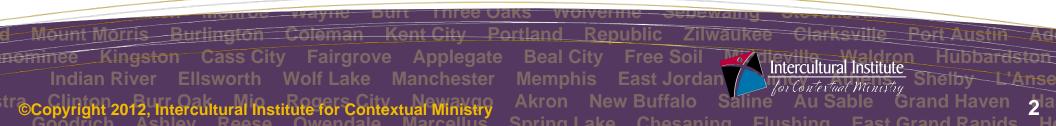
MissionSite top unreached locations

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Tawas City Detroit Kir LASSOCIATION: Woodland Allen Park Grand Ledge SacSITESCAPE: TownscapeSt. Clair Vicksburg Ceme DENSITY PATTERN: K Carroliton Marcellus Plyr Minden City Westphalia Bronson ogemont Park Republic Way rlyc Copyright 2012 Intercultural Institute for Contextual Ministry Dak Middleville Munising Belleville Houghton Detroit Be

MissionSite (TM) Table of Contents

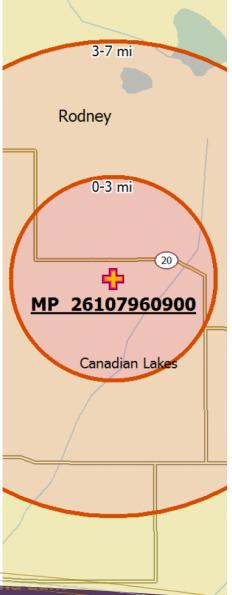
1	Site Location Summary	3
2	Spirituality Indicators	11
3	Current Demographic Summary	15
4	Projected Demographic Summary	20
5	Ethnographic Summary	25
6	Unreached Households by Lifestyle Segment	30
7	Identifying Focus Groups in this Location	35
8	Potential Cultural Bridges	36
9	Potential Cultural Barriers	42
10	Potential Cultural Themes	45
11	Potential Shared Places	47
12	Potential Shared Projects	49
13	Communication Media Content	51
14	Communication Media Usage	55
15	Using the Bridges, Barriers, Themes, etc.	59
16	Biblical Missional Multiplication	61
17	Establishing Redemption Relationships	62
18	Your MissionSite and the Missional Suite	63
19	Notes and Sources	65



Site Location Summary

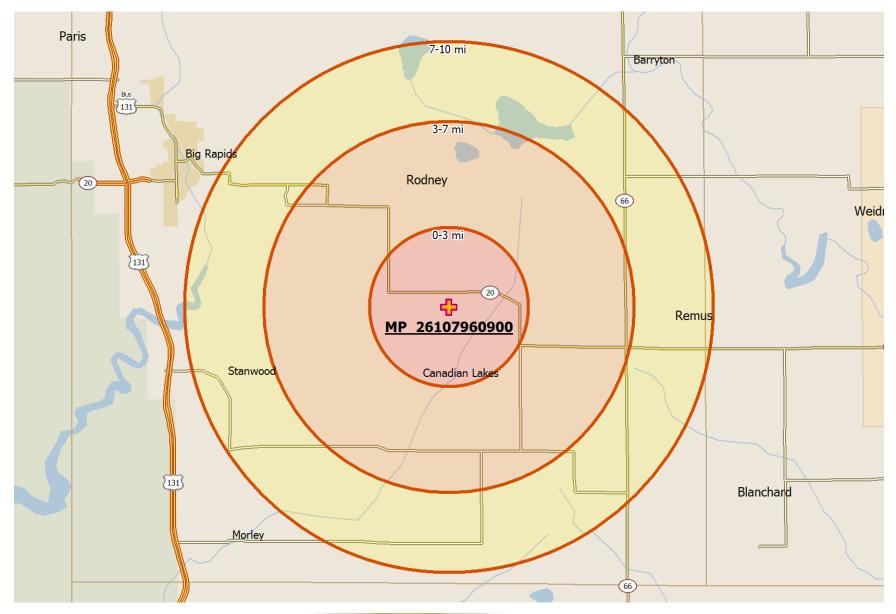
The site location of this MissionSite (TM) report is based upon the SITESCAPE typology developed by the staff of IICM. The SITESCAPE is an analysis of the 0-3 mile, 3-7 mile, and 7-10 mile bands around each of the 65,399 US census tract centroids (or geographical centers). Each census tract has been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

	Location Typography	CODE	LOCATION
1	Region	26R02	Region Two
2	Association	26A15	Woodland
3	County Location	26107	Mecosta
4	Zipcode	49332	Mecosta
5	Sitescape Category	2	Townscape
6	Sitescape Group	2.1	Small Towns
7	Sitescape Subgroup	2.13	Small towns adjacent to a small town
8	Sitescape Density Pattern	K	10000-10000-10000



ding Auburn Hills Oakley Eastlake Tustin Ionia Morley Reading Port Sanilac Canada Creek Ranch He Harper Woods Gaylord Saugatuck Twin Lake Benton Harbor Richland Intercultural Institute age of Clarkston Zeeland Carsonville Lake City Manistique Cement City Intercultural Institute Oscoda Detro for Confertual Ministry Fair Plain 3 Confertual Ministry Comprised Laboratory Confertual Ministry Fair Plain 3 C

Site Location Summary - Map of the Site Location



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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	5	Micropolitan area adjacent to a small metro area
3	Rural / Urban Continuum	6	
4	NCHS Rural Urban Codes	5	Micropolitan - counties in a micropolitan statistical area
5	NCES Urban Centric	43	Rural: Remote: Census-defined rural territory that is more than 25 miles from an urbanized
	Locale Codes		area and is also more than 10 miles from an urban cluster.
6	IICM RUCA Values Index	64	Micropolitan low commuting: No additional code
7	ERS RUCA Commuting Value	6	Micropolitan low commuting: primary flow 10% to 30% to a large urban cluster
8	Percent Commuting to Metro	9	Percent commuting from non metro to metro areas

Beechwood Midland Zilwaukee Beal City Garden City Caro Mackinaw City Sault Ste, Marie Parma Ma Fowler Laurium Clio Flint Lake Ann Three Rivers Grayling Lincolner Intercultural Institute ale North Muskegon Mancelona Clarksville Woodland Grosse Ile Villag for Contextual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry

Site Location Summary - Band Composition

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

BAND COMPOSITION	0-3 MILES	3-7 MILES	7-10 MILES
2010 Population	3,010	5,881	9,026
2010 Households	1,432	2,503	3,708
2010 Group Quarters Population	12	13	22

BAND COMPOSITION	0-3 MILES	3-7 MILES	7-10 MILES
Population Density National Index	9	11	11
Language Diversity National Index	15	21	22
Foreign Born Diversity National Index	50	54	85
Ancestry Diversity National Index	81	71	82
Racial Diversity National Index	12	9	9

Stony Point Port Hope Flushing Wyandotte Paw Paw Lake Zilwaukee Essexville Middletown Olivet Andercook Lake Keego Harbor Bear Lake Stockbridge Harrietta Dexter Intercultural Institute Watervliet Lowell Brooklyn Lincoln Fountain Posen Saugatuck Ber Jos Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Site Location Summary - County Environment

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

COUNTY ENVIRONMENT	CODE	INDICATORS
Housing Stress County	0	False
Low-education County	0	False
Low-employment County	0	False
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	1	True
Services-dependent county indicator	0	False
Nonspecialized-dependent county indicator	0	False

ville Lowell Port Sanilac Lost Lake Woods Buckley Kingsford Michigan Center De Tour Village Quincy Onekama Baldwin Mancelona Constantine Grass Lake Onaway Daview Intercultural Institute ake Odessa Wayne Saugatuck Iron Mountain Luther Forestville Fernda for Confertual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Site Location Summary - Social Environment

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

SOCIAL ENVIRONMENT	0-3 MI BAND	HHLDS	PERCENT
Upscale Communities	Affluent, White-collar Families	41	2.86%
Mainstay Communities	Established, Diverse Households	728	50.84%
Working Communities	Blue-collar, Working Families	228	15.92%
Country Communities	Rural, Agri. & Mining Families	327	22.84%
Aspiring Communities	Young Singles / Aspiring-Multihousing	8	0.56%
Urban Communities	High Density, Inner-city Neighborhoods	103	7.19%

t Huron Keego Harbor Hastings Pewamo Quinnesec Onaway Greilickville Westwood Greenville Muske as City Reese Hemlock Mason Burr Oak Milford Shoreham Center Line Intercultural Institute olumbiaville Almont Southgate Marion Pentwater Coleman Fife Lake for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Baroda Lawton Vale Britton Twining Hiddleville Ca

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 for the top 2 largest social environments. What implications do you see based on the dominant social environments in this location?

Cheboygan Burton Brooklyn Dryden Grayling Laingsburg South Rockwood McBride Gladstone Mar The Hanover Empire Montague Sturgis Camden Coldwater Mount intercultural Institute Hartford Grant Crystal Falls Hopkins New Lothrop Gaylord Belleville For Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Spirituality Indicators Overview - Evangelscape

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

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

EVANGELSCAPE: SPIRITUALITY	COUNTY	0-3 MILE BAND	% INDEX
Unreached Households	11,127	957	8.6%
Unreached %	67.22%	66.83%	99.43
Religious But NOT Evangelical HH	2,183	220	10.09%
Religious But NOT Evangelical %	13.18%	15.38%	116.66
Spiritual But NOT Relig or Evang HH	2,523	191	7.57%
Spiritual But NOT Relig or Evang %	15.24%	13.33%	87.45
Not Evangelical, Not Interested HH	6,424	546	8.51%
Not Evangelical, Not Interested %	38.81%	38.16%	98.32



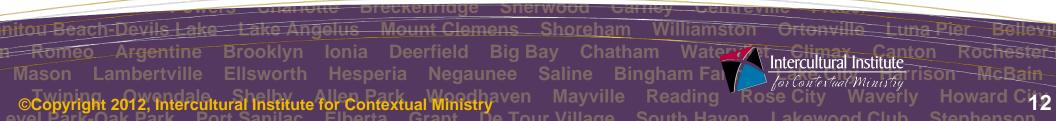
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Spirituality Indicators - Churchscape

