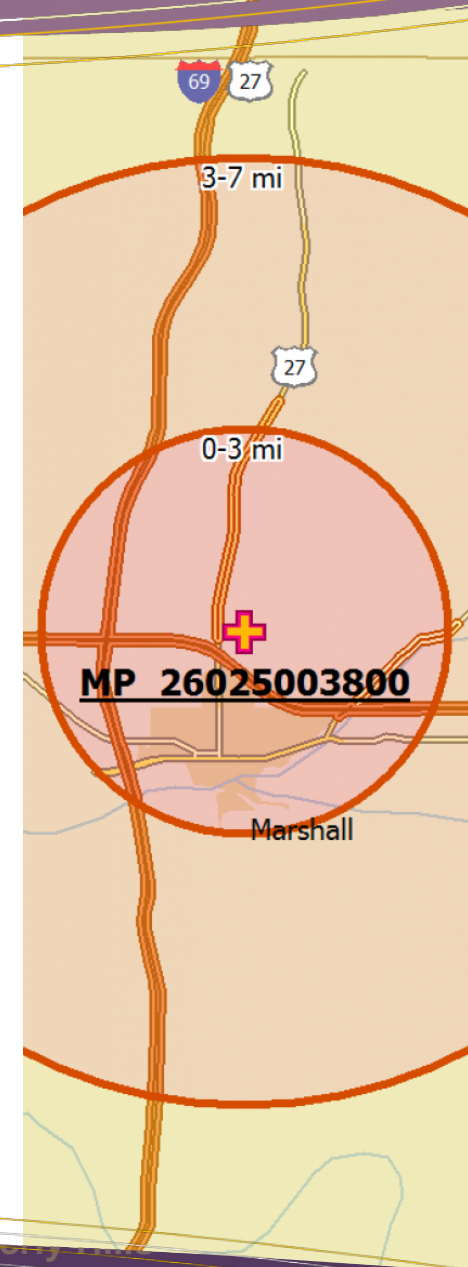
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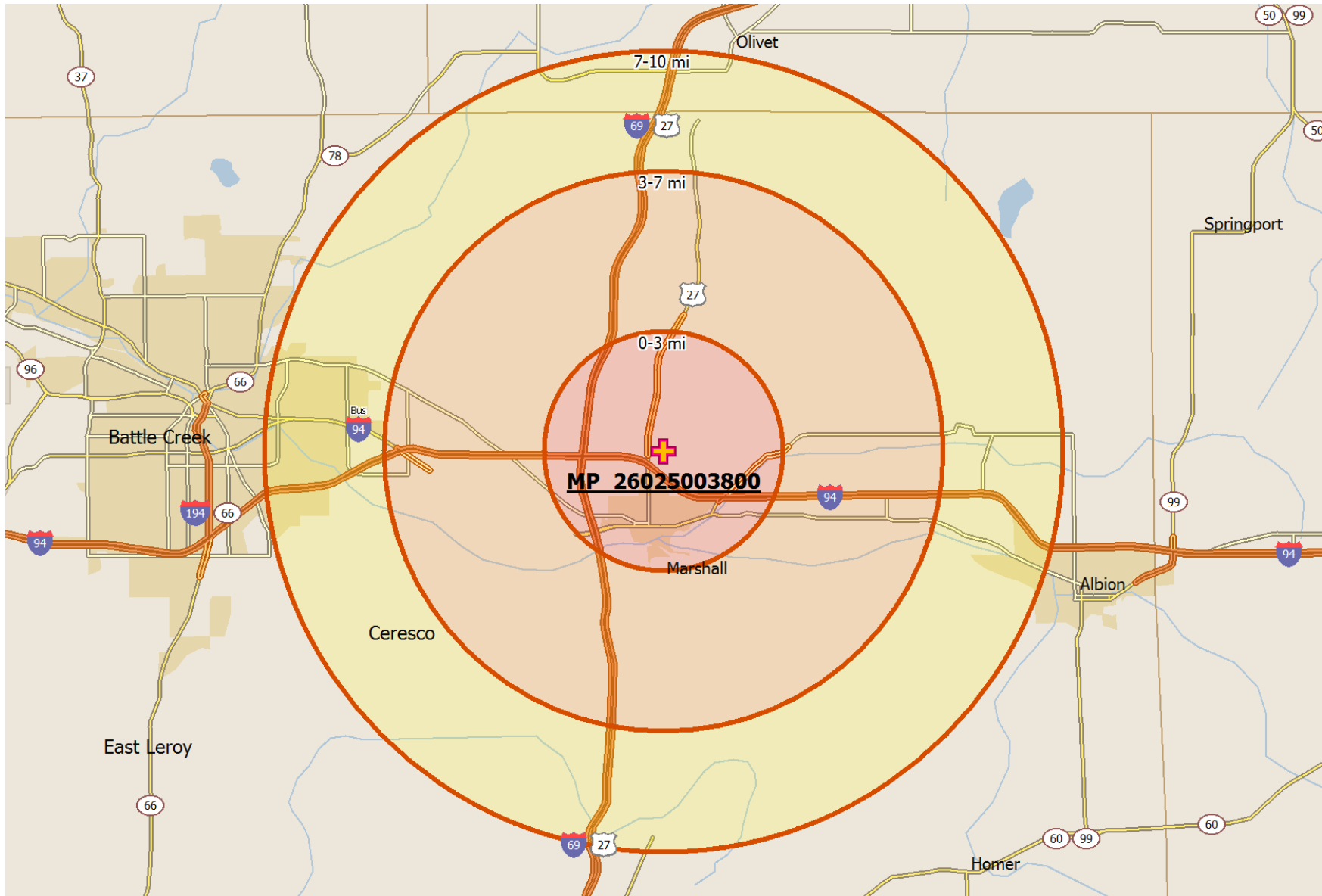
## Site Location Summary

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 0-3 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](http://MissionalCyclopedia.org) site.

	Location Typography	CODE	LOCATION
1	Region	26R02	Region Two
2	Association	26A11	South Central
3	County Location	26025	Calhoun
4	Zipcode	49068	Calhoun
5	Sitescape Category	2	Townscape
6	Sitescape Group	2.2	Medium Towns
7	Sitescape Subgroup	2.23	Medium towns adjacent to a small town
8	Sitescape Density Pattern	I3	50000-10000-50000



# 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	1	Metro
2 Urban Influence	2	Small-in a metro area with fewer than 1 million residents
3 Rural / Urban Continuum	3	County in metro area of fewer than 250,000 population
4 NCHS Rural Urban Codes	4	Small Metro - counties in a metropolitan statistical area of 50,000 to 249,999 population
5 NCES Urban Centric Locale Codes	31	Town: Fringe: Territory inside an urban cluster that is less than or equal to 10 miles from an urbanized area.
6 IICM RUCA Values Index	37	Small town high commuting: Secondary flow 10% to 30% to an Urban Area
7 ERS RUCA Commuting Value	8	Small town high commuting: primary flow 30% or more to a small 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	0-3 MILES	3-7 MILES	7-10 MILES
2010 Population	9,678	8,582	26,983
2010 Households	3,992	3,239	10,550
2010 Group Quarters Population	256	70	827

BAND COMPOSITION	0-3 MILES	3-7 MILES	7-10 MILES
Population Density National Index	22	13	20
Language Diversity National Index	16	4	16
Foreign Born Diversity National Index	50	43	58
Ancestry Diversity National Index	72	75	75
Racial Diversity National Index	14	10	17

# 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	0	False
Persistent Poverty County	0	False
Population Loss County	0	False
Non-metro Recreation County	0	False
Retirement Destination County	0	False

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

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

SOCIAL ENVIRONMENT	0-3 MI BAND	HHLDS	PERCENT
Upscale Communities	Affluent, White-collar Families	1,849	46.32%
Mainstay Communities	Established, Diverse Households	808	20.24%
Working Communities	Blue-collar, Working Families	970	24.3%
Country Communities	Rural, Agri. & Mining Families	104	2.61%
Aspiring Communities	Young Singles / Aspiring-Multihousing	97	2.43%
Urban Communities	High Density, Inner-city Neighborhoods	165	4.13%



# 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 0-3 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	36,459	2,677	7.34%
Unreached %	68.13%	67.07%	98.43
Religious But NOT Evangelical HH	8,738	564	6.45%
Religious But NOT Evangelical %	16.33%	14.12%	86.5
Spiritual But NOT Relig or Evang HH	5,849	479	8.18%
Spiritual But NOT Relig or Evang %	10.93%	11.99%	109.68
Not Evangelical, Not Interested HH	22,024	1,635	7.42%
Not Evangelical, Not Interested %	41.16%	40.95%	99.5



# 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	5,346	412	7.72%
Active Evangelical Percent	9.99%	10.33%	103.43
Inactive Evangelical Households	11,706	903	7.71%
Inactive Evangelical Percent	21.88%	22.62%	103.41
# New Churches Needed	27	2	7.46%



# 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*

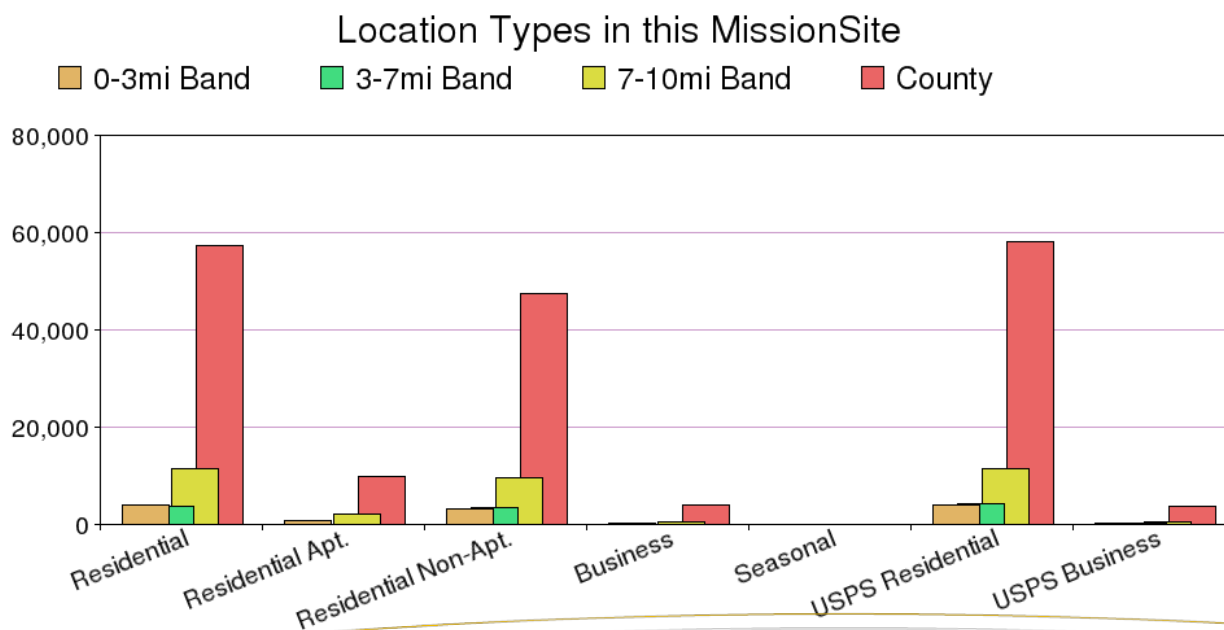
1. The Evangelscape on page 11 provides an overview of the spiritual topography of this location. While the percent of unreached households is significant, the other percentages may need further clarification as you conduct an on-site review. The percentage of the population who are religious (meaning 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 0-3 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	135,982	8,567	6.3%
2000 Population	137,985	9,453	6.85%
2010 Population	135,068	9,678	7.17%

DEMOSCAPE	COUNTY	BAND	% OF CO
1990 Households	51,812	3,352	6.47%
2000 Households	54,100	3,834	7.09%
2010 Households	53,511	3,992	7.46%

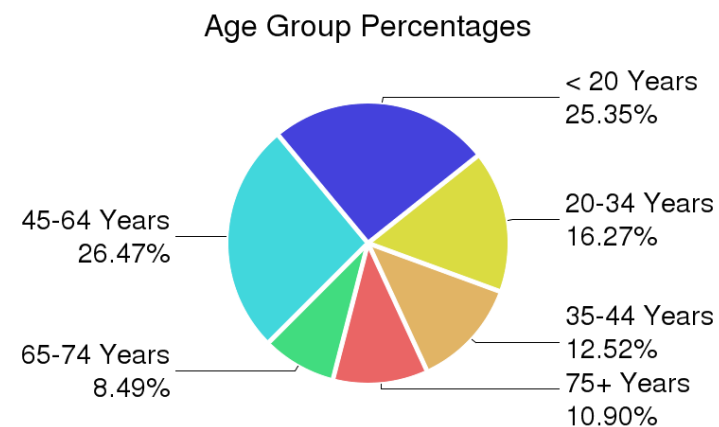


Location Type	0-3mi Band
Residential	4,024
Residential Apt.	832
Residential Non-Apt.	3,192
Business	358
Seasonal	27
USPS Residential	4,070
USPS Business	343

# 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 0-3 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.



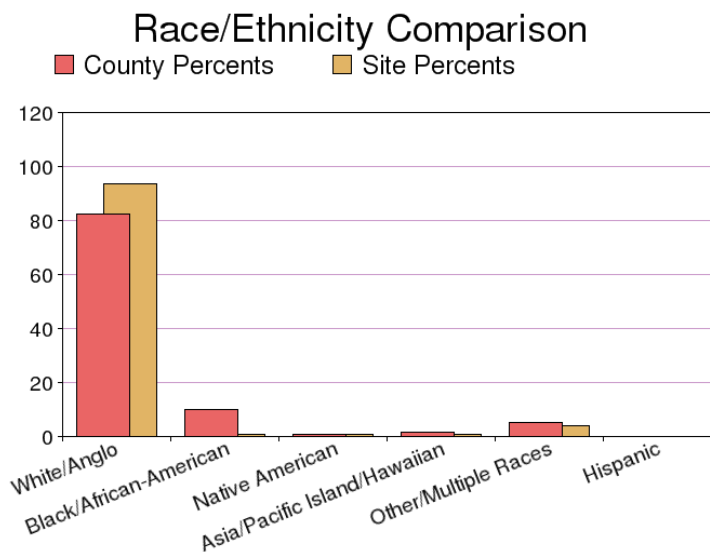
2010 POP. ESTIMATES	COUNTY	BAND	INDEX
0-3 Years	5.77%	5.92%	102.6
4-5 Years	2.65%	2.34%	88.3
6-8 Years	3.87%	3.55%	91.73
9-11 Years	3.81%	3.6%	94.49
12-13 Years	2.52%	2.59%	102.78
14-17 Years	5.32%	4.78%	89.85
18-19 Years	2.7%	2.55%	94.44
0-5 Years	8.43%	8.26%	97.98
6-12 Years	8.95%	8.45%	94.41
13-19 Years	9.28%	8.63%	93
< 20 Years	26.66%	25.34%	95.05
20-34 Years	18.84%	16.27%	86.36
35-44 Years	12.35%	12.52%	101.38
45-64 Years	26.85%	26.46%	98.55
65-74 Years	8.19%	8.49%	103.66
75+ Years	7.12%	10.9%	153.09
Median Age	39	42	107.82
Median Age (Male)	37	41	109.5
Median Age (Female)	40	43	106.53

# 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 0-3 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
Race/Ethnicity			
White, Anglo	82.3%	93.66%	113.8
Black, African-American	10.07%	0.98%	9.75
Native American	0.8%	0.62%	77.97
Asian	1.66%	0.71%	42.91
Pacific Island, Hawaiian	0.03%	0.01%	34.04
Other/Multiple Races	5.15%	4.02%	78.07
Hispanic	0%	4.21%	0



Education of Adults (25 yrs+)			
Total Adults over age 25 years.	90,067	6,723	
Less than 9th Grade	3.32%	2.62%	126.81
No High School Diploma	9.47%	5.52%	171.54
High School Graduate	34.7%	28.28%	122.7
Some College, no degree	24.66%	23.14%	106.56
Associate Degree	7.99%	6.2%	128.74
College Degree	13.44%	22.95%	58.54
Graduate/Prof. degree	6.44%	11.29%	57.01





# 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 0-3 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 ESTIMATES	COUNTY	BAND	INDEX
Household Income			
< \$10,000	8.03%	6.14%	99.58
\$10,000 to \$19,999	14.53%	10.72%	73.78
\$20,000 to \$29,999	12.4%	11.32%	91.28
\$30,000 to \$49,999	21.87%	19.96%	91.3
\$50,000 to \$59,999	7.78%	7.36%	94.67
\$60,000 to \$69,999	8.53%	8.77%	102.84
\$70,000 to \$79,999	6.4%	6.56%	102.51
\$80,000 to \$89,999	4.75%	5.41%	113.99
\$90,000 to \$99,999	3.12%	4.08%	130.91
\$100,000 to \$124,999	5.78%	8.59%	148.65
\$125,000 to \$149,999	2.97%	4.33%	145.94
\$150,000 to \$199,999	2.66%	5.56%	208.98
\$200,000 to \$249,999	0.48%	0.83%	171.45
\$250,000 or more	0.7%	0.3%	42.78
Median Household	42,796	54,957	128.42
Average Household	56,006	67,268	120.11
Per Capita Household	23,155	27,949	120.7
Family/Non-Family Household Income			
Median Family Income	54,380	69,686	128.15
Average Family Income	66,703	78,599	117.83
Median Non-Family Income	25,479	27,717	108.78
Average Non-Family Income	34,576	37,294	107.86

# 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 0-3 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 ESTIMATES	COUNTY	BAND	
<b>Family Households</b>			
			Index
% Family Households	66.7%	65.18%	97.72
Families with Children	32.29%	30.66%	94.97
Families without Children	34.42%	34.52%	100.3
<b>Non-Family Households</b>			
% Non-Family Households	33.3%	34.82%	104.58
Non-Families with Children	0.39	0.23	57.18
Non-Families without Children	32.9	34.59	105.14
<b>Housing Units</b>			
			Index
Total Housing Units	60,763	4,463	
Vacant percent	11.93%	10.58%	88.61
Owned percent	63.51%	63.7%	100.3%
Rented Percent	24.55%	25.72%	104.77
<b>Households by Size</b>			
			Index
Avg household size	2.44	2.36	96.72
Avg family hh size	3.07	3.04	99.02
Avg non-family hh size	1.16	1.09	93.97
<b>Households By Count of Persons</b>			
			Percent
One	15,402	1,229	7.98%
Two	17,878	1,330	7.44%
Three or Four	15,736	1,124	7.14%
Five+	4,495	308	6.85%

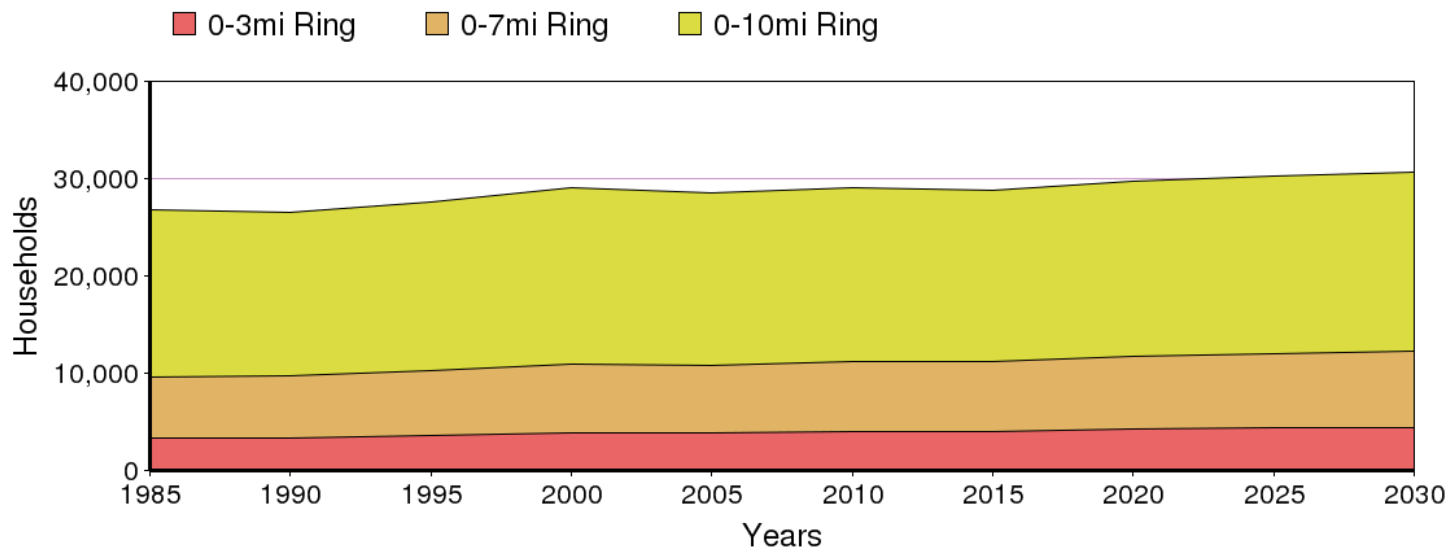
# Projected Demographic Summary

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 0-3 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	135,982	8,567	6.3%
2000 Population	137,985	9,453	6.85%
2010 Population	135,068	9,678	7.17%
2015 Population	132,231	9,510	7.19%

DEMOSCAPE	COUNTY	RING	% OF CO
1990 Households	51,812	3,352	6.47%
2000 Households	54,100	3,834	7.09%
2010 Households	53,511	3,992	7.46%
2015 Households	53,405	3,994	7.48%