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

ECCLESCAPE: CHURCHES	COUNTY	3 MILE	PERCENT
		RING	&INDEX
Num of BSCM Churches	0	0	0%
Active BSCM Attenders	0	0	0%
Active Evangelical Households	1,361	120	8.81%
Active Evangelical Percent	8.22%	8.37%	101.82
Inactive Evangelical Households	4,065	358	8.8%
Inactive Evangelical Percent	24.56%	24.99%	101.74
# New Churches Needed	8	1	8.65%





Using the Spirituality Indicators

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

Issues for Your Consideration

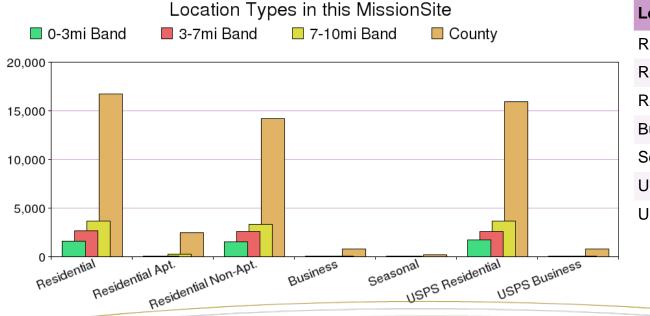
- 1. The Evangelscape on page 11 provides an overview of the spiritual topography of this location. While the percent of unreached households is significant, the other percentages may need further clarification as you conduct an on-site review. The percentage of the population who are religious (meaning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



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

DEMOSCAPE	COUNTY	BAND	% OF CO
1990 Population	37,308	1,823	4.89%
2000 Population	40,553	2,835	6.99%
2010 Population	41,736	3,010	7.21%

DEMOSCAPE	COUNTY	BAND	% OF CO
1990 Households	12,260	757	6.17%
2000 Households	14,915	1,262	8.46%
2010 Households	16,553	1,432	8.65%

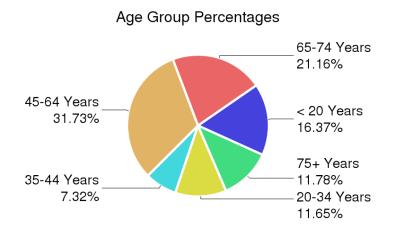


Location Type	0-3mi Band
Residential	1,579
Residential Apt.	58
Residential Non-Apt.	1,521
Business	49
Seasonal	79
USPS Residential	1,766
USPS Business	55

Vandercook Lake Port Austin Bronson Canadian Lakes Vassar Hanover Elberta Rogers City Allegan Rogers Market Market Region Rogers City Allegan Rogers Market Market Rogers City Allegan Rogers City Mesick Wayland Adrian Oxford Ontonagon Sturgis Durand Water Lake Ann Memphis Niles Ellsworth Garden City South Guide Contextual Ministry Contextual Ministry Contextual Ministry Contextual Ministry Contextual Ministry Contextual Ministry Rogers City Revenue Burgington Canadian Lakes Vassar Hanover Elberta Rogers City Allegan Rogers City Allegan Rogers City South Contextual Ministry Context

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.

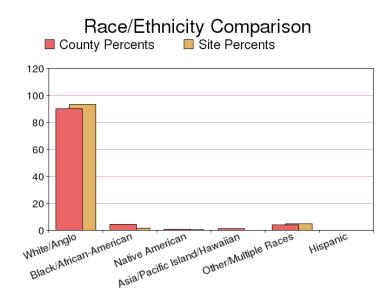


2010 POP. ESTIMATES	COUNTY	BAND	INDEX
0-3 Years	4.89%	4.32%	88.34
4-5 Years	2.16%	1.4%	64.81
6-8 Years	3.15%	2.43%	77.14
9-11 Years	3.2%	2.82%	88.13
12-13 Years	2.17%	1.76%	81.11
14-17 Years	5.92%	2.76%	46.62
18-19 Years	3.26%	0.86%	26.38
0-5 Years	7.05%	5.71%	80.99
6-12 Years	7.43%	6.15%	82.77
13-19 Years	10.26%	4.49%	43.76
< 20 Years	24.74%	16.35%	66.09
20-34 Years	26.2%	11.63%	44.39
35-44 Years	9.13%	7.31%	80.07
45-64 Years	23.31%	31.69%	135.95
65-74 Years	9.56%	21.13%	221.03
75+ Years	7.06%	11.76%	166.57
Median Age	34	52	153.16
Median Age (Male)	31	51	164.37
Median Age (Female)	37	55	146.96

Flushing Battle Creek St. Louis Freeland Owosso Edmore Saugatuck Ubly Gibraitar Almont Gaine Lette Grand Haven St. Clair Holland Lincoln Park Northville Buchanan Intercultural Institute Whittemore Montague McBride Benzonia Spring Lake Britton Unionvive Fortage Corunna Peck Cass City Marcellus 15 Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

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	89.88%	93.09%	103.57	
Black, African-American	4.23%	1.5%	35.31	
Native American	0.72%	0.5%	69.1	
Asian	1.1%	0.17%	15.07	
Pacific Island, Hawaiian	0.04%	0.03%	81.56	
Other/Multiple Races	4.02%	4.72%	117.27	
Hispanic	0%	1.26%	0	
Education of Adults (25 yrs+)				
Total Adults over age 25 years.	25,950	2,422		
Less than 9th Grade	2.71%	1.94%	139.6	
No High School Diploma	10.3%	9.17%	112.34	

Total Adults over age 25 years.	25,950	2,422	
Less than 9th Grade	2.71%	1.94%	139.6
No High School Diploma	10.3%	9.17%	112.34
High School Graduate	36.98%	35.96%	102.84
Some College, no degree	23.35%	24.73%	94.42
Associate Degree	8.03%	7.14%	112.49
College Degree	12.29%	14.37%	85.56
Graduate/Prof. degree	6.33%	6.69%	94.66

esse lle Colon <u>Sanford New Lothrop Marshall Garden Greilickville</u> Reese <u>Zilwaukee Mount Pleasant</u> Mount Pleasant Pleasant Mount Pleasant Pleasant Mount Pleasant Pl

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

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

2010 HOUSEHOLD	COUNTY	BAND	INDEX
ESTIMATES			
Household Income			
< \$10,000	13.04%	9.01%	63.83
\$10,000 to \$19,999	15.92%	13.69%	85.98
\$20,000 to \$29,999	13.89%	13.41%	96.54
\$30,000 to \$49,999	22.37%	23.18%	103.64
\$50,000 to \$59,999	8.92%	8.87%	99.39
\$60,000 to \$69,999	5.49%	6.28%	114.45
\$70,000 to \$79,999	4.86%	5.87%	120.62
\$80,000 to \$89,999	4.09%	4.68%	114.4
\$90,000 to \$99,999	2.66%	3.56%	133.98
\$100,000 to \$124,999	4.21%	4.47%	106.14
\$125,000 to \$149,999	2.06%	1.82%	88.14
\$150,000 to \$199,999	1.81%	3.42%	188.8
\$200,000 to \$249,999	0.36%	0.7%	192.66
\$250,000 or more	0.31%	0.84%	266.75
Median Household	34,814	44,448	127.67
Average Household	46,102	53,284	115.58
Per Capita Household	20,126	25,352	125.97
Family/Non-Family Household			
Income			
Median Family Income	50,054	54,242	108.37
Average Family Income	59,291	59,984	101.17
Median Non-Family Income	20,969	28,880	137.73
Average Non-Family Income	28,017	32,821	117.15

ield Kalamazoo Garden Eau Claire Marlette Twining Big Bay Bad Axe Parchment Vandalia Port Huro Farwell Wyoming Laingsburg Owosso Sturgis Stockbridge Chelser Intercultural Institute Hartford Goodrich Flat Rock Marion Traverse City Clawson Mio Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Breckenridge Levington Facile Creditic Ville Charlevoix Beecher, Iron River, Sand Lake, Dryden Fast

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

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

2010 HOUSEHOLD	COUNTY	BAND	
ESTIMATES			
Family Households			Index
% Family Households	57.83%	64.11%	110.86
Families with Children	25.58%	17.53%	68.53
Families without Children	32.25%	46.58%	144.44
Non-Family Households			
% Non-Family Households	42.17%	35.89%	85.11
Non-Families with Children	1.68	1.89	112.27
Non-Families without Children	40.49	34.01	83.98
Housing Units			Index
Total Housing Units	21,740	2,432	
Vacant percent	23.86%	41.12%	172.34
Owned percent	53.97%	52.14%	96.61%
Rented Percent	22.18%	6.74%	30.41
Households by Size			Index
Avg household size	2.33	2.09	89.7
Avg family hh size	3.02	2.62	86.75
Avg non-family hh size	1.37	1.16	84.67
Households By Count of Persons			Percent
One	4,831	415	8.59%
Тwo	6,418	700	10.91%
Three or Four	4,084	251	6.15%
Five+	1,220	67	5.49%

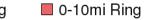
mer Springfield Jackson Benton Heights Ontonagon Webberville Pellston Pinconning Gress Lake Iron The St. Ignace Thompsonville Grand Haven Kingston Lake Michigan Intercultural Institute Harvey Grand Blanc Holt Cement City Utica Mayville Davison Vass ©Copyright 2012, Intercultural Institute for Contextual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry Riverview Lansing Marshall Pearl Beach Hesperia

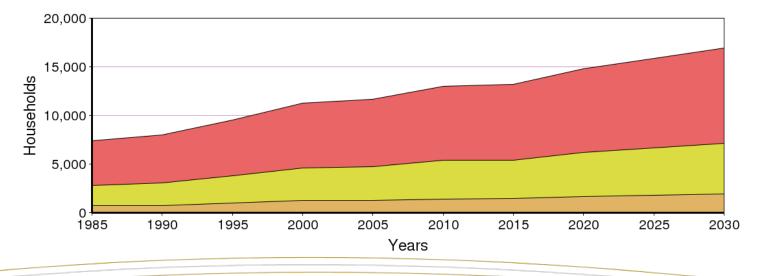
The population and household figures from IICM's Demoscape report are given below for this site location. Historical figures from the 1990 and 2000 US Census precede the current year estimates and the five year projections for both the county in which this site location exists and also for the 0-3 mile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

DEMOSCAPE	COUNTY	RING	% OF CO
1990 Population	37,308	1,823	4.89%
2000 Population	40,553	2,835	6.99%
2010 Population	41,736	3,010	7.21%
2015 Population	41,483	2,967	7.15%

Household Change from 1985 to 2030

🔲 0-3mi Ring 🛛 🗌 0-7mi Ring

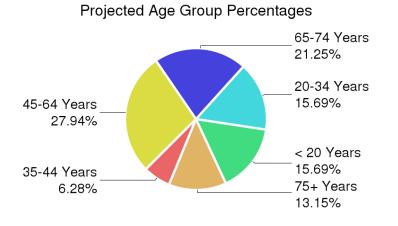




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A comparison between the current and PROJECTED demographic summary of age group categories for the site location for five years from the current year appears on the right.