Household Change from 1985 to 2030



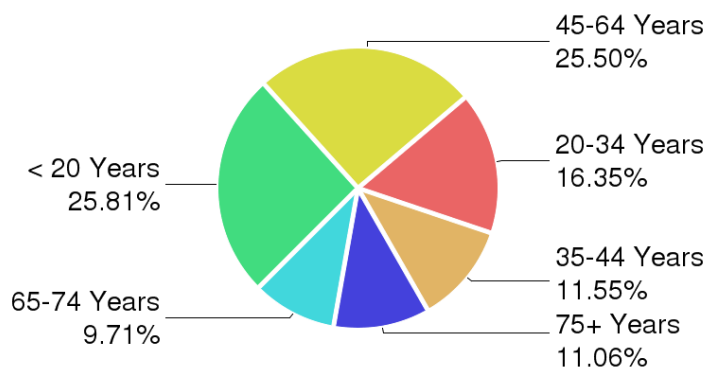
# Projected Demographic Summary

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 0-3 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 YEARS	INDEX
0-3 Years	5.92%	6.62%	111.82
4-5 Years	2.34%	2.44%	104.27
6-8 Years	3.55%	3.74%	105.35
9-11 Years	3.6%	3.59%	99.72
12-13 Years	2.59%	2.61%	100.77
14-17 Years	4.78%	4.57%	95.61
18-19 Years	2.55%	2.25%	88.24
0-5 Years	8.26%	9.06%	109.69
6-12 Years	8.45%	8.69%	102.84
13-19 Years	8.63%	8.08%	93.63
< 20 Years	25.34%	25.83%	101.93
20-34 Years	16.27%	16.36%	100.55
35-44 Years	12.52%	11.56%	92.33
45-64 Years	26.46%	25.52%	96.45
65-74 Years	8.49%	9.72%	114.49
75+ Years	10.9%	11.07%	101.56
Median Age	39	42	107.64
Median Age (Male)	37	41	110.47
Median Age (Female)	40	42	105.79

Projected Age Group Percentages



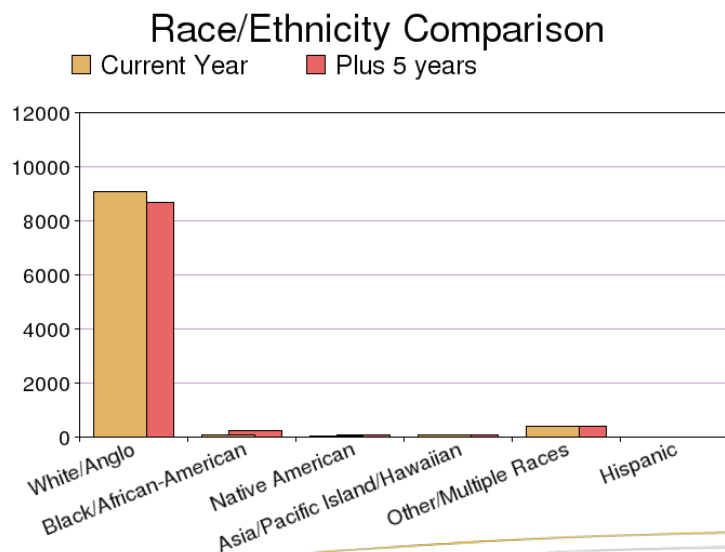
# Projected Demographic Summary

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 0-3 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	93.66%	91.41%	97.6
Black, African-American	0.98%	2.56%	260.31
Native American	0.62%	0.73%	117.03
Asian	0.71%	1.03%	144.54
Pacific Island, Hawaiian	0.01%	0.01%	101.77
Other/Multiple Races	4.02%	4.28%	106.48
Hispanic	0%	0%	0

Education of Adults (25 yrs+)			
Total Adults over age 25 years.	6,723	6,567	
Less than 9th Grade	2.62%	2.36%	90.16
No High School Diploma	5.52%	4.89%	88.58
High School Graduate	28.28%	27.61%	97.64
Some College, no degree	23.14%	23.09%	99.74
Associate Degree	6.2%	6.24%	100.66
College Degree	22.95%	24.43%	106.42
Graduate/Prof. degree	11.29%	11.39%	100.89



# 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 0-3 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	6.14%	5.76%	93.83
\$10,000 to \$19,999	10.72%	10.29%	95.98
\$20,000 to \$29,999	11.32%	10.59%	93.54
\$30,000 to \$49,999	19.96%	18.75%	93.93
\$50,000 to \$59,999	7.36%	7.01%	95.19
\$60,000 to \$69,999	8.77%	8.59%	97.95
\$70,000 to \$79,999	6.56%	6.96%	101.86
\$80,000 to \$89,999	5.41%	5.58%	103.19
\$90,000 to \$99,999	4.08%	4.13%	101.18
\$100,000 to \$249,999	8.59%	9.36%	108.98
\$125,000 to \$149,999	4.33%	4.91%	113.24
\$150,000 to \$199,999	5.56%	6.66%	119.76
\$200,000 to \$249,999	0.83%	1%	121.15
\$250,000 or more	0.3%	0.43%	141.6
Median Household	54,957	58,394	106.25
Average Household	67,268	70,281	104.48
Per Capita Household	27,949	29,742	106.42

Family/Non-Family Household Income			
Median Family Income	69,686	75,886	108.9
Average Family Income	78,599	82,617	105.11
Median Non-Family Income	27,717	27,969	100.91
Average Non-Family Income	37,294	38,756	103.92

# 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 0-3 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
<b>Family Households</b>			
% Family Households	65.18%	65.27%	100.14
Families with Children	30.66	29.54	96.36
Families without Children	34.52	34.63	100.31
<b>Non-Family Households</b>			
% Non-Family Households	34.82%	34.73%	99.73
Non-Families with Children	0.23	0.15	99.73
Non-Families without Children	34.59	34.58	99.95
<b>Housing Units</b>			
Total Housing Units	4,463	4,476	100.29%
Vacant percent	10.58%	10.77%	101.82
Owned percent	63.7%	63.67%	99.96
Rented Percent	25.72%	25.56%	99.36
<b>Households by Size</b>			
Avg household size	2.36	2.32	98.31%
Avg family hh size	3.04	2.98	98.03%
Avg non-family hh size	1.09	1.08	99.08%
<b>Households By Count of Persons</b>			
One	1,229	1,240	100.9%
Two	1,330	1,377	103.53%
Three or Four	1,124	1,090	96.98%
Five+	308	288	93.51%

# 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:	0-3 MILES	3-7 MILES	7-10 MILES
Foreign Born Pop	133	221	605
Northern Europe	43	19	33
Western Europe	14	35	54
Southern Europe	0	0	13
Eastern Europe	1	23	33
Other Europe	0	0	0
Eastern Asia	11	29	123
So. Central Asia	14	9	21
SE Asia	0	13	46
Western Asia	4	0	0
Other Asia	0	0	0

BORN IN:	0-3 MILES	3-7 MILES	7-10 MILES
Eastern Africa	0	0	12
Middle Africa	0	0	0
Northern Africa	0	0	1
Southern Africa	0	0	0
Western Africa	0	3	5
Other Africa	0	2	22
Oceania	9	1	5
Caribbean	0	8	13
Central Amer.	0	17	162
South America	5	2	6
North America	32	60	56
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	0-3 MILES	3-7 MILES	7-10 MILES
English only	8,641	8,878	25,591
Spanish	211	115	701
Other Indo-Euro language	122	150	225
French (incl. Patois, Cajun)	1	27	48
French Creole	0	0	0
Italian	2	0	1
Portuguese	0	0	6
German	88	54	64
Yiddish	0	0	0
Other West Germanic	5	19	21
A Scandinavian Language	0	0	0
Greek	0	0	16
Russian	0	9	1
Polish	3	4	6
Serbo-Croatian	2	0	15
Other Slavic Language	11	33	32
Armenian	0	2	1
Persian	0	0	0
Gujarathi	8	0	0
Hindi	0	2	1
Urdu	0	0	0

SPOKEN AT HOME	0-3 MILES	3-7 MILES	7-10 MILES
Other Indo-Euro	2	0	7
Asian/PI languages	0	0	0
Chinese	0	1	38
Japanese	0	0	69
Korean	0	4	59
Mon-Khmer, Cambodian	0	0	0
Miao, Hmong	0	0	0
Thai	0	2	11
Laotian	0	0	0
Vietnamese	0	4	0
Other Asian	0	0	0
Tagalog	0	2	44
Other Pacific Is	0	1	1
Other languages	12	2	58
Navajo	0	0	0
Other Native N. American	3	0	2
Hungarian	0	0	0
Arabic	4	2	19
Hebrew	0	0	0
African languages	0	0	22
Other unspecified	5	0	15



# 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 MILES	3-7 MILES	7-10 MILES
Reporting ancestry	7,166	6,822	18,807
Arab	0	2	16
Armenian	0	2	8
Austrian	13	5	12
British	33	22	31
Canadian	43	33	45
Croatian	20	26	94
Czech	15	13	41
Czechoslovak	8	10	19
Danish	11	27	67
Dutch	218	282	735
English	1,193	1,023	2,354
European	55	55	159
Finnish	17	17	67
French (not Basque)	162	217	546
French Canadian	144	112	225
German	1,858	1,731	4,092
Greek	22	21	75
Hungarian	42	22	49
Iranian	7	2	0

ANCESTRY	0-3 MILES	3-7 MILES	7-10 MILES
Irish	704	616	1,824
Italian	120	155	429
Lithuanian	9	20	45
Norwegian	36	49	110
Polish	402	285	499
Portuguese	0	1	7
Romanian	20	7	10
Russian	46	51	60
Scandinavian	15	4	3
Scotch-Irish	130	110	267
Scottish	139	155	328
Slovak	23	5	13
Subsaharan African	0	10	172
Swedish	28	76	150
Swiss	23	12	16
Ukrainian	27	33	70
US/American	926	994	2,835
Welsh	44	19	87
West Indian	0	0	40
Yugoslavian	2	9	18
Other	611	589	3,189

# 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 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?



# Using the Demographic Indicators

## *Issues for Your Consideration - continued*

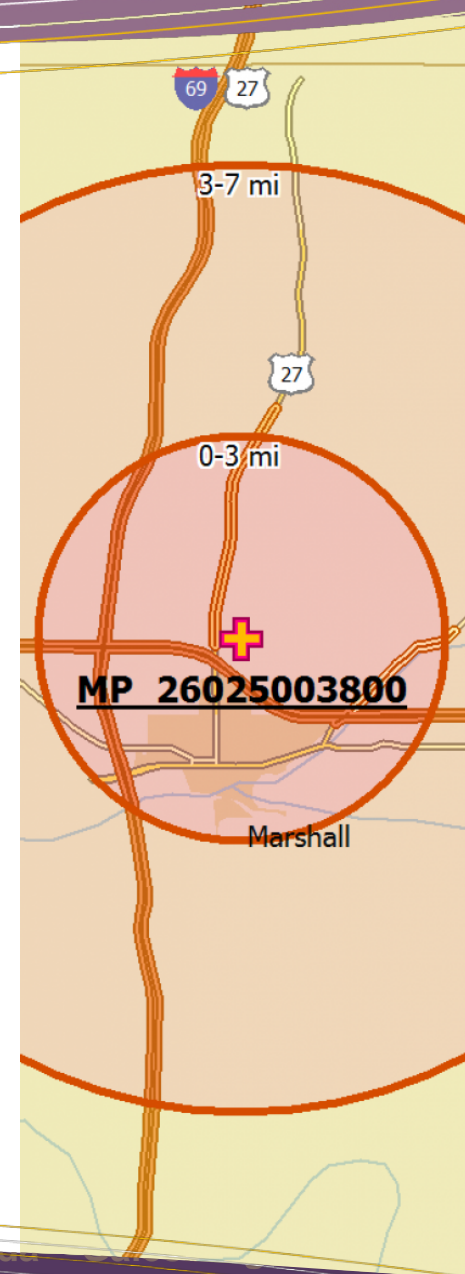
4. Socioeconomics has a profound effect on many aspects of ministry and missional design. Pages 17 & 22 highlight income categories at the site compared to county percentages and 5 year projections. What are the dominant economic categories for this location? How does this site compare to the rest of 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 0-3 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 HHlds	0-3 HH & Percent		Unreached HH & Percent	
Total	3,992	100%	2,678	100%
<b>AFFLUENT SUBURBIA</b>	540	13.53%	379	14.15%
America's Wealthiest	4	0.1%	3	0.11%
Dream Weavers	184	4.61%	132	4.93%
White Collar Suburbia	0	0%	0	0%
Upscale Suburbia	0	0%	0	0%
Enterprising Couples	0	0%	0	0%
Small Town Success	352	8.82%	244	9.11%
New Suburbia Fam.	0	0%	0	0%
<b>UPSCALE AMERICA</b>	1,309	32.79%	880	32.86%
Status Conscious Consumers	0	0%	0	0%
Affluent Urban Professionals	0	0%	0	0%
Urban Commuter Fam.	1,296	32.46%	870	32.49%
Solid Suburban Mix	0	0%	0	0%
2nd Generation Success	4	0.1%	3	0.11%
Successful Urban Sprawl	9	0.23%	7	0.26%
<b>SM TWN SUCCESS</b>	463	11.6%	297	11.09%
2nd City Homebodies	0	0%	0	0%
Prime Middle America	146	3.66%	95	3.55%
Urban Optimists	0	0%	0	0%
Family Convenience	317	7.94%	202	7.54%
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 0-3 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 HHlds	0-3 HH & Percent		Unreached HH & Percent	
Total	3,992	100%	2,678	100%
<b>BLUE COLLAR BACKBONE</b>	619	15.51%	384	14.34%
Nuevo Hispanic Fam.	0	0%	0	0%
Working Rural Suburbia	472	11.82%	285	10.64%
Lower Income Essentials	0	0%	0	0%
Small Town Endeavors	147	3.68%	99	3.7%
<b>AMER. DIVERSITY</b>	345	8.64%	245	9.15%
Ethnic Urban Mix	5	0.13%	4	0.15%
Urban Blues	1	0.03%	1	0.04%
Professional Urbanites	279	6.99%	202	7.54%
Urban Advancement	0	0%	0	0%
Amer. Great Outdoors	60	1.5%	38	1.42%
Mature America	0	0%	0	0%
<b>METRO FRINGE</b>	351	8.79%	240	8.96%
Steadfast Conservative	330	8.27%	226	8.44%
Moderate Conventionalists	0	0%	0	0%
Southern Blues	19	0.48%	13	0.49%
Urban Grit	0	0%	0	0%
Grass-Roots Living	2	0.05%	1	0.04%



# 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 0-3 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	3,992	100%	2,678	100%
<b>REMOTE AMERICA</b>	0	0%	0	0%
Hardy Rural Fam.	0	0%	0	0%
Rural Southern Living	0	0%	0	0%
Coal & Crops	0	0%	0	0%
Native America	0	0%	0	0%
<b>ASPIRING CONTEMP'S</b>	97	2.43%	75	2.8%
Young Cosmopolitans	74	1.85%	58	2.17%
Minority Metro Communities	0	0%	0	0%
Stable Careers	23	0.58%	17	0.63%
Aspiring Hispania	0	0%	0	0%
<b>RURAL VILLAGES &amp; FARMS</b>	104	2.61%	63	2.35%
Industrious Country Living	18	0.45%	12	0.45%
America's Farmland	0	0%	0	0%
Comfy Country Living	31	0.78%	19	0.71%
Small Town Connections	55	1.38%	32	1.19%
Hinterland Fam.	0	0%	0	0%



# 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 0-3 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	3,992	100%	2,678	100%
<b>STRUGGLING SOCIETIES</b>	0	0%	0	0%
Rugged Southern Style	0	0%	0	0%
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%
<b>URBAN ESSENCE</b>	165	4.13%	115	4.29%
Unattached Multicultures	0	0%	0	0%
Academic Necessities	8	0.2%	5	0.19%
Af. Amer. Neighborhoods	0	0%	0	0%
Urban Diversity	93	2.33%	67	2.5%
New Generation Activists	64	1.6%	43	1.61%
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 0-3 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?

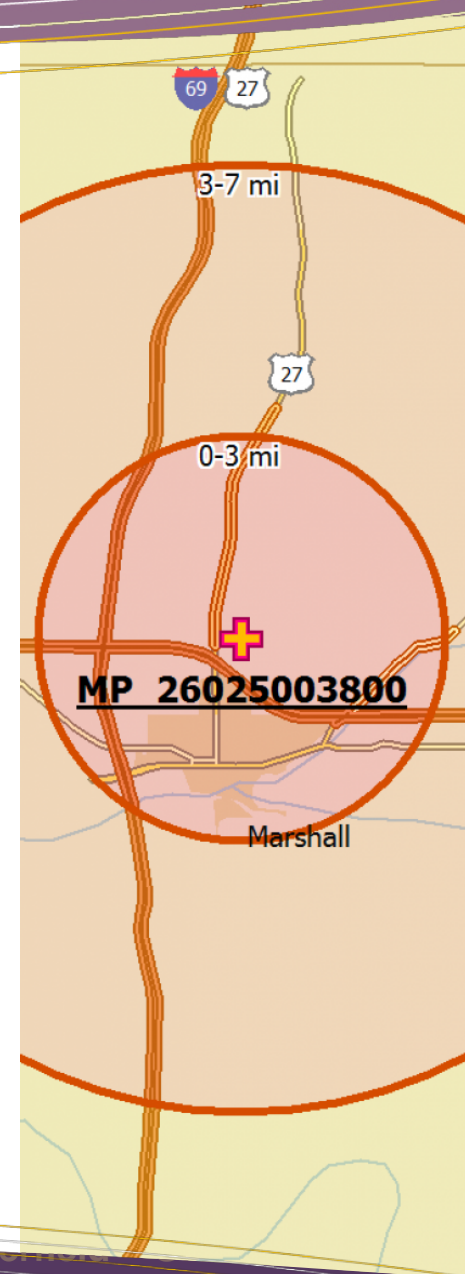
## Potential Cultural Bridges

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 - 0-3 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 MILES	3-7 MILES	7-10 MILES
PC-HH Own	81%	82%	79%
Use Comp. for Internet/E-mail	68%	69%	64%
Internet Use: E-Mail	55%	56%	52%
Use Comp. for Word Processing	48%	48%	43%
Use Comp. for Comp. Games	44%	45%	43%
Use Comp. for Shopping	40%	41%	38%
Use Comp. for Digital Camera Photo Editing	38%	39%	35%
Use Comp. for Banking	36%	37%	34%
Use Comp. for Education	35%	37%	35%
Internet Use: News/ Weather	32%	32%	29%

BRIDGES	0-3 MILES	3-7 MILES	7-10 MILES
HH Owns DVD Player	31%	32%	30%
Internet Use: Banking	27%	28%	26%
Use Comp. for News/Info./Data Service	27%	27%	24%
PC-Network-HH Has One	21%	21%	18%
Use Comp. for Accounting	17%	18%	15%
Use Comp. for Personal Financial Mngmnt	16%	16%	14%
Use Comp. for Filing/DB Mngmnt	16%	17%	14%
Internet Use: Shopping: Gathered Info. for Shopping	15%	15%	13%
Internet Use: Shopping: Made A Purchase	13%	14%	12%
Internet Use: Research/ Education	13%	13%	12%

# 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 - 0-3 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 MILES	3-7 MILES	7-10 MILES
Listening To Music	70%	70%	69%
Dining Out (Not Fast Food)	63%	64%	61%
Reading Books	57%	56%	55%
Card Games	44%	45%	44%
Go To A Beach/Lake	40%	41%	38%
Gardening	38%	40%	38%
Cooking for Fun	37%	38%	37%
Board Games	35%	35%	35%
Going To Bars/Nightclubs/Dancing	23%	23%	22%
Visit Museum	22%	22%	20%

BRIDGES	0-3 MILES	3-7 MILES	7-10 MILES
Any Ailment	69%	69%	68%
Gen./Fam. Practitioner	44%	45%	43%
Dentist	33%	32%	30%
Eye Dr.	23%	22%	22%
Backache	22%	22%	23%
None Of These	20%	20%	20%
Hypertension/High Blood Pressure	20%	20%	20%
High Cholesterol	20%	19%	19%
Acid Reflux Disease (GERD)	16%	16%	15%
Any Arthritis	16%	16%	16%



# 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 - 0-3 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 MILES	3-7 MILES	7-10 MILES
Concert	30.6%	29.32%	27.62%
Live Theater	23.86%	23.51%	20.76%
Live Theater Most Often	20.19%	20.05%	17.51%
Rock/Pop Concerts Most Often	16.92%	16.02%	15.4%
Comedy Club	9.03%	8.82%	8.83%
Dance Performance	8.74%	8.21%	7.99%
Movies: Comedy	41.5%	41.73%	39.75%
Movies: Action/Adventure	39.87%	39.98%	38.43%
Movies: Romantic Comedy	21.4%	21.14%	19.57%

BRIDGES	0-3 MILES	3-7 MILES	7-10 MILES
Movies: Fam.	20.14%	20.33%	20.04%
Movies: Drama	19.19%	18.45%	17.99%
Movies: Mystery	16.89%	15.9%	15.64%
MLB Baseball Reg. Season	9.38%	9.67%	8.15%
NFL Football Reg. Season	7.54%	7.8%	6.74%
College Football Reg. Season	7.44%	7.73%	6.72%
College Basketball Reg. Season	5.43%	5.36%	4.51%
NBA Basketball Reg. Season	4.02%	4.18%	3.51%
NHL Hockey Reg. Season	3.52%	3.33%	2.96%