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.

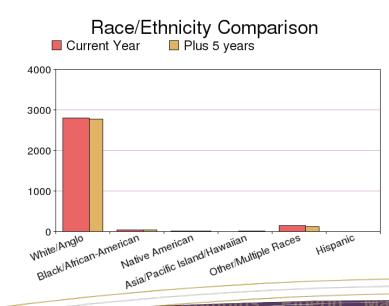


CURRENT VS. PROJECTED	CURRENT	PLUS 5 YEARS	INDEX
0-3 Years	4.32%	6.4%	148.15
4-5 Years	1.4%	1.58%	112.86
6-8 Years	2.43%	2.36%	97.12
9-11 Years	2.82%	2.06%	73.05
12-13 Years	1.76%	1.31%	74.43
14-17 Years	2.76%	1.55%	56.16
18-19 Years	0.86%	0.4%	46.51
0-5 Years	5.71%	7.99%	139.93
6-12 Years	6.15%	5.12%	83.25
13-19 Years	4.49%	2.56%	57.02
< 20 Years	16.35%	15.67%	95.84
20-34 Years	11.63%	15.67%	134.74
35-44 Years	7.31%	6.27%	85.77
45-64 Years	31.69%	27.91%	88.07
65-74 Years	21.13%	21.23%	100.47
75+ Years	11.76%	13.14%	111.73
Median Age	34	50	148.88
Median Age (Male)	31	51	162.95
Median Age (Female)	37	52	140.46

stland Bellaire Saginaw Flint De Tour Village New Era Spring Arbor Onsted Charlevoix Central Lake Apple Big Bay Grant Eaton Rapids Tekonsha Huntington Woods Bear Intercultural Institute Pearl Beach Portage Adrian Grand Ledge Stevensville Sherwood Ioni Jos Confextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Baraga Spring Lake Caro Dearborn Heights Constantine

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	93.09%	93.46%	100.4
Black, African-American	1.5%	1.45%	96.94
Native American	0.5%	0.54%	108.21
Asian	0.17%	0.3%	182.61
Pacific Island, Hawaiian	0.03%	0%	0
Other/Multiple Races	4.72%	4.25%	90.02
Hispanic	0%	0%	0
Education of Adults (25 yrs+)			
Total Adults over age 25 years.	2,422	2,454	
Less than 9th Grade	1.94%	1.3%	67.2
No High School Diploma	9.17%	9.21%	100.47
High School Graduate	35.96%	37.2%	103.46
Some College, no degree	24.73%	25.59%	103.47
Associate Degree	7.14%	7.21%	100.98
College Degree	14.37%	13.69%	95.29
Graduate/Prof. degree	6.69%	5.79%	86.51

Lake Fenton Colon Bridgeport Boyne Falls Empire Wayne Maple Rapids Lexington K. I. Sawyer AFB S wart Copemish Edmore Newaygo Sturgis Dowagiac Detroit Beach Sher Intercultural Institute Yale Oak Park Lyons Inkster Muskegon Hanover Coleman Milford (or Contextual Ministry) ©Copyright 2012, Intercultural Institute for Contextual Ministry Republic Britton Iron River South Haven Saugatuc 21 State Copyright 2012, Intercultural Institute for Contextual Ministry State Copyright 2012

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	9.01%	8.98%	99.65
\$10,000 to \$19,999	13.69%	13.71%	100.16
\$20,000 to \$29,999	13.41%	12.67%	94.46
\$30,000 to \$49,999	23.18%	21.71%	93.65
\$50,000 to \$59,999	8.87%	9.12%	102.79
\$60,000 to \$69,999	6.28%	6.33%	100.76
\$70,000 to \$79,999	5.87%	5.5%	96.09
\$80,000 to \$89,999	4.68%	4.87%	107.09
\$90,000 to \$99,999	3.56%	3.55%	99.65
\$100,000 to \$249,999	4.47%	4.87%	108.99
\$125,000 to \$149,999	1.82%	2.23%	122.65
\$150,000 to \$199,999	3.42%	4.38%	128.12
\$200,000 to \$249,999	0.7%	1.04%	149.48
\$250,000 or more	0.84%	0.63%	74.74
Median Household	44,448	45,397	102.14
Average Household	53,284	54,049	101.44
Per Capita Household	25,352	26,180	103.27
Family/Non-Family Household			
Income			
Median Family Income	54,242	56,726	104.58
Average Family Income	59,984	61,079	101.83
Median Non-Family Income	28,880	30,687	106.26
Average Non-Family Income	32,821	36,032	109.78

n Northview Michigan Center Emmett Tustin Hanover Leslie Melvin Watervliet Benzonia Shepherd ford Bloomfield Township Pentwater Robin Glen-Indiantown Sunfield Dry Intercultural Institute Forestville Merrill Mason Newberry Mulliken Armada Lake Angelus Bio Copyright 2012, Intercultural Institute for Contextual Ministry Decopyright 2012, Intercultural Institute for Contextual Ministry Manuer North Adams Milan White Cloud Gla 22

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

CURRENT VS. PROJECTED	CURRENT	PLUS 5 YEARS	INDEX
Family Households			
% Family Households	64.11%	59.64%	93.03
Families with Children	17.53	16.08	91.71
Families without Children	46.58	42.17	90.54
Non-Family Households			
% Non-Family Households	35.89%	40.36%	112.45
Non-Families with Children	1.89	2.44	112.45
Non-Families without	34.01	37.93	111.52
Children			
Housing Units			
Total Housing Units	2,432	2,447	100.62%
Vacant percent	41.12%	41.28%	100.38
Owned percent	52.14%	51.9%	99.54
Rented Percent	6.74%	6.82%	101.21
Households by Size			
Avg household size	2.09	2.06	98.56%
Avg family hh size	2.62	2.69	102.67%
Avg non-family hh size	1.16	1.12	96.55%
Households By Count of			
Persons			
One	415	460	110.84%
Two	700	667	95.29%
Three or Four	251	249	99.2%
Five+	67	62	92.54%

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Ethnographic Summary

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

BORN IN:	0-3	3-7	7-10	BORN IN:	0-3	3-7	
	MILES	MILES	MILES		MILES	MILES	
Foreign Born Pop	64	87	80	Eastern Africa	0	1	(
Northern Europe	4	13	6	Middle Africa	0	0	C
Western Europe	8	17	11	Northern Africa	0	0	C
Southern Europe	2	6	2	Southern Africa	0	0	1
Eastern Europe	7	9	6	Western Africa	0	0	0
Other Europe	0	0	0	Other Africa	0	0	0
Eastern Asia	0	2	3	Oceania	0	0	0
So. Central Asia	1	0	8	Caribbean	0	0	1
SE Asia	5	0	7	Central Amer.	8	0	7
Western Asia	2	17	10	South America	3	2	1
Other Asia	0	0	0	North America	24	20	1
				Born at sea	0	0	0

etersburg Burlington Hopkins Bear Lake Luna Pier Daggett Mattawan Homer Breckenridge Climax O Letten Shores Hartford Fruitport Boyne City Omer Sterling Heights Greut Intercultural Institute Lugusta Flushing Skidway Lake Comstock Park Laingsburg Bellaire Ministry Jor Confertual Ministry OCopyright 2012, Intercultural Institute for Contextual Ministry OCopyright 2012, Intercultural Institute for Contextual Ministry

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	SPOKEN AT HOME	0-3 MILES	3-7 MILES	7-10 MILES
English only	2,617	5,272	8,305	Other Indo-Euro	0	2	5
Spanish	44	5,272	114		0	0	0
Other Indo-Euro	44 51	54 171		Asian/PI languages Chinese			
	51	171	299		0	0	0
language	0	47	40	Japanese	0	0	0
French (incl. Patois,	2	17	18	Korean	0	0	0
Cajun)	-	•		Mon-Khmer,	0	0	0
French Creole	0	0	0	Cambodian			
Italian	7	2	3	Miao, Hmong	0	0	0
Portuguese	0	0	0	Thai	0	0	0
German	26	91	196	Laotian	0	0	0
Yiddish	0	0	0	Vietnamese	0	1	2
Other West Germanic	2	37	48	Other Asian	0	1	1
A Scandinavian	2	5	5	Tagalog	5	0	2
Language				Other Pacific Is	0	0	0
Greek	0	2	1	Other languages	3	21	13
Russian	0	2	0	Navajo	0	0	0
Polish	4	11	14	Other Native N.	0	8	2
Serbo-Croatian	5	0	0	American			
Other Slavic Language	2	0	0	Hungarian	0	0	0
Armenian	0	0	0	Arabic	0	10	6
Persian	1	2	5	Hebrew	0	1	1
Gujarathi	0	0	1	African languages	3	0	0
Hindi	0	0	0	Other unspecified	0	2	4
Urdu	0	0	0		-	—	-

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Pleasant Ridge Sterling Lapeer Palmer Farmington Negaunee Bad Axe Central Lake Kingsley New Hount Clemens Byron Center Wayne Lennon Vanderbilt Woodhaven Intercultural Institute Albion Three Pinchapyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Boyne Falls Haslett Mackinac Island Constantine Har