# 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 - 0-3 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 MILES	3-7 MILES	7-10 MILES
Walking for Exercise	44.32%	43.73%	41.82%
Swimming	36.29%	37.08%	35.21%
Bowling	21.74%	22.37%	22.02%
Billiards/Pool	20.03%	20.09%	20%
Freshwater Fishing	18.3%	19.76%	19.29%
Golf	17.92%	17.67%	15.29%
Weight Training	17.14%	17.84%	16.54%
Camping Trips	16.74%	18.39%	18.3%
Using Cardio Machine	15.68%	15.35%	14.21%
Jogging/Running	15.1%	15.24%	14.62%
Mountain/Road Biking	14.86%	15.34%	14.04%
Basketball	13.93%	14.36%	14.16%
Stationary Cycling	13.27%	12.88%	12.26%
Hunting	11.54%	13.15%	12.46%

BRIDGES	0-3 MILES	3-7 MILES	7-10 MILES
Backpacking/Hiking	11.11%	11.12%	10.83%
Power Boating	10.43%	10.29%	9.23%
Aerobics	10.39%	9.75%	9.23%
Baseball	10.02%	9.99%	10.43%
Target Shooting	10.02%	11.14%	11.07%
Volleyball	8.38%	8.6%	8.91%
Football	8.25%	8.48%	9.03%
Canoeing/Kayaking	7.98%	8.19%	8.04%
Saltwater Fishing	7.84%	8.19%	7.64%
Softball	7.46%	7.95%	8.03%
Tennis	7.31%	7.2%	6.75%
Yoga	7.13%	6.96%	6.88%
Motorcycling	6.99%	7.48%	7.18%
Soccer	6.58%	6.56%	6.61%

# 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 - 0-3 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](http://MissionalContext.org)

BRIDGES	0-3 MILES	3-7 MILES	7-10 MILES
Snorkeling	6.01%	5.74%	5.1%
Horseback Riding	5.83%	6.46%	6.26%
Jet Skiing	5.55%	5.28%	4.87%
Ice Skating	5.3%	5.49%	5.53%
Roller Skating	5.28%	5.4%	5.62%
Downhill & X-Country Skiing	5.25%	5.31%	5%
Archery	4.93%	6.02%	5.86%
Water Skiing	4.92%	5.08%	4.85%
Fly Fishing	4.67%	4.58%	4.65%
Rock Climbing	4.32%	4.07%	3.97%

BRIDGES	0-3 MILES	3-7 MILES	7-10 MILES
Snowmobiling	3.91%	4.34%	4.26%
Sailing	3.9%	3.48%	3.22%
Auto Racing	3.82%	3.73%	3.93%
Hockey	3.77%	3.45%	3.56%
Snowboarding	3.76%	3.76%	3.7%
Racquetball	3.73%	3.6%	3.65%
Martial Arts	3.54%	3.32%	3.43%
Surfing & Windsurfing	3%	2.83%	2.73%
Skateboarding	2.92%	3.09%	3.17%
Rowing	2.88%	2.73%	2.7%



## 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.

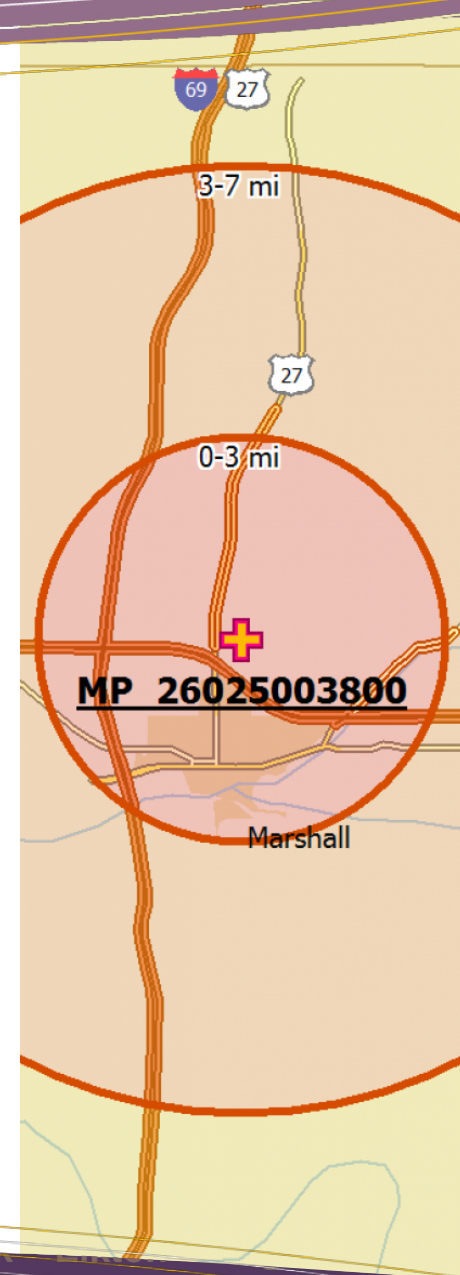
### BIBLICAL BARRIERS

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.

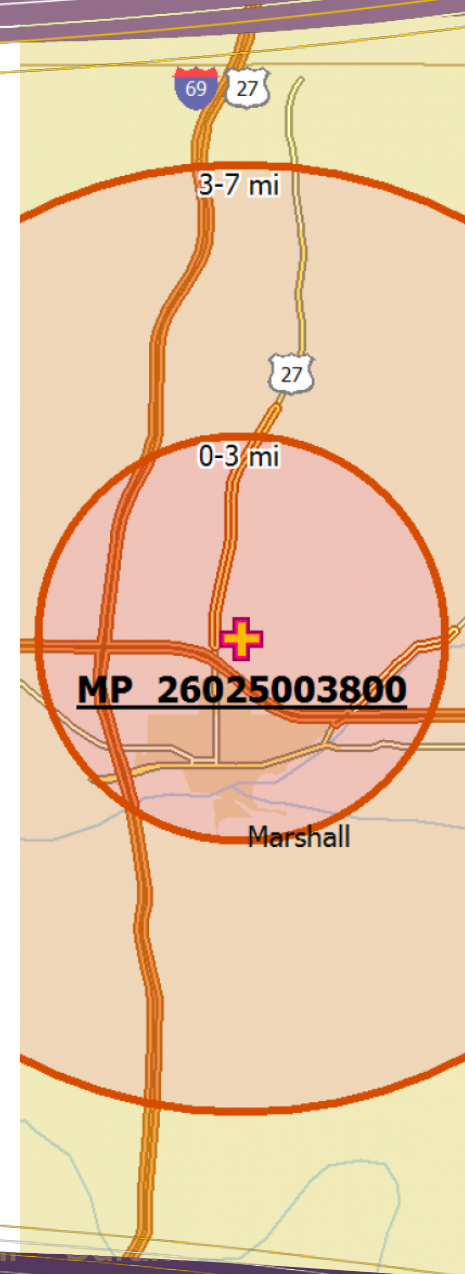
### CULTURAL BARRIERS OF ACCEPTANCE

#### 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.

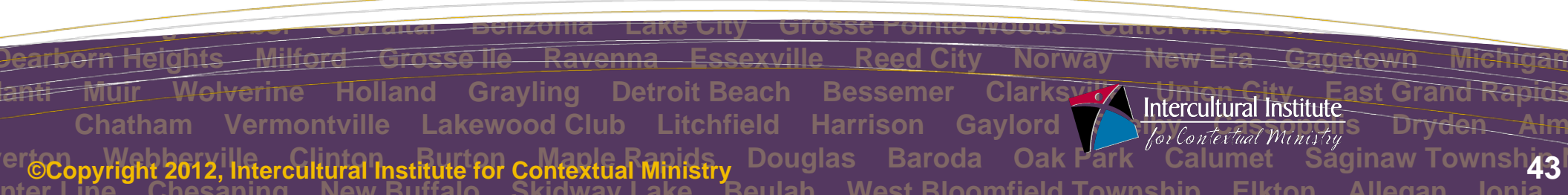


# Potential Cultural Barriers:

The tables below list 24 personal attitude variables related to cultural barriers at this mission site. For each of the three bands -- 0-3 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
Important Continue Learning New Things	49%	49%	49%
Prefer To Have Few Possessions As Possible	39%	37%	35%
Find It Difficult To Say No To My Kids	37%	39%	38%
Woman's Place Is In The Home	34%	36%	35%
Speak My Mind Even If It Upsets People	33%	33%	34%
Like Control Over People And Resources	29%	29%	31%
Don't Judge People/Way They Live Life	29%	28%	28%
Like To Do Unconventional Things	29%	30%	30%
If Won Lottery Would Never Work Again	29%	29%	27%
Friends More Important Than My Fam.	28%	27%	26%
Money Is Best Measure Of Success	26%	26%	26%
Marijuana Should Be Legalized	20%	19%	19%

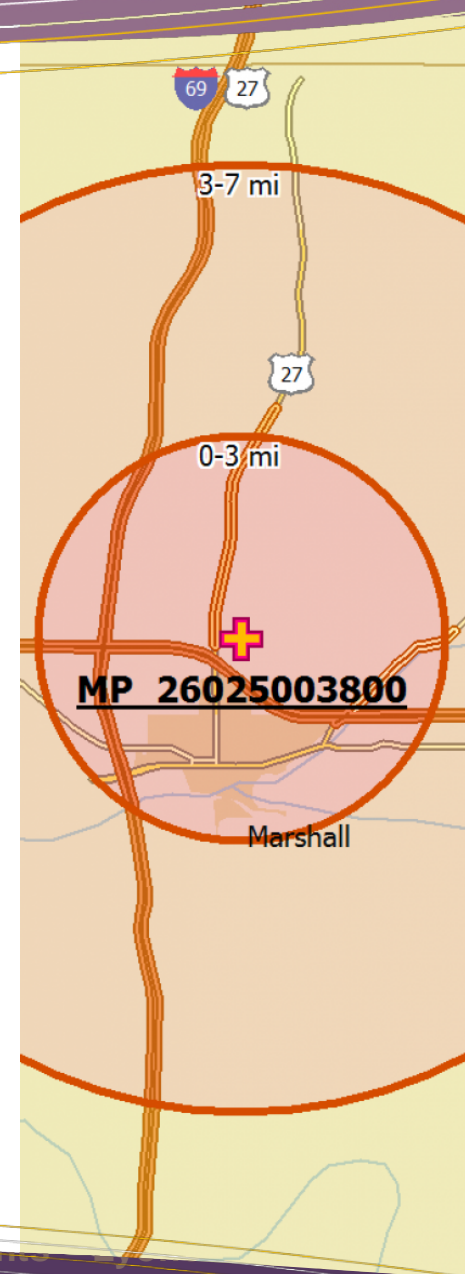
BARRIERS	0-3 MILES	3-7 MILES	7-10 MILES
Too Much Sponsorship In Arts/Sports	20%	20%	22%
Like to Stand Out In A Crowd	19%	20%	20%
Like To Pursue Challenge/Novelty/Change	18%	17%	17%
Rarely Sit Down to a Meal Together At Home	16%	17%	17%
I Am A Workaholic	15%	15%	15%
Only Work Current Job for The Money	14%	13%	13%
We Should Strive for Equality for All	13%	12%	12%
Happy With My Standard Of Living	13%	12%	12%
On Whole People Get What They Deserve	9%	9%	10%
Indulge My Kids With The Little Extras	8%	8%	8%
Little I Can Do To Change My Life	7%	7%	7%
Willing To Give Up Time With Fam. To Advance	5%	5%	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.