Ancestry Summary

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

ANCESTRY	0-3	3-7	7-10	ANCESTRY	ANCESTRY 0-3	ANCESTRY 0-3 3-7
	MILES	MILES	MILES		MILES	MILES MILES
Reporting ancestry	2,286	4,318	6,697	Irish	Irish 193	Irish 193 367
Arab	0	25	38	Italian	Italian 78	Italian 78 97
Armenian	0	0	0	Lithuanian	Lithuanian 2	Lithuanian 2 3
Austrian	4	4	7	Norwegian	Norwegian 33	Norwegian 33 54
British	13	19	23	Polish	Polish 143	Polish 143 217
Canadian	6	13	27	Portuguese	Portuguese 0	Portuguese 0 0
Croatian	0	1	6	Romanian	Romanian 0	Romanian 0 6
Czech	7	11	17	Russian	Russian 5	Russian 5 7
Czechoslovak	7	4	12	Scandinavian	Scandinavian 0	Scandinavian 0 3
Danish	16	79	86	Scotch-Irish	Scotch-Irish 44	Scotch-Irish 44 56
Dutch	58	167	326	Scottish	Scottish 65	Scottish 65 75
English	242	553	782	Slovak	Slovak 2	Slovak 2 2
European	14	38	59	Subsaharan African	Subsaharan African 6	Subsaharan African 6 0
Finnish	8	18	23	Swedish	Swedish 31	Swedish 31 85
French (not Basque)	109	135	240	Swiss	Swiss 11	Swiss 11 13
French Canadian	50	119	209	Ukrainian	Ukrainian 2	Ukrainian 2 5
German	624	1,255	1,676	US/American	US/American 211	US/American 211 534
Greek	20	3	14	Welsh	Welsh 18	Welsh 18 11
Hungarian	9	15	20	West Indian	West Indian 0	West Indian 0 0
Iranian	1	0	9	Yugoslavian	Yugoslavian 6	Yugoslavian 6 1
				 Other	Other 247	Other 247 323

Grand Haven Ferrysburg Wolf Lake Grayling Ferndale Hazel Park Sheridan Ahmeek Cutlerville Dexter Frankfort Burt Schoolcraft Peck Posen Ithaca Charlotte Fair Plain Intercultural Institute Mount Clemens East Jordan Gaylord Camden Gibraltar Hubbardstor for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

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Using the Demographic Indicators

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

Issues for Your Consideration

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

Bellaire Pellston Omer Dowagiac Belding Otisville Greater Galesburg Hillman Brownlee Park Romule Leorse DeWitt Traverse City Marquette Chesaning Athens Grosse Point Intercultural Institute Baraga Burton Pontiac Holt Alpha Franklin Carney Au Gres Cliff for Confectual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Using the Demographic Indicators

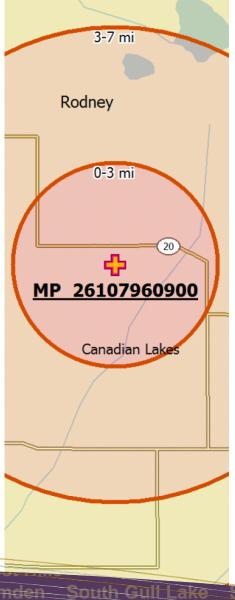
Issues for Your Consideration - continued

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



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

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



son City Hazel Park Beaverton Dexter New Buffalo Saginaw Township North Canden South Gull Lake S Eastwood Beverly Hills Riverview Unionville Owendale Reese Good Intercultural Institute Standish Decatur Brownlee Park Pontiac Casnovia Harper Woods Charles for Contextual Ministry Hudsonville Copyright 2012, Intercultural Institute for Contextual Ministry Chatham Comstock Northwest Climax Buchanan All 29

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

2010 MOSAIC HHIds	0-3 HH & Percent		Unreached HH & Percent	
Total	1,432	100%	960	100%
AFFLUENT SUBURBIA	0	0%	0	0%
America's Wealthiest	0	0%	0	0%
Dream Weavers	0	0%	0	0%
White Collar Suburbia	0	0%	0	0%
Upscale Suburbia	0	0%	0	0%
Enterprising Couples	0	0%	0	0%
Small Town Success	0	0%	0	0%
New Suburbia Fam.	0	0%	0	0%
UPSCALE AMERICA	41	2.86%	28	2.92%
Status Conscious Consumers	0	0%	0	0%
Affluent Urban Professionals	0	0%	0	0%
Urban Commuter Fam.	41	2.86%	28	2.92%
Solid Suburban Mix	0	0%	0	0%
2nd Generation Success	0	0%	0	0%
Successful Urban Sprawl	0	0%	0	0%
SM TWN SUCCESS	75	5.24%	48	5%
2nd City Homebodies	0	0%	0	0%
Prime Middle America	0	0%	0	0%
Urban Optimists	0	0%	0	0%
Family Convenience	75	5.24%	48	5%
Mid-Market Enterprise	0	0%	0	0%

Lake Ann Ravenna Muskegon Jenison Lakeview Ferndale Shelby Sebewaing Chatham Grant Harp Menominee Grand Haven Reed City Au Sable Bad Axe Muskegon Harveville Arveville Sheridan Athe Ile Rochester Breckenridge Hesperia West Bloomfield Township Napole (or Contextual Ministry Douglas Wolve Copyright 2012, Intercultural Institute for Contextual Ministry Decode Marquette Martin South Gull Lake Negaunee

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

2010 MOSAIC HHIds	0-3 HH & Percent		Unreached HH & Percent	
Total	1,432	100%	960	100%
BLUE COLLAR BACKBONE	39	2.72%	24	2.5%
Nuevo Hispanic Fam.	0	0%	0	0%
Working Rural Suburbia	39	2.72%	24	2.5%
Lower Income Essentials	0	0%	0	0%
Small Town Endeavors	0	0%	0	0%
AMER. DIVERSITY	653	45.6%	474	49.38%
Ethnic Urban Mix	0	0%	0	0%
Urban Blues	0	0%	0	0%
Professional Urbanites	625	43.65%	452	47.08%
Urban Advancement	4	0.28%	3	0.31%
Amer. Great Outdoors	4	0.28%	3	0.31%
Mature America	20	1.4%	16	1.67%
METRO FRINGE	189	13.2%	130	13.54%
Steadfast Conservative	189	13.2%	130	13.54%
Moderate Conventionalists	0	0%	0	0%
Southern Blues	0	0%	0	0%
Urban Grit	0	0%	0	0%
Grass-Roots Living	0	0%	0	0%

Brooklyn Saginaw Bingham Farms Sanford Belding Leslie Shields Grosse Pointe Montgomery St. Gibraltar Ironwood Spring Lake Mount Clemens Fairgrove Hudson Intercultural Institute Capac Petoskey Galesburg East Lansing Addison Kent City West Bray Golfevial Ministry Confectual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Bloomfield Hills Three Oaks Level Park-Oak Park

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

2010 MOSAIC HHIds	0-3 HH & Percent		Unreached HH & Percent	
Total	1,432	100%	960	100%
REMOTE AMERICA	211	14.73%	127	13.23%
Hardy Rural Fam.	126	8.8%	77	8.02%
Rural Southern Living	75	5.24%	44	4.58%
Coal & Crops	10	0.7%	6	0.63%
Native America	0	0%	0	0%
ASPIRING CONTEMP'S	8	0.56%	6	0.63%
Young Cosmopolitans	0	0%	0	0%
Minority Metro Communities	8	0.56%	6	0.63%
Stable Careers	0	0%	0	0%
Aspiring Hispania	0	0%	0	0%
RURAL VILLAGES & FARMS	116	8.1%	62	6.46%
Industrious Country Living	48	3.35%	33	3.44%
America's Farmland	7	0.49%	4	0.42%
Comfy Country Living	0	0%	0	0%
Small Town Connections	0	0%	0	0%
Hinterland Fam.	61	4.26%	25	2.6%

Pointe Shores Westphalia Shelby Berkley Rosebush Clio Barryton Forestville Addison Chesaning A tenroe Luther Custer Ahmeek Traverse City Sebewaing Sterling Heighter Counterling Institute omer Rochester Hills Jonesville St. Clair Shores Temperance Saginaw To for Contextual Ministry Contextual Ministry Beecher Mayville Athens Mackinac Island Breckenri 32 Copyright 2012, Intercultural Institute for Contextual Ministry Beecher Belleville Deckerville Tustin Hart Ortonville

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

2010 MOSAIC HHIds	0-3 HH & Percent		Unreached HH & Percent	
Total	1,432	100%	960	100%
STRUGGLING SOCIETIES	103	7.19%	61	6.35%
Rugged Southern Style	94	6.56%	55	5.73%
Latino Nuevo	0	0%	0	0%
Struggling city Centers	9	0.63%	6	0.63%
College Town Communities	0	0%	0	0%
New Beginnings	0	0%	0	0%
URBAN ESSENCE	0	0%	0	0%
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	0	0%	0	0%
Getting By	0	0%	0	0%
VARYING LIFESTYLES	0	0%	0	0%
Military Family Life	0	0%	0	0%
Major University Towns	0	0%	0	0%
Gray Perspectives	0	0%	0	0%

rling Heights Southfield Whitehall Evart Pinconning Lawrence Atlanta Bad Axe Dryden Durand Belder Pertage Alpena Lake Angelus Roscommon Oscoda Waldron Clifford Intercultural Institute atuck Norway Lost Lake Woods Scottville Marlette Three Rivers Whitte for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Rochester Hills Bangor Woodbaven Ludington Mason

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

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- 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?

34

Ministry

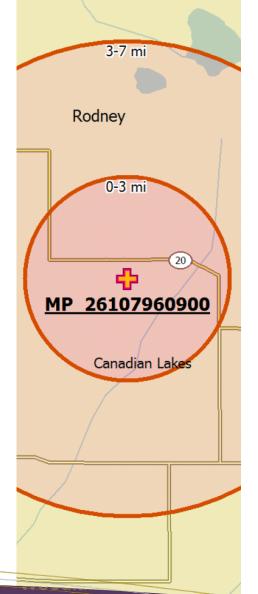
Potential Cultural Bridges

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

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

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

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



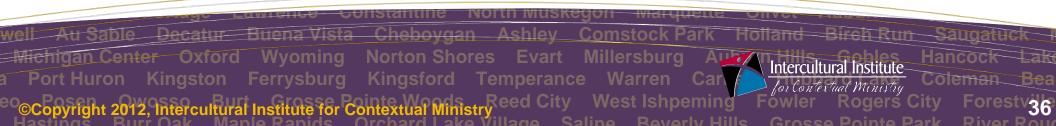
kom Pinconning Saginaw Township North Laurium Burton Nashville Free Soil Scottville Marshall Power Ovid Durand Portage Whitehall New Lothrop Litchfield Rockford On <u>Intercultural Institute</u> Austin Gobles Greater Galesburg Cement City Alanson Baldwin Bellaire East Lansing Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Traverse City Madison Heights Franklin Canton Greilickville West Bloomfield Township, Hartford, Benzonic

Potential Cultural Bridges

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

BRIDGES	0-3	3-7	7-10
	MILES	MILES	MILES
PC-HH Own	77%	76%	76%
Use Comp. for Internet/E-mail	61%	60%	61%
Internet Use: E-Mail	51%	50%	49%
Use Comp. for Word Processing	45%	43%	42%
Use Comp. for Comp. Games	37%	39%	40%
Use Comp. for Shopping	34%	35%	35%
Use Comp. for Digital Camera	33%	34%	35%
Photo Editing			
Use Comp. for Banking	29%	29%	31%
Use Comp. for Education	28%	30%	30%
Internet Use: News/ Weather	28%	27%	26%

BRIDGES	0-3	3-7	7-10
	MILES	MILES	MILES
HH Owns DVD Player	27%	28%	29%
Use Comp. for News/Info./Data	27%	24%	23%
Service			
Internet Use: Banking	23%	24%	25%
Use Comp. for Accounting	17%	16%	16%
Use Comp. for Personal Financial	17%	16%	15%
Mngmnt			
PC-Network-HH Has One	17%	17%	17%
Use Comp. for Filing/DB Mngmnt	15%	14%	14%
Internet Use: Shopping: Gathered	13%	12%	11%
Info. for Shopping			
Internet Use: Shopping: Made A	12%	12%	12%
Purchase			
Internet Use: Research/ Education	11%	11%	11%



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

BRIDGES	0-3	3-7	7-10
	MILES	MILES	MILES
Listening To Music	64%	65%	66%
Dining Out (Not Fast Food)	62%	60%	59%
Reading Books	58%	56%	55%
Card Games	44%	44%	44%
Gardening	40%	42%	41%
Go To A Beach/Lake	37%	37%	37%
Cooking for Fun	34%	35%	36%
Board Games	29%	31%	33%
Visit Museum	21%	20%	20%
Photography	20%	20%	20%

BRIDGES	0-3	3-7	7-10
	MILES	MILES	MILES
Any Ailment	73%	71%	69%
Gen./Fam. Practitioner	43%	42%	42%
Dentist	34%	32%	30%
Eye Dr.	27%	24%	22%
Hypertension/High Blood	23%	22%	21%
Pressure			
Backache	22%	22%	22%
High Cholesterol	21%	20%	19%
Any Arthritis	20%	19%	18%
None Of These	17%	18%	19%
Acid Reflux Disease (GERD)	16%	15%	14%

Big Bay St. Clair Shores Stony Point Clifford Farwell Gibraltar West Ishpeming Southfield Bridgman G The Carson City Detroit Beach Perrinton Holly Middleville Ortonville Intercultural Institute Pentwater Rockford Dexter Columbiaville Addison Oak Park Beaverto for Contestual Ministry ^oCopyright 2012, Intercultural Institute for Contextual Ministry Contestual Ministry Contextual Contextual Ministry

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

BRIDGES	0-3	3-7	7-10
	MILES	MILES	MILES
Concert	27.65%	25.88%	25.18%
Live Theater	25.17%	22.55%	20.78%
Live Theater Most Often	20.95%	19.19%	17.86%
Rock/Pop Concerts Most	10.44%	10.74%	11.43%
Often			
Classical Concerts Most	10.09%	7.83%	6.33%
Often			
Dance Performance	8.19%	7.94%	7.61%
Movies: Comedy	34.51%	34.67%	35.29%
Movies: Action/Adventure	34.46%	35.63%	36.49%
Movies: Drama	20.74%	19.19%	18.31%

Joseph Robin Glen-Indiantown Jackson Gaylord Sault Ste. Marie Whittemore Carney Baroda Omer Bee Whitmore Lake Montrose Onsted Plymouth Township Gladstone Else Intercultural Institute Ironwood Rogers City East Grand Rapids Lake Ann Holland Romulus for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

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

BRIDGES	0-3	3-7	7-10	BRIDGES
	MILES	MILES	MILES	
Walking for Exercise	45.68%	44.06%	42.7%	Hunting
Swimming	33.73%	34.71%	35.19%	Aerobics
Freshwater Fishing	20.22%	22.25%	23.22%	Backpacking/H
Bowling	19.06%	20.58%	21.58%	Target Shootir
Golf	17.6%	16.1%	15.3%	Baseball
Billiards/Pool	15.33%	16.18%	17.7%	Saltwater Fish
Camping Trips	15.12%	18.11%	19.39%	Canoeing/Kay
Mountain/Road Biking	14.03%	14.78%	15.14%	Softball
Weight Training	13.19%	13.52%	14.03%	Volleyball
Using Cardio Machine	12.77%	12.56%	12.54%	Tennis
Stationary Cycling	12.68%	12.41%	11.99%	Football
Jogging/Running	12.53%	13.44%	13.9%	Yoga
Power Boating	11.93%	12.46%	11.96%	Soccer
Basketball	11.13%	12.57%	13.85%	Horseback Rid

BRIDGES	0-3	3-7	7-10
	MILES	MILES	MILES
Hunting	10.53%	13.73%	15.2%
Aerobics	9.17%	8.75%	8.5%
Backpacking/Hiking	8.76%	10.17%	10.75%
Target Shooting	8.43%	11.04%	11.93%
Baseball	8.14%	9.14%	9.78%
Saltwater Fishing	7.74%	8.14%	8.4%
Canoeing/Kayaking	7.58%	9.57%	9.89%
Softball	6.54%	8.34%	9.07%
Volleyball	6.49%	7.37%	8.08%
Tennis	6.33%	5.79%	5.81%
Football	6.15%	7.09%	8.25%
Yoga	6.01%	6.33%	6.51%
Soccer	5.55%	6.11%	6.57%
Horseback Riding	5.45%	7.02%	7.82%

erwood Grandville New Era Onaway Muskegon Hubbardston Hancock Comstock Northwest Chesaning Sterling Heights Big Rapids Alanson New Buffalo Bloomfield Hills Intercultural Institute amston Lake Michigan Beach Chelsea Burton Gaastra Owendale Newber Gordertual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Birmington Hills Beaverton Estrage

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

BRIDGES	0-3	3-7	7-10
	MILES	MILES	MILES
Motorcycling	5.23%	6.38%	6.96%
Fly Fishing	4.34%	4.86%	5.03%
Sailing	4.27%	4.21%	3.91%
Ice Skating	4.24%	5.29%	5.76%
Water Skiing	4.22%	5.53%	5.88%
Downhill & X-Country	4.21%	4.87%	4.98%
Skiing			
Archery	4.2%	5.56%	6.25%
Roller Skating	3.81%	4.73%	5.24%
Snorkeling	3.8%	4.19%	4.41%
Jet Skiing	3.73%	4.09%	4.32%

BRIDGES	0-3	3-7	7-10
	MILES	MILES	MILES
Snowmobiling	3.33%	4.68%	5.08%
Rowing	2.57%	3%	3.06%
Hockey	2.51%	2.89%	3.07%
Racquetball	2.43%	2.95%	3.26%
Skateboarding	2.39%	3.18%	3.45%
Auto Racing	2.33%	3.66%	4.05%
Rock Climbing	2.33%	2.9%	3.22%
Snowboarding	2%	2.66%	3.08%
Martial Arts	1.8%	2.43%	2.79%
Surfing & Windsurfing	1.48%	2.04%	2.29%

ds Greilickville Midland Fremont West Monroe Concord Newaygo Michlana Bear Lake Shepherd Lake Memphis Pearl Beach Westwood Dundee Benzonia Estral Beach Finder Intercultural Institute ell Romulus Walker Sparta Cadillac Carrollton Schoolcraft Grosse Por Confectual Ministry It Copyright 2012, Intercultural Institute for Contextual Ministry Hills Hesperia Twining Eastwood Wolf Lake Jonia

Potential Cultural Barriers -- Introduction (part 1)

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

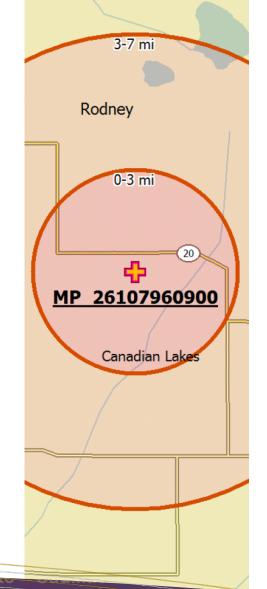
BIBLICAL BARRIERS

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

ECCLESIAL BARRIERS

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

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



ngs Almont Elk Rapids New Era Potterville Menominee Edmore Hemlock Empire Gladvin Pewamo Rese Manchester Trowbridge Park Cedar Springs Lewiston Port Sanil And City Benzonia Pearl Bearl Rock Sparta Wixom Lake Ann Custer Montrose Walled Lake Caspian (Intercultural Institute For Confectual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry

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.

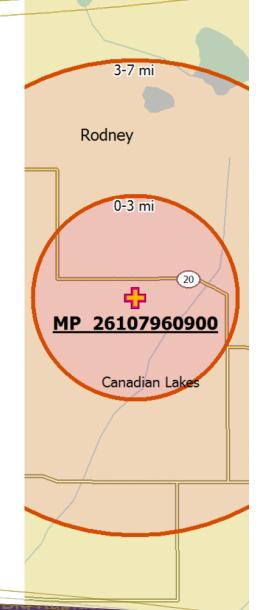
CULTURAL BARRIERS OF ACCEPTANCE

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.