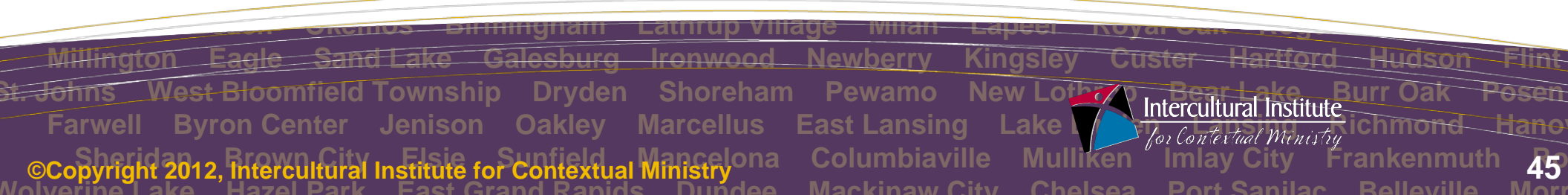


# Potential Cultural Themes:

The tables below list 24 personal attitude variables related to cultural themes at this mission site. For each of the three bands-- 0-3 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.

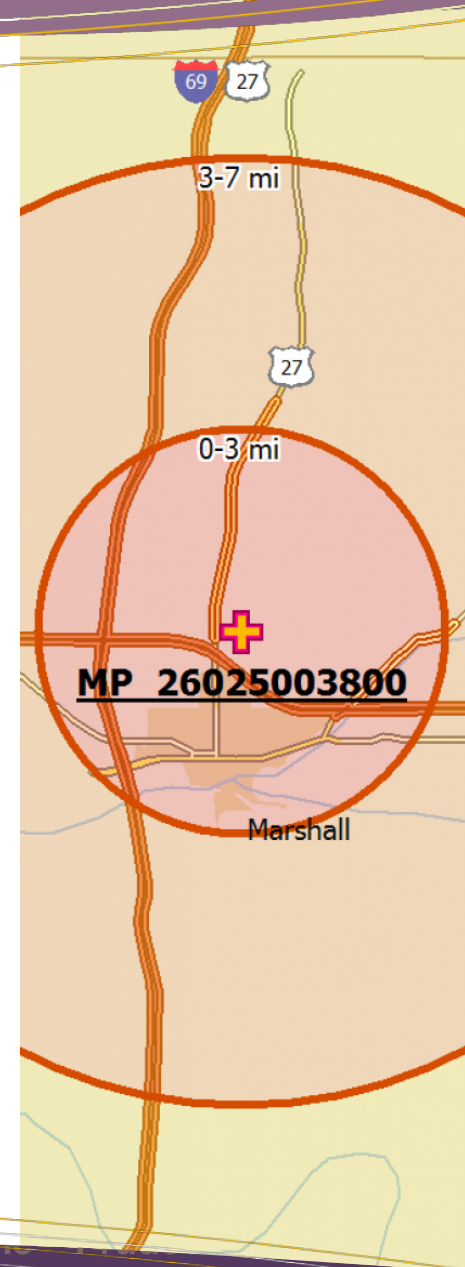
THEMES	0-3 MILES	3-7 MILES	7-10 MILES
Important To Respect Customs And Beliefs	64%	67%	63%
You Should Seize Opportunities In Life	56%	57%	57%
Like To Understand About Nature	39%	38%	37%
Prefer To Have Few Possessions As Possible	39%	37%	35%
Important Feel Respected By My Peers	34%	34%	34%
Prefer Work Part Of Team Than Alone	32%	32%	33%
Important To Juggle Various Tasks	29%	28%	29%
Have Keen Sense Of Adventure	27%	27%	27%
Good At Fixing Things	27%	27%	28%
People Have To Take Me As They Find Me	24%	25%	23%
Like To Just Enjoy Life	23%	22%	22%
Consider Myself Interested In The Arts	19%	18%	19%

THEMES	0-3 MILES	3-7 MILES	7-10 MILES
Worried About Pollution Caused By Cars	18%	19%	18%
Real Men Don't Cry	16%	15%	15%
Looking for New Ideas To Improve Home	15%	15%	15%
Is An Important Part Of Who I Am	15%	15%	15%
Try Not To Worry About The Future	14%	13%	13%
Enjoy Spending Time With My Fam.	11%	11%	12%
Provide My Kids With The Little Extras	9%	9%	10%
Feel Very Alone In The World	5%	5%	5%
Children Should Be Allowed To Express Themselves	5%	4%	5%
Like Spending Most Time With Fam.	4%	5%	5%
Decor Particular Interest To Me	4%	4%	4%
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 - 0-3 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 MILES	3-7 MILES	7-10 MILES
Fast Food/Drive-In	85.67%	86.66%	86.99%
Restaurant-Visit Any			
Fam. Restaurants/Steak	85.37%	85.89%	84.34%
Houses-Visit Any			
McDonald's	55.88%	57.63%	57.72%
Burger King	34.81%	36.05%	38.19%
Applebee's	32.24%	32.48%	31.65%
Subway	30.25%	31.86%	31.9%
Wendy's	29.15%	30.28%	30.58%
Taco Bell	28.71%	28.98%	29.84%
Kentucky Fried Chicken (KFC)	26.28%	27.23%	28.72%
Arby's	24.11%	25.91%	25.48%
Olive Garden	22.24%	21.79%	20.69%
Pizza Hut	20.83%	21.67%	22.6%

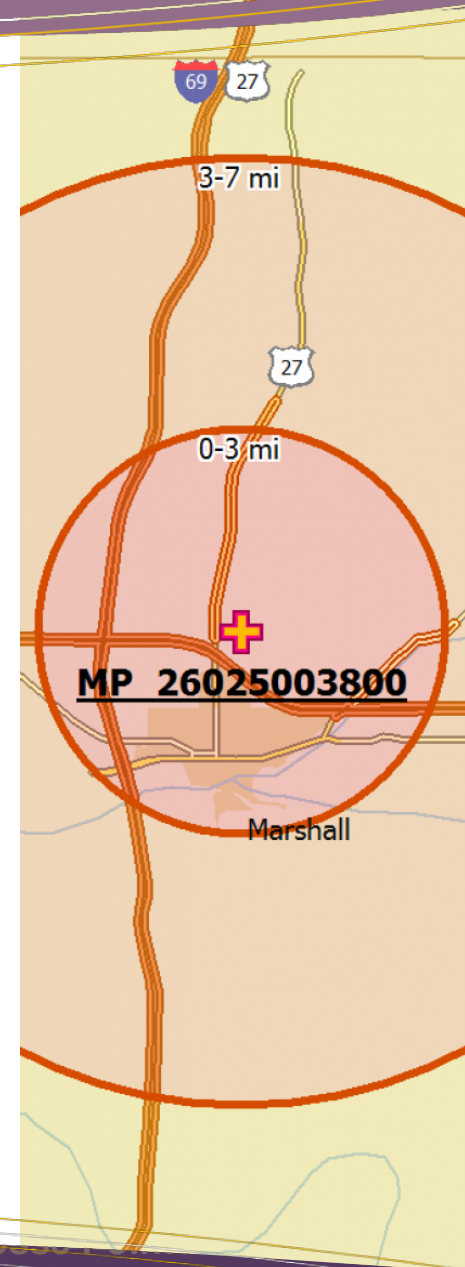
PLACE	0-3 MILES	3-7 MILES	7-10 MILES
Dairy Queen	19.42%	20.14%	20.35%
Outback Steakhouse	16.63%	16.04%	14.41%
Red Lobster	16.18%	16.01%	16.62%
Cracker Barrel	15.67%	16.44%	15.93%
Chili's Grill and Bar	13.89%	13.5%	12.58%
Starbucks	12.74%	12.64%	11.31%
IHOP (International House Of Pancakes)	12.69%	12.47%	12.79%
TGI Friday's	12.55%	12.21%	11.39%
Domino's Pizza	12.39%	11.99%	13.16%
Sonic	12.02%	11.94%	12.69%
Chick-Fil-A	11.33%	11.87%	11.66%
Dunkin' Donuts	11.28%	10.37%	10.31%

## 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!



Hesperia Norton Shores Franklin Montgomery Nashville Harrietta Hartford Carson City Niles Dearborn  
e Oaks Level Park-Oak Park Kingsley Zilwaukee Lowell Crystal Falls Casa City DeWitt Westphalia Orcha  
Marshall Yale Forest Hills Ionia Hancock Kalkaska Port Sanilac Ster Hancock Sagatuck Tekonsk  
Traverse City St. Louis Pentwater McBain Beecher Fowler Charlotte Gladwin Lyons Bay City Hulh  
Battle Creek Shoreham Powers St Ignace Casnovia Otisville Pellston Garden Rogers City Calumet W



# 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.

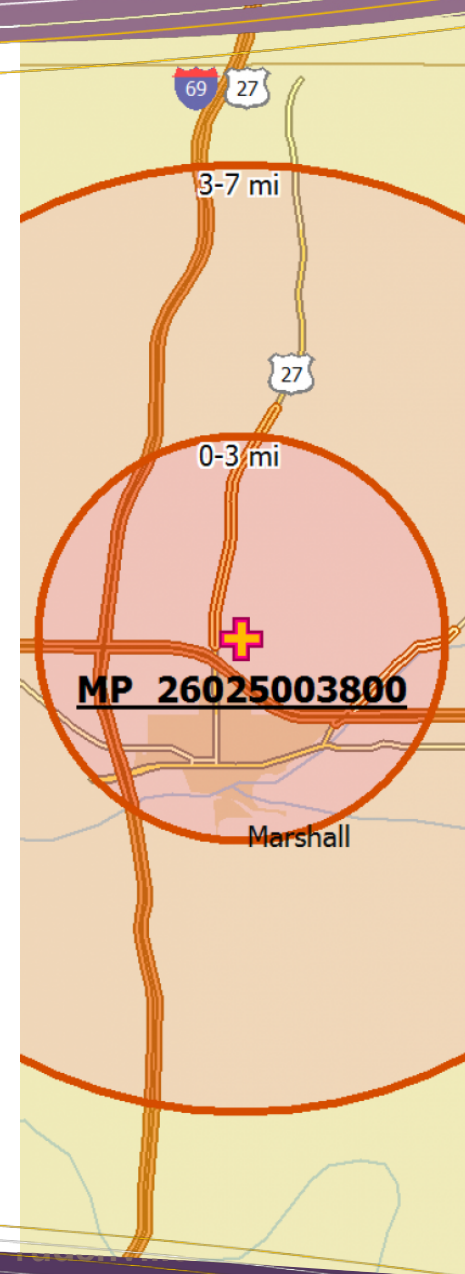
PROJECTS	0-3 MILES	3-7 MILES	7-10 MILES
Voted in fed/state/local election	53.03%	53.81%	50.82%
Recycled products	41.19%	41.66%	38.43%
Worked as volunteer (non political)	20.94%	21.39%	19.12%
Engaged in fund raising	12.65%	13.04%	12.11%
Religious club member	8.36%	8.53%	7.88%
Wrote to elected offcl about publ bus	7.36%	7.5%	6.61%