Lint Sherwood Bellevue Harrison Lake Linden Tekonsha Decatur Dearborn Beal City Port Austin Sher Hudsonville Grosse Ile Camden Copper City Au Gres Temperance Group Contextual Institute Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute

Potential Cultural Barriers:

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

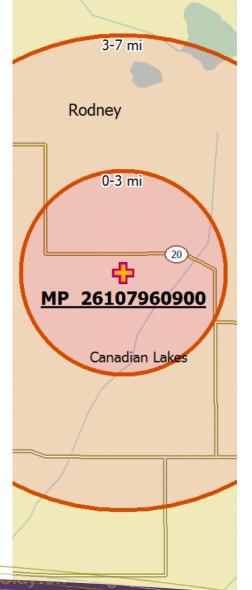
BARRIERS	0-3 MILES	3-7 MILES	7-10 MILES	BARRIERS	0-3 MILES	3-7 MILES	7-10 MILES
Important Continue Learning New Things	50%	50%	50%	Like to Stand Out In A Crowd Too Much Sponsorship In	18% 18%	20% 19%	20% 19%
Prefer To Have Few Possessions As Possible	38%	35%	34%	Arts/Sports Like To Pursue	18%	18%	17%
Find It Difficult To Say No To My Kids	38%	38%	38%	Challenge/Novelty/Change Only Work Current Job for The	16%	16%	15%
Speak My Mind Even If It Upsets People	34%	34%	34%	Money Rarely Sit Down to a Meal	16%	17%	18%
Woman's Place Is In The Home	33%	35%	35%	Together At Home	1070		1070
Like Control Over People And Resources	32%	32%	32%	Happy With My Standard Of Living	13%	12%	12%
Like To Do Unconventional Things	31%	31%	30%	We Should Strive for Equality for All	12%	12%	12%
If Won Lottery Would Never	31%	28%	27%	I Am A Workaholic	12%	14%	15%
Work Again Money Is Best Measure Of	28%	29%	29%	On Whole People Get What They Deserve	8%	10%	10%
Success Friends More Important Than My	27%	26%	25%	Little I Can Do To Change My Life	8%	7%	7%
Fam.	21/0	2070		Indulge My Kids With The Little	8%	8%	9%
Don't Judge People/Way They	27%	28%	28%	Extras	E 0/	<u>C0/</u>	<u> </u>
Live Life Marijuana Should Be Legalized	20%	19%	18%	Willing To Give Up Time With Fam. To Advance	5%	6%	6%

orway Middletown Sherwood South Lyon Dansville Cement City Bingham Farms Williamston Shields Grass Lake Eagle Marine City Allegan Gibraltar Harbor Beach Niles Confectual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Dewitt Mendon Alanson Grand Beach Pigeon Flat Po

Potential Cultural Themes

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

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



Oakley Coopersville Bay City Grosse Pointe Shores Mayville Detroit Clifford Alpena St Clair Shores Steen Heights Ontonagon Metamora East Jordan Gaines Hazel Park Merry <u>Intercultural Institute</u> Steen Heights Ontonagon Metamora East Jordan Gaines Hazel Park Merry <u>Intercultural Institute</u> Intercultural Institute for Marion Frankfort New Era Marin Confectual Ministry Livonia Burlington De Tour Village Mancelona Peter Compright 2012, Intercultural Institute for Contextual Ministry Necosta Mackinac Island Pinckney Melvindale Allendale

Potential Cultural Themes:

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

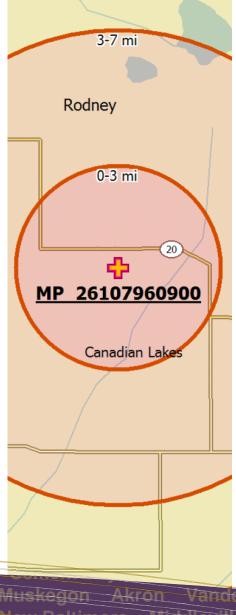
THEMES	0-3	3-7	7-10	THEMES	0-3	3-7	7-10
	MILES	MILES	MILES		MILES	MILES	MILES
Important To Respect Customs	64%	63%	62%	Real Men Don't Cry	16%	16%	15%
And Beliefs				Is An Important Part Of Who I Am	15%	16%	16%
You Should Seize Opportunities In Life	59%	58%	57%	Worried About Pollution Caused By Cars	15%	15%	16%
Like To Understand About Nature	39%	37%	36%	Try Not To Worry About The Future	15%	14%	13%
Prefer To Have Few Possessions As Possible	38%	35%	34%	Looking for New Ideas To Improve Home	14%	14%	14%
Important Feel Respected By My Peers	34%	34%	34%	Enjoy Spending Time With My Fam.	9%	10%	10%
Prefer Work Part Of Team Than Alone	34%	34%	34%	Provide My Kids With The Little Extras	9%	9%	10%
Important To Juggle Various Tasks	29%	30%	30%	Like Spending Most Time With Fam.	5%	5%	5%
Have Keen Sense Of Adventure	28%	27%	26%	Feel Very Alone In The World	5%	5%	5%
Good At Fixing Things	27%	27%	28%	Children Should Be Allowed To	4%	4%	5%
People Have To Take Me As	23%	23%	23%	Express Themselves			
They Find Me				Decor Particular Interest To Me	4%	5%	5%
Like To Just Enjoy Life	23%	23%	22%	Would Like To Set Up Own	4%	3%	3%
Consider Myself Interested In The Arts	19%	19%	18%	Business			

City Carsonville Utseud Sr

Barton Hills Lawrence Watervliet Walkerville Byron Elsie Grosse Pointe Woods St. Clair Shores East Belleville Charlevoix St. Clair Eau Claire Barryton Perry Douglas Intercultural Institute t Muskegon Buchanan Dundee Hubbell Montgomery Ithaca Tekonsh (on Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Potential Shared Places

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



eville Gwinn Hancock Morenci Lake Ann Rockwood Bellaire Paw Paw Lake Muskegon Akron Vander Intay City Comstock Park Watervliet Petoskey Woodland Beach Marine Intercultural Institute Shelby Reed City White Cloud Pellston Kaleva Millersburg Flint Copyright 2012, Intercultural Institute for Contextual Ministry

Potential Shared Places:

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

PLACE	0-3	3-7	7-10		PLACE	PLACE 0-3	PLACE 0-3 3-7
	MILES	MILES	MILES			MILES	MILES MILES
Fam. Restaurants/Steak	84.77%	84.16%	83.83%		Pizza Hut	Pizza Hut 18.41%	Pizza Hut 18.41% 19.38%
Houses-Visit Any					Red Lobster	Red Lobster 16.3%	Red Lobster 16.3% 16.3%
Fast Food/Drive-In	82.68%	84.32%	85.46%		Cracker Barrel	Cracker Barrel 16.2%	Cracker Barrel 16.2% 16.67%
Restaurant-Visit Any				0	outback Steakhouse	Outback Steakhouse 15.4%	Outback Steakhouse 15.4% 14.6%
McDonald's	54.99%	56.51%	57.62%	IF	IOP (International House Of	HOP (International House Of 12.45%	HOP (International House Of 12.45% 11.79%
Burger King	33.45%	35.5%	36.53%	Pa	ancakes)	ancakes)	ancakes)
Applebee's	29.33%	28.28%	28.4%	ç	Sonic	Sonic 11.49%	Sonic 11.49% 12.27%
Subway	27.87%	30.19%	31.59%	C	Chick-Fil-A	Chick-Fil-A 11.23%	Chick-Fil-A 11.23% 10.48%
Wendy's	26.75%	28.07%	28.65%	De	nny's	nny's 11.1%	nny's 11.1% 11.22%
Taco Bell	23.81%	25.38%	26.73%	Starbu	ıcks	ucks 9.92%	ucks 9.92% 9.64%
Olive Garden	22.19%	20.46%	19.39%	Chili's	Grill and Bar	Grill and Bar 9.7%	Grill and Bar 9.7% 10.18%
Kentucky Fried Chicken (KFC)	21.44%	23.8%	25.52%	Ruby	Tuesday	Tuesday 9.28%	Tuesday 9.28% 9.63%
Arby's	20.03%	22.52%	24%	Dı	unkin' Donuts	unkin' Donuts 9.09%	unkin' Donuts 9.09% 9.54%
Dairy Queen	19.09%	19.57%	19.85%				

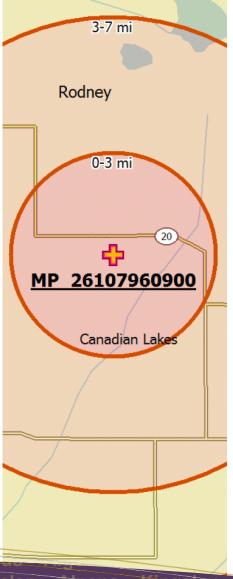
Decatur Hillsdale Hillman Fennville Hemlock Benzonia Livonia Sheridan Kaleva Zilwaukee Sher Harrison Sebewaing Lake Michigan Beach Newaygo St. Charles Ear Intercultural Institute Noods Ravenna Michigamme Sterling Heights Hudsonville Bronson Hor Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

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!



hpeming Beechwood Concord Holt Capac Michiana Freeport Birch Run St. Helen Alpena Kingsley A Statey Republic Newaygo Detroit Mount Morris Midland Beecher Casar Intercultural Institute Inkster Dexter Pleasant Ridge Owendale Sylvan Lake Turner Lambert for Confertual Ministry Confertual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Perry Indian River, Rockwood, Brown City, Level Park

Potential Shared Projects

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

PROJECTS	0-3	3-7	7-10
	MILES	MILES	MILES
Voted in fed/state/local election	50.86%	49.81%	48.69%
Recycled products	39.51%	38%	36.81%
Worked as volunteer (non political)	18.37%	18.47%	18.28%
Engaged in fund raising	10.52%	10.75%	10.9%
Religious club member	7.68%	7.74%	7.72%
Wrote to elected offcl about publ bus	6.69%	6.55%	6.41%

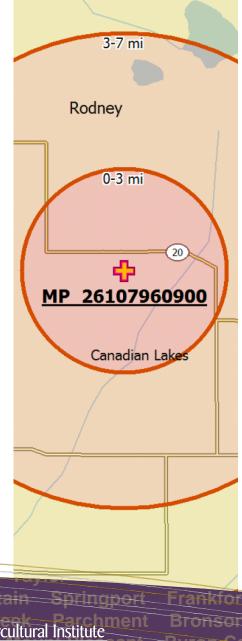
0-3	3-7	7-10
MILES	MILES	MILES
6.22%	5.67%	5.49%
6.02%	6.07%	6.03%
5.7%	5.45%	5.34%
5.35%	5.99%	6.14%
5.23%	5.38%	5.33%
5.03%	5.32%	5.31%
	MILES 6.22% 6.02% 5.7% 5.35% 5.23%	MILES MILES 6.22% 5.67% 6.02% 6.07% 5.7% 5.45% 5.35% 5.99% 5.23% 5.38%



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.