PROJECTS	0-3 MILES	3-7 MILES	7-10 MILES
Wrote to editor of mag or newspaper	6.73%	6.84%	6.38%
Charitable Organization	6.25%	6.53%	5.99%
Union member	5.93%	6.36%	6.08%
Fraternal order member	5.79%	5.77%	5.43%
Took active part in local civic issue	5.71%	5.64%	5.34%
Addressed a public meeting	5.52%	5.83%	5.18%

## 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 -- 0-3 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

<b>BOOKS</b>	<b>0-3 MILES</b>	<b>3-7 MILES</b>	<b>7-10 MILES</b>
Novel	19.71%	19.3%	17.48%
Children's Books	14.28%	14.51%	13.29%
Mystery	13.56%	13.17%	12.11%
Cookbooks	11.91%	11.91%	11.18%
Religious (not Bibles)	8.97%	8.96%	8.78%
Biography	8.03%	7.49%	6.76%
Personal/Business	7.77%	8.04%	7.15%
Self-help			
History	7.54%	7.48%	7.04%
Romance	7.16%	7.46%	6.91%

<b>MAGAZINES</b>	<b>0-3 MILES</b>	<b>3-7 MILES</b>	<b>7-10 MILES</b>
Newspaper Distributed	72.94%	73.04%	71.27%
Gen. Editorial	46.76%	46.18%	46.11%
Womens	41.42%	41.48%	41.09%
Service	38.35%	38.63%	36.69%
Business/Finance	20.4%	19.93%	17.55%
Mens	18.26%	17.76%	18.56%
Sports	16.02%	15.38%	15.4%
Mature Market	14.08%	13.9%	13.19%
Automotive	13.42%	13.6%	14.44%



# 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 MILES	3-7 MILES	7-10 MILES
Gen. News	60.7%	60.83%	58.23%
Editorial Page	34.59%	34.58%	33.05%
Sport	34.54%	35.17%	34.13%
Business/Finance	34.18%	33.93%	30.77%
Classified	32.91%	33.95%	35.01%
Comics	30.24%	30.2%	29.52%
Food/Cooking	28.24%	27.71%	26.22%
Movie Listings & Reviews	28.14%	27.93%	26.96%
TV/Radio Listings	25.08%	25.42%	24.93%
Home/Gardening	24.45%	25.1%	23.37%
Travel	22.39%	22.62%	20.48%
Science/Technology	21.14%	20.82%	19.1%
Fashion	15.17%	14.75%	13.91%

RADIO	0-3 MILES	3-7 MILES	7-10 MILES
Country	21.83%	24.22%	24.19%
Adult Contemporary	20.67%	20.95%	19.81%
CHR Contemp Hit Radio	16.85%	16.5%	17.86%
News/Talk	16.28%	16.28%	13.92%
Rock	14.54%	15.13%	14.79%
Oldies	13.05%	13.03%	12.39%
Classic Rock	12.55%	12.9%	12.02%
Alternative	11.71%	11.38%	10.35%
Variety	8.02%	7.99%	7.67%
Urban Contemporary	7.58%	7.24%	9.7%
Soft Contemporary	7.55%	7.77%	6.69%
Religious	7.23%	7.26%	6.51%
All News	6.4%	5.94%	4.92%
All Talk	5.11%	4.75%	4.01%
Sports	5%	5.06%	4.22%
Classic Hits	4.86%	4.84%	4.61%
Classical	4.4%	4.31%	3.68%
Jazz	4.22%	4.17%	3.9%

# 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](http://MissionalContext.org)

MULTIMEDIA: TV	0-3 MILES	3-7 MILES	7-10 MILES
Fox News Channel	63.69%	65.64%	64.7%
Satellite Dish	58.63%	59.76%	56.57%
Soapnet	52.25%	52.43%	51.47%
Other Video-On-Demand	41.94%	41.93%	41.71%
Comedy Central	37.32%	35.3%	31.86%
Adult Pay Per View TV	37.28%	37.35%	34.94%
Sci-Fi Channel	36.18%	37.99%	37.66%
MSNBC	33.49%	35.4%	34.93%
TV Info From Sunday TV Magazine	29.64%	30.29%	28.84%
Adult Swim	29.34%	31.14%	29.45%
Subscribe Digital Cable	28.49%	29.62%	28%
Nickelodeon	28.12%	30.62%	30.21%

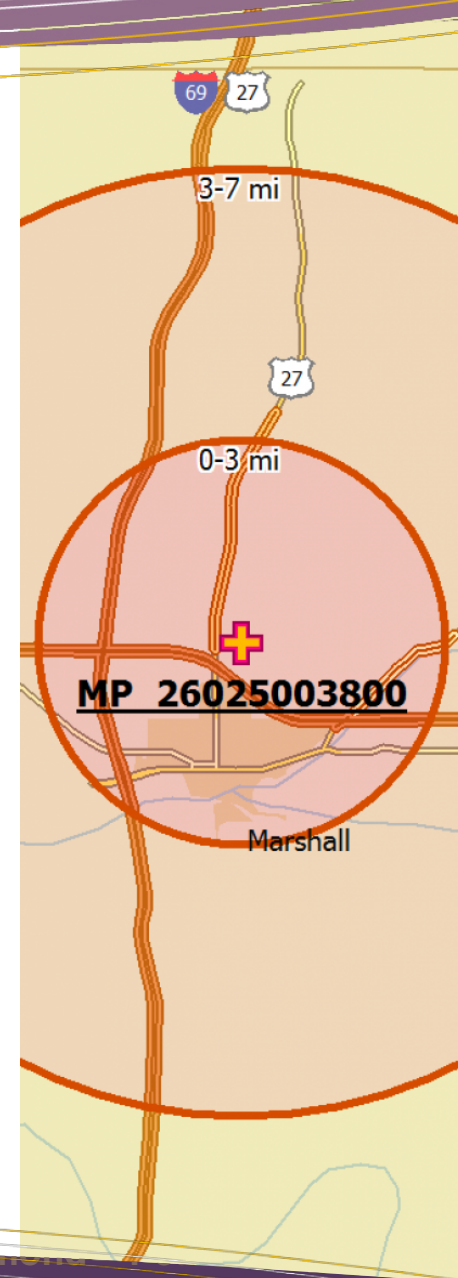
MULTIMEDIA: TV	0-3 MILES	3-7 MILES	7-10 MILES
ABC Fam.	27.37%	26.62%	24.61%
TV Info From Newspapers	26.84%	27.75%	27.18%
USA Network	26.79%	26.82%	25.38%
Nick At Nite	26.11%	27.72%	27.18%
BET (Black Entertainment TV)	25.92%	26.11%	25.45%
Hallmark Channel	25.81%	27.1%	25.25%
TCM (Turner Classic Movies)	25.7%	25.88%	25.21%
The Golf Channel	25.29%	25.53%	23.63%
ESPN Classic	25.26%	23.53%	20.85%
ESPN2	23.82%	23.6%	21.96%
TV Info From Monthly Cable Guide	23.77%	24.51%	24.12%
Video-On-Demand Movies	21.84%	22.72%	20.57%

## 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 -- 0-3 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 MILES	3-7 MILES	7-10 MILES
Book Readers			
Heavy Users (7+)	22.25%	22.19%	20.51%
Medium Users (4-6)	12%	12.16%	11.33%
Light Users (1-3)	22.06%	21.94%	21.17%
Quintiles (20%)			
Newspaper I (Heavy)	1.05%	1.18%	1.6%
Newspaper II	1.43%	1.47%	1.54%
Newspaper III	2.17%	2.32%	2.35%
Newspaper IV	0.38%	0.5%	0.59%
Newspaper V (Light)	1.37%	1.48%	1.36%

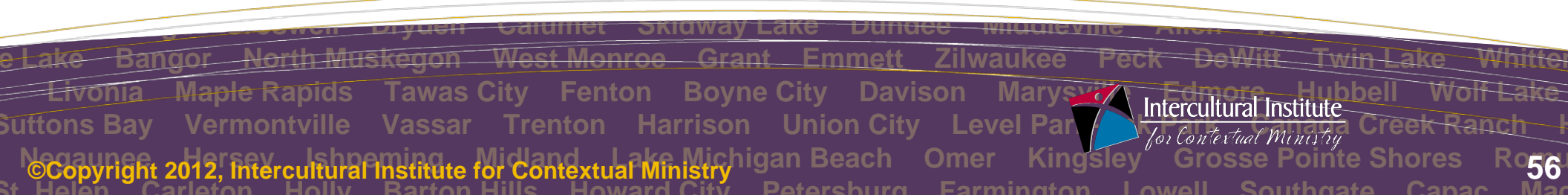
MEDIUM	0-3 MILES	3-7 MILES	7-10 MILES
Quintiles (20%)			
Magazines I (Heavy)	17.44%	18.46%	19.45%
Magazines II	7.65%	8.15%	8.85%
Magazines III	8.95%	9.6%	9.99%
Magazines IV	9.97%	10.17%	11.16%
Magazines V (Light)	0.58%	0.51%	0.44%
Outdoor I (Heavy)	5.96%	5.72%	6.3%
Outdoor II	2.39%	2.16%	2.68%
Outdoor III	2.76%	2.64%	3.12%
Outdoor IV	16.2%	15.93%	16.28%
Outdoor V (Light)	26.47%	26.64%	25.87%
Yellow Pages I (Heavy)	13.82%	14.1%	14.65%
Yellow Pages II	5.16%	5.1%	5.32%
Yellow Pages III	4.02%	3.9%	4.84%
Yellow Pages IV	20.96%	20.74%	22.15%
Yellow Pages V (Light)	2.13%	2.04%	2.77%

# 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 MILES	3-7 MILES	7-10 MILES
Radio Drive Time Quintiles (fifths / 20%)			
Drive Time I & II (Heavy)	2.39%	2.81%	3.24%
Drive Time III (Medium)	0.38%	0.46%	0.58%
Radio IV & V (Light)	2.1%	2.15%	2.58%
Radio Media Quintiles (fifths / 20%)			
Radio I & II (Heavy)	7.75%	7.93%	8.6%
Radio III (Medium)	4.66%	5.37%	5.48%
Radio IV & V (Light)	2.92%	2.87%	3.08%
Cable TV Quintiles (fifths / 20%)			
Cable I & II (Heavy)	13.76%	13.99%	13.39%
Cable III (Medium)	3.67%	3.77%	4.04%
Cable IV & V (Light)	30.86%	30.29%	31.36%

MEDIUM	0-3 MILES	3-7 MILES	7-10 MILES
TV Prime Time Quintiles (fifths / 20%)			
Prime Time I & II (Heavy)	3.3%	3.62%	3.73%
Prime Time III (Medium)	2%	1.98%	2.07%
Prime Time IV & V (Light)	7.69%	7.76%	8.48%
TV Early/Late Fringe Quintiles (fifths / 20%)			
Fringe I & II (Heavy)	41.54%	41.54%	40.23%
Fringe III (Medium)	55.13%	55.08%	55.23%
Fringe IV (Light)	57.38%	57.51%	57.63%
TV All Day Quintiles (fifths / 20%)			
All Day I & II (Heavy)	11.77%	11.52%	12.39%
All Day III (Medium)	23.75%	23.95%	24.21%
All Day IV (Light)	12.14%	11.38%	12.09%





# 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 MILES	3-7 MILES	7-10 MILES
<b>Day-time Radio</b>			
Listeners			
Dayparts [summary]	12.11%	12.35%	11.8%
6:00am - 10:00am	17.9%	17.19%	15.37%
10:00am - 3:00pm	6.63%	5.81%	5.9%
3:00pm - 7:00pm	14.23%	14.3%	14.35%
7:00pm - Midnight	15.4%	14.58%	12.82%
Midnight - 6:00am	5.69%	5.29%	5.15%
<b>Weekend Radio</b>			
Listeners			
Dayparts [summary]	14.69%	15.79%	15.57%
6:00am - 10:00am	4.63%	4.25%	3.66%
10:00am-3:00pm	6.1%	5.63%	5.09%
3:00pm - 7:00pm	6.88%	7.08%	6.9%
7:00pm - Midnight	8.94%	9.25%	8.81%
Midnight - 6:00am	11.61%	11.01%	10.37%

USAGE	0-3 MILES	3-7 MILES	7-10 MILES
<b>Prime Time TV Viewers</b>			
8:00-11:00pm	9.96%	10.31%	9.06%
Saturday: 8:00-11:00pm	8.91%	9.02%	8.58%
Sunday: 7:00-11:00pm	9.97%	10.42%	10.03%
9:00am-1:00pm	26.11%	27.72%	27.18%
9:00am-4:00pm	30.73%	32.23%	31.28%
4:00pm-7:00pm	30%	30.3%	29.11%
11:00pm-1:00am	40.52%	42.56%	42.53%
AVG Prime time	2.53%	2.51%	2.55%
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 -- 0-3 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](http://MissionalContext.org).

TV VIEWERS	0-3 MILES	3-7 MILES	7-10 MILES
Weekday			
6-7am	19.28%	18.56%	17.28%
7-9am	23.82%	23.6%	21.96%
9am-12noon	22.15%	24%	23.11%
12noon-4pm	8.58%	8.23%	8.17%
4-6pm	49.55%	51.06%	47.87%
6-7pm	20%	21.24%	20.85%
7-7:30pm	1.3%	1.41%	1.48%
7:30-8pm	9.76%	10.49%	10.86%
8-11pm	9.96%	10.31%	9.06%
11pm-12am	33.49%	35.4%	34.93%
11pm-1am	40.52%	42.56%	42.53%
1-6am	34.64%	33.45%	32.26%

TV VIEWERS	0-3 MILES	3-7 MILES	7-10 MILES
Weekend			
Sat: 7-10am	20.2%	20.03%	18.9%
Sat: 10am-1pm	7.98%	8.32%	7.61%
Sat: 1-4pm	24.68%	25.29%	24.96%
Sat: 4-6pm	6.37%	6.77%	6.63%
Sat: 6-7pm	2.51%	2.67%	2.29%
Sat: 7-8pm	1.43%	1.45%	1.22%
Sat: 8-11pm	8.91%	9.02%	8.58%
Sat: 11pm-1am	4.88%	4.76%	4.75%
Sat: 1am-7pm	26.79%	26.82%	25.38%
Sun: 7-10am	2.08%	2.14%	2.18%
Sun: 10am-1pm	7.17%	7.84%	7.52%
Sun: 1-4pm	6.05%	6.27%	6.05%
Sun: 4-7pm	13.76%	14.97%	14.24%
Sun: 7-11pm	9.97%	10.42%	10.03%
Sun: 11pm-1am	4.6%	4.77%	4.71%
Sun: 1-7am	21.86%	23.2%	22.08%

# 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*

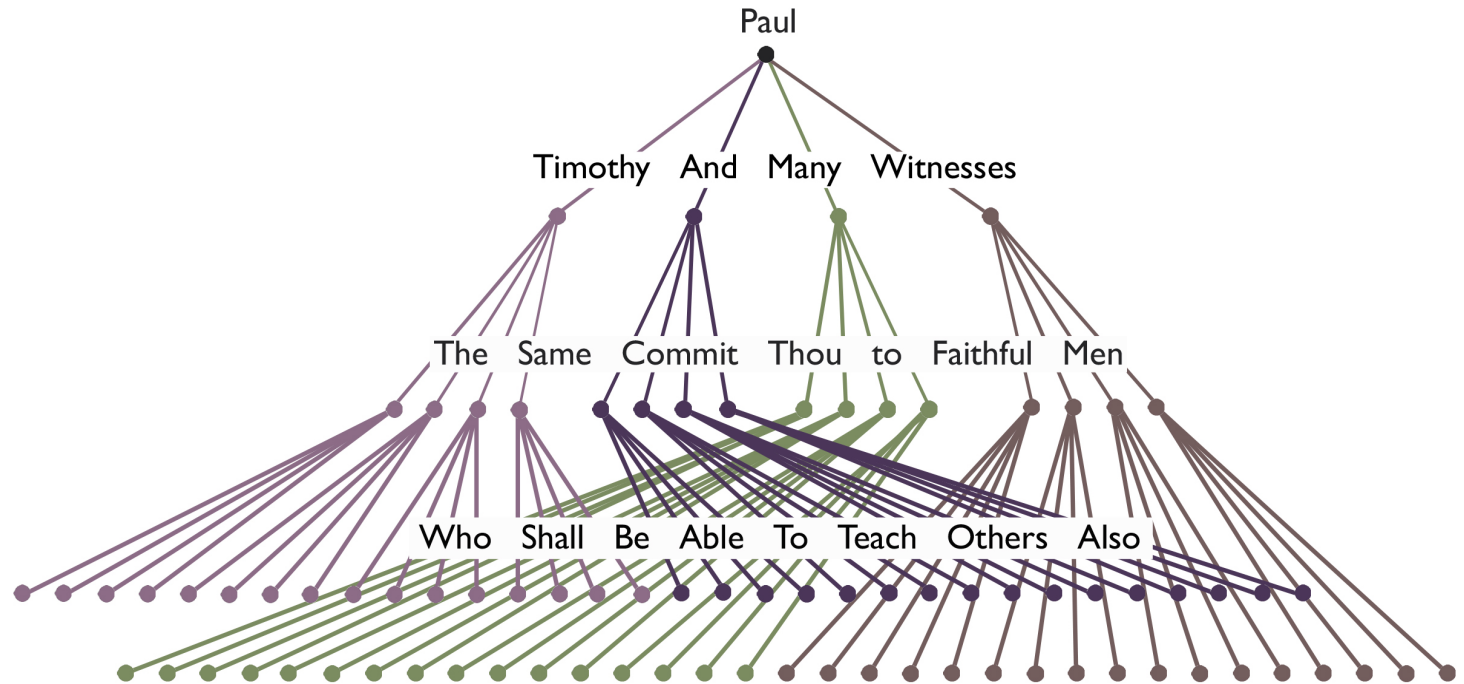
1. Review the shared places listed on page 47. Discuss these types of organizations that may be found at the mission site. Discuss how the mission team may become part of these organizations in order to develop redemptive relationships.
2. Review the shared projects listed on page 49. Discuss ways in 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*



Shepherd Shelby Uby Grandville Rochester Hills Grand Blanc Plymouth Township Greenville Novi  
Colon Lake Michigan Beach Caspian Hillman Copper City Boyne City Corunna Shoreham Fenton  
Ingham Carleton Bay City Coloma St. Charles Sterling Heights South River Canton City Northville Re  
City Hartford Reese New Baltimore Otsego Benton Heights Inkster Freepport Zilwaukee Addison Boal  
ia Burlington Tustin Byron Center Woodhaven Republic Caledonia Burr Oak Flint Mancelona Mulliken

# 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.

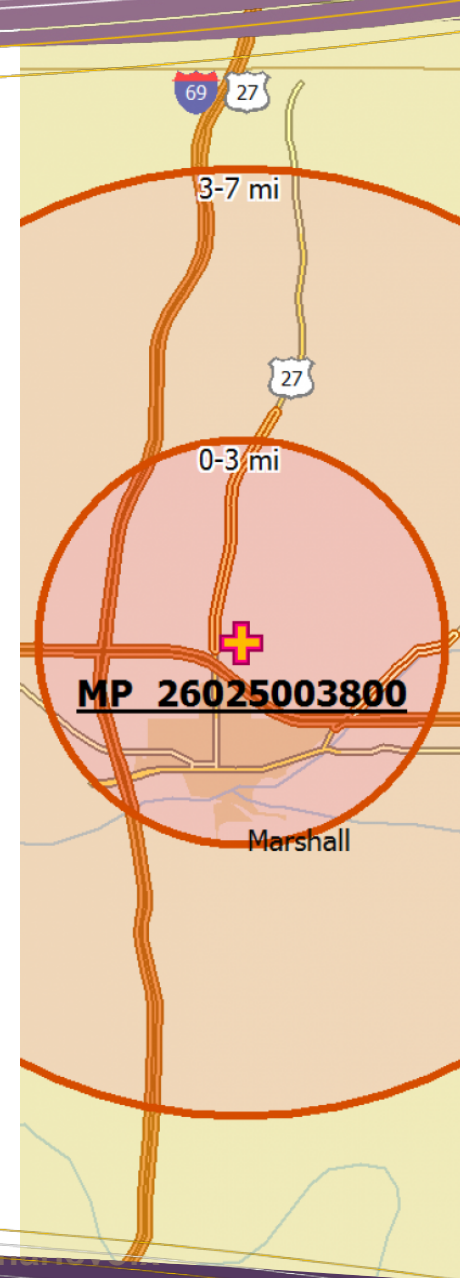


## Your MissionSite and the Missional Suite

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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