50

Iddletown Garden City Watervliet Fraser Manchester Essexville Walker Fountain Springport Frank Kaleva Omer Applegate Kentwood St. Clair Shores Southgate Care Intercultural Institute Wixom Harrison Wolverine Lake Bear Lake Jackson Vicksburg Plot for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Potential Print Media Content:

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

BOOKS	0-3	3-7	7-10
	MILES	MILES	MILES
Novel	18.73%	18%	17.28%
Mystery	14.39%	13.22%	12.43%
Children's Books	13.01%	12.89%	12.84%
Cookbooks	10.86%	10.81%	10.73%
History	8.63%	7.82%	7.25%
Religious (not Bibles)	8.48%	8.37%	8.49%
Biography	7.39%	6.85%	6.39%
Romance	6.83%	7.05%	7.14%
Personal/Business Self-help	6.72%	6.69%	6.65%

MAGAZINES	0-3	3-7	7-10
	MILES	MILES	MILES
Newspaper Distributed	68.4%	67.05%	66.44%
Gen. Editorial	47.04%	46.02%	45.25%
Womens	38.65%	38.38%	38.72%
Service	37.39%	37.26%	36.95%
Business/Finance	18.55%	16.69%	15.67%
Mens	16.35%	16.08%	16.31%
Mature Market	16.23%	15.55%	14.54%
Sports	14.87%	14.01%	13.69%
Fishing/Hunting	13.56%	15.37%	16.22%

Ahmeek Flat Rock Owosso Huntington Woods Au Gres Allen Park Westland Frankfort Edgemont P Sault Ste. Marie Madison Heights Gwinn Center Line Jenison Ortonville well Whitehall Escanaba Peck Manchester Baraga Cement City Down for Contextual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry Contextual Ministry Frankfort Edgemont Frankfort Edgemont Frankfort Edgemont Frankfort Edgemont Frankfort Edgemont Frankfort Edgemont Frankfort Geopyright 2012, Intercultural Institute for Contextual Ministry

Potential Print & Audio Media Content:

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

NEWSPAPERS	0-3	3-7	7-10
	MILES	MILES	MILES
Gen. News	59.32%	59.03%	58.36%
Sport	35.67%	34.27%	33.47%
Editorial Page	34.16%	34.04%	33.53%
Business/Finance	33.69%	31.51%	29.92%
Classified	30.95%	34.21%	35.97%
Comics	29.94%	29.8%	29.51%
Food/Cooking	27.54%	26.92%	26.17%
TV/Radio Listings	25.63%	25.23%	24.9%
Movie Listings & Reviews	25.26%	24.62%	24.52%
Home/Gardening	22.95%	22.56%	22.26%
Travel	21.88%	20.43%	19.53%
Science/Technology	19.1%	18.83%	18.31%
Fashion	14.42%	13.21%	12.74%

RADIO	0-3	3-7	7-10
	MILES	MILES	MILES
Country	24.49%	27.59%	29.03%
Adult Contemporary	20.18%	19.68%	19.3%
CHR Contemp Hit Radio	15.42%	15.56%	15.95%
News/Talk	11.97%	12.06%	11.87%
Oldies	11.41%	11.5%	11.41%
Rock	11.2%	11.94%	12.59%
Classic Rock	10.17%	11.07%	11.47%
Alternative	9.14%	8.97%	8.83%
All Talk	7.95%	5.91%	4.6%
Religious	7.14%	6.91%	6.68%
Urban Contemporary	6.9%	6.26%	6.76%
All News	6.53%	5.18%	4.35%
Variety	6.21%	6.59%	6.8%
Adult Standards	5.42%	4.24%	3.45%
Soft Contemporary	4.98%	4.67%	4.89%
Jazz	4.09%	3.34%	3.06%
Sports	3.66%	3.51%	3.43%
Classical	3.48%	3.33%	3.19%

Saline Royal Oak Hemlock Morrice Walker Mount Clemens Mesick Livonia Hopkins Greater Galesh Rouge Kaleva Williamston Mancelona Rochester Hills Grand Rapids Brownie Intercultural Institute restville Rockwood Wixom Harrisville Fowler Ferndale Owosso Portla For Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Potential Multimedia Content:

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

MULTIMEDIA: TV	0-3	3-7	7-10
	MILES	MILES	MILES
Fox News Channel	65.76%	67.34%	67.53%
Soapnet	50.39%	50.57%	50.41%
Satellite Dish	49.36%	52.98%	54.42%
Other Video-On-Demand	45.12%	44.61%	44.18%
Adult Pay Per View TV	39.54%	38.87%	37.88%
Comedy Central	39.35%	35.71%	32.89%
Sci-Fi Channel	36%	38.36%	39%
MSNBC	32.25%	34.35%	35.38%
TV Info From Sunday TV	30.81%	30.33%	29.62%
Magazine			
Adult Swim	27.59%	28.46%	29.65%
Subscribe Digital Cable	27.46%	27.75%	27.92%
USA Network	27.25%	26.91%	26.11%

MULTIMEDIA: TV	0-3	3-7	7-10
	MILES	MILES	MILES
Nickelodeon	26.44%	29.17%	30.54%
ESPN Classic	26.28%	23.86%	21.79%
The Golf Channel	26%	24.73%	23.83%
Hallmark Channel	25.54%	24.95%	24.69%
TCM (Turner Classic	25.21%	25.55%	25.23%
Movies)			
TV Info From Newspapers	25.02%	26.43%	26.92%
BET (Black Entertainment	24.66%	26.29%	26.79%
TV)			
ESPN2	24.43%	23.78%	23.07%
ABC Fam.	24.41%	23.09%	22.54%
Nick At Nite	23.33%	26.09%	27.64%
ESPN News	22.53%	20.47%	18.76%
TV Info From Monthly Cable	22.3%	23.37%	23.86%
Guide			

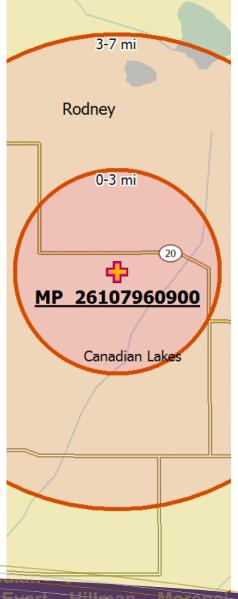
Wolverine Port Huron Marshall Mackinac Island Newberry Bad Axe Dundee Perrinton Galesburg Alma ake Walkerville Grand Ledge Niles Saranac Lincoln Carney Holly Organism Intercultural Institute inte Cloud Center Line Oscoda Mecosta South Lyon McBride Munising of Contextual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry Ocopyright 2012, Intercultural Institute for Contextual Ministry Marshall Colon Addison Emmett Atlanta Crystal Falls Woodbayer

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.



Kentwood Fowler Inkster South Haven Douglas Caledonia Iron Mountain Evart Hillman Morenci Saugatuck Schoolcraft Lapeer Lexington New Baltimore Harrison Intercultural Institute Corunna Camden Tustin Huntington Woods Brownlee Park Weidman [or Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Northville Brown City Wakefield Novi Three Oaks Va

Potential Print Media Usage:

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

MEDIUM	0-3	3-7	7-10
	MILES	MILES	MILES
Book Readers			
Heavy Users (7+)	20.6%	20.59%	20.3%
Medium Users (4-6)	11.44%	11%	10.8%
Light Users (1-3)	20.79%	20.16%	20.11%
Quintiles (20%)			
Newspaper I (Heavy)	0.75%	1.19%	1.36%
Newspaper II	1.15%	1.07%	1.11%
Newspaper III	2.12%	2.31%	2.38%
Newspaper IV	0.31%	0.4%	0.52%
Newspaper V (Light)	1.04%	1%	1.04%

MEDIUM	0-3	3-7	7-10
	MILES	MILES	MILES
Quintiles (20%)			
Magazines I (Heavy)	16.66%	17.79%	18.78%
Magazines II	7.02%	7.53%	7.91%
Magazines III	7.58%	8.99%	9.81%
Magazines IV	9.88%	9.73%	9.95%
Magazines V (Light)	0.13%	0.16%	0.19%
Outdoor I (Heavy)	6.07%	5.76%	5.6%
Outdoor II	2.04%	1.94%	1.94%
Outdoor III	2.51%	2.5%	2.52%
Outdoor IV	16.34%	16.8%	16.8%
Outdoor V (Light)	29.24%	27.75%	26.69%
Yellow Pages I	13.83%	13.84%	14.16%
(Heavy)			
Yellow Pages II	5.74%	5.09%	4.77%
Yellow Pages III	2.73%	3.47%	4.1%
Yellow Pages IV	20.4%	21.49%	22.32%
Yellow Pages V (Light)	1.83%	1.88%	2.05%



Potential Multimedia Usage

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

MEDIUM	0-3	3-7	7-10	ME	EDIUM		0-3	0-3 3-7
	MILES	MILES	MILES				MILES	MILES MILES
Radio Drive Time Quntiles				TV	/ Prime Time Quntiles (fifths	s /	s /	s /
(fifths / 20%)				20)%)			
Drive Time I & II (Heavy)	3.51%	3.74%	4.01%	Pri	ime Time I & II (Heavy)		3.59%	3.59% 3.52%
Drive Time III (Medium)	0.58%	0.76%	0.88%	Pri	ime Time III (Medium)		2.16%	2.16% 2.3%
Radio IV & V (Light)	1.96%	1.85%	1.86%	Pri	ime Time IV & V (Light)		3.72%	3.72% 5.22%
Radio Media Quntiles (fifths /				TV	/ Early/Late Fringe Quntiles			
20%)				(fif	fths / 20%)			
Radio I & II (Heavy)	6.69%	7.29%	7.65%	Fri	inge I & II (Heavy)		45.24%	45.24% 43.77%
Radio III (Medium)	4.7%	5.15%	5.29%	Fri	inge III (Medium)		54.43%	54.43% 54.5%
Radio IV & V (Light)	2.49%	2.92%	3.13%	Fri	inge IV (Light)		54.86%	54.86% 55.9%
Cable TV Quntiles (fifths /				TV	/ All Day Quntiles (fifths /			
20%)				20	0%)			
Cable I & II (Heavy)	10.01%	10.95%	11.42%	All	l Day I & II (Heavy)	1	2.3%	2.3% 12.07%
Cable III (Medium)	3.43%	3.22%	3.41%	All	I Day III (Medium)	2	23.79%	23.79% 24.07%
Cable IV & V (Light)	36.25%	35.4%	34.45%	All	I Day IV (Light)	10	.03%	.03% 10.17%



Potential Audio & Prime Time TV Media Usage:

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

USAGE	0-3	3-7	7-10
	MILES	MILES	MILES
Day-time Radio			
Listeners			
Dayparts [summary]	12.63%	13.7%	13.85%
6:00am - 10:00am	17.88%	16.9%	15.63%
10:00am - 3:00pm	6.37%	6.06%	5.95%
3:00pm - 7:00pm	12.84%	13.75%	14.22%
7:00pm - Midnight	15.13%	15.2%	14.44%
Midnight - 6:00am	7.13%	6.49%	5.86%
Weekend Radio			
Listeners			
Dayparts [summary]	11.62%	13.9%	14.99%
6:00am - 10:00am	4.53%	4.26%	3.98%
10:00am-3:00pm	6.54%	5.96%	5.47%
3:00pm - 7:00pm	5.96%	6.54%	6.71%
7:00pm - Midnight	8.11%	7.91%	8.19%
Midnight - 6:00am	11.45%	11.61%	11.2%

USAGE	0-3	3-7	7-10
	MILES	MILES	MILES
Prime Time TV Viewers			
8:00-11:00pm	6.68%	7.38%	7.96%
Saturday: 8:00-11:00pm	6.93%	7.73%	8.04%
Sunday: 7:00-11:00pm	9.14%	9.27%	9.75%
9:00am-1:00pm	23.33%	26.09%	27.64%
9:00am-4:00pm	27.14%	30.02%	31.61%
4:00pm-7:00pm	29.92%	29.26%	28.82%
11:00pm-1:00am	40.08%	42.09%	43.14%
AVG Prime time	2.04%	2.26%	2.33%
Mon-Sun			

Lost Lake Woods Laurium Whitehall St. Ignace Muir Nashville Quincy Norton Shores Cedar Springs U Peck New Era Concord Comstock Northwest Manitou Beach-Devils I Intercultural Institute y Le Roy Kalkaska Bronson New Baltimore Breedsville Bessemer W Joi Confectual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Potential Weekday & Weekend TV Media Usage:

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

TV VIEWERS	0-3	3-7	7-10		TV VIEWERS	TV VIEWERS 0-3	TV VIEWERS 0-3 3-7
	MILES	MILES	MILES			MILES	MILES MILES
Weekday					Weekend	Weekend	Weekend
6-7am	16.23%	16.27%	16.26%		Sat: 7-10am	Sat: 7-10am 19.1%	Sat: 7-10am 19.1% 18.08%
7-9am	24.43%	23.78%	23.07%		Sat: 10am-1pm	Sat: 10am-1pm 6.81%	Sat: 10am-1pm 6.81% 7.41%
9am-12noon	19.69%	22.23%	23.72%		Sat: 1-4pm	Sat: 1-4pm 22.79%	Sat: 1-4pm 22.79% 22.93%
12noon-4pm	7.44%	7.79%	7.89%		Sat: 4-6pm	Sat: 4-6pm 5.6%	Sat: 4-6pm 5.6% 6.46%
4-6pm	47.16%	46.01%	45.24%		Sat: 6-7pm	Sat: 6-7pm 1.88%	Sat: 6-7pm 1.88% 2.08%
6-7pm	19.22%	20.36%	21%		Sat: 7-8pm	Sat: 7-8pm 0.45%	Sat: 7-8pm 0.45% 0.9%
7-7:30pm	1.19%	1.58%	1.68%		Sat: 8-11pm	Sat: 8-11pm 6.93%	Sat: 8-11pm 6.93% 7.73%
7:30-8pm	8.98%	10.24%	10.93%		Sat: 11pm-1am	Sat: 11pm-1am 4.86%	Sat: 11pm-1am 4.86% 4.66%
8-11pm	6.68%	7.38%	7.96%		Sat: 1am-7pm	Sat: 1am-7pm 27.25%	Sat: 1am-7pm 27.25% 26.91%
11pm-12am	32.25%	34.35%	35.38%		Sun: 7-10am	Sun: 7-10am 1.52%	Sun: 7-10am 1.52% 1.67%
11pm-1am	40.08%	42.09%	43.14%		Sun: 10am-1pm	Sun: 10am-1pm 6.09%	Sun: 10am-1pm 6.09% 6.19%
1-6am	35.97%	34.08%	32.32%		Sun: 1-4pm	Sun: 1-4pm 5.54%	Sun: 1-4pm 5.54% 5.76%
					Sun: 4-7pm	Sun: 4-7pm 11.68%	Sun: 4-7pm 11.68% 11.93%
					Sun: 7-11pm	Sun: 7-11pm 9.14%	Sun: 7-11pm 9.14% 9.27%
					Sun: 11pm-1am	Sun: 11pm-1am 3.34%	Sun: 11pm-1am 3.34% 3.59%
				_	Sun: 1-7am	Sun: 1-7am 18.21%	Sun: 1-7am 18.21% 18.86%

pplegate Plainwell Palmer nu

Averine Lake Lakeview Benzonia Benton Harbor Trenton Benton Heights Harbor Springs Bear Lake How Level Park-Oak Park Lake Isabella Ashley Litchfield Troy Walkerville Intercultural Institute Intercultural Institute for Contextual Ministry I. Copyright 2012, Intercultural Institute for Contextual Ministry Carney Stephenson Twining Barryton Kinde Clin 58 and Lake City Alma

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.

Springfield <u>Cadillac</u> Norton Shores Pierson Reading Applegate St. Louis Stevensville Grosse Pointe City Barton Hills Edmore Oxford Lapeer Ravenna Kaleva Shelby San <u>Intercultural Institute</u> Prudenville Galesburg Millington Grosse Pointe Woods Pigeon Mid for Contextual Ministry Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

Using the Shared Places, Projects, Media Content and Usage

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

Issues for Your Consideration

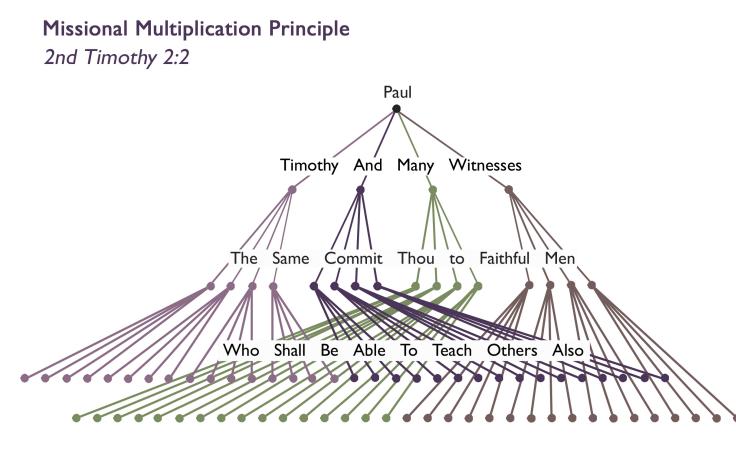
- 1. Review the shared places listed on page 47. Discuss these types of organizations that may be found at the mission site. Discuss how the mission team may become part of these organizations in order to develop redemptive relationships.
- 2. Review the shared projects listed on page 49. Discuss ways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

d Rapids Monroe Plymouth Southgate McBride Howard City Michigamme Burt Marshall Athens Lake Clawson Norway Ortonville Iron Mountain Beechwood Frankfort rton Shores Flat Rock Central Lake Pigeon Deerfield Dearborn Heights ©Copyright 2012, Intercultural Institute for Contextual Ministry ©Copyright 2012, Intercultural Institute for Contextual Ministry

Biblical Missional Multiplication

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

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



Dexter Fowlerville Howard City Laingsburg Berkley Boyne City Ovid Grant Saginaw Township North Rep Minden City Onekama Cadillac Grand Beach Beulah Port Huron Bran ille Robin Clen-Indiantown Negaunee Essexville Lapeer Ontonagon Farwell Wayne Auburn Thom Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry Copyright 2012, Intercultural Institute for Contextual Ministry

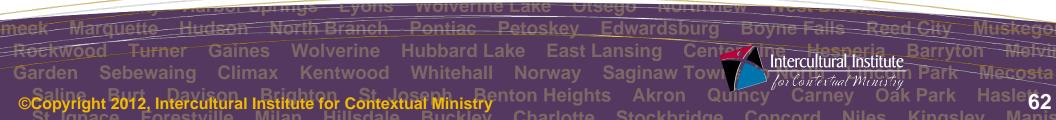
Establishing Redemptive Relationships

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

Communication Steps

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



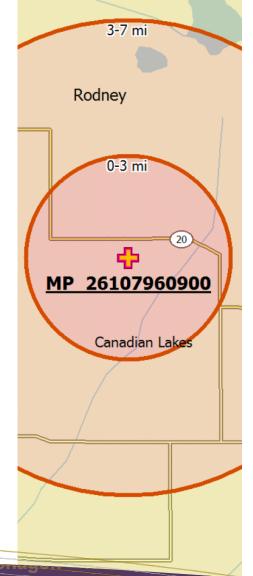


Your MissionSite and the Missional Suite

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

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

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



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Notes and Sources

- 1. Sitescape location and Evangelscape spirituality indicators data are datasets created by the staff of IICM by cross-tabulating multiple datasets from ScanUS, Experian, Simmons Market Research Bureau and TheAmericanChurch.org. These datasets are updated annually.
- 2. Demographic data are copyrighted by ScanUS and are licensed from ScanUS.
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- 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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