

## Funding Strategies – Examples from Churches

Missions pastors responded to a survey asking how they prioritized funding missions opportunities. Here are some partial and simplified examples from the 31 responses:

Example 1:

1. Prayer -- earnestly seeking God's guidance
2. Analysis of God's Movement -- We seek to support missionaries where we feel God is actively working at this particular moment. We look for partnerships where we "may join HIM as HE works."
3. Direction from the eldership
4. Financial Accountability -- Missionaries who are faithful with their financial reporting
5. Relational ties -- Who do we have relationships with? Who do we desire to have relationships with?

Example 2:

CATEGORY	DESIRED %
The Unreached	20
The Unevangelized	12
The" Unable"	10
Leadership Development	12
The Unchurched	15
Mission Agency Administrative Personnel	5
Our Church Programs	15
Our Church Overseas Ministries Administrative Costs	11
TOTAL %	100

Example 3:

Criteria:	Type of Ministry	Ministry to the Hardest to Reach	Cross-Cultural Emphasis	Affiliation with our church & denomination	Intangibles
Ranking:					
3. Fully meets our objectives	Evangelism and Church Planting	Hardest to reach, such as Hindu, Muslim, Buddhist, Communist, Secularist, in Pacific Rim, Eastern Europe, & Northern India	Overseas and Cross-cultural	A close affiliation with our church	A strong sense of calling, giftedness, and preparedness
2. Meets our objectives to a moderate degree or some degree	Discipleship and Leadership Development	Ministry to other unreached people groups and nations	Cross-cultural ministry in North America, Overseas to expatriates	An affiliation with our denomination	Moderate degree of calling, giftedness, & preparedness
1. Does not meet our objectives at all or to a small degree	Support Type Ministries	Ministry to people groups in nations where the church exists. (Ministry in North America)	Ministry in North America	No affiliation with our church or denomination	Minimal calling, giftedness, & preparedness

Financial Support Grid (goes with the above)  
**Typical Maximum Support Level**

		Candidates from our church*	Candidates from our denomination	Other Candidates
Level 1	Cross-cultural; High strategic match (TC Consortium)	25-30%	15-20%	10-15%
Level 2	Cross-cultural; lower strategic match	20-25%	10-15%	5-10%
	Homeland; High strategic match			
Level 3	Homeland; Lower strategic match	15-20%	5-10%	0-5%

\* This assumes they have met our Missionary Candidate Preparation requirements.

**Example 4:**

Long-Term Support: at least 50% of missions budget

- same culture ministries: at most 20% of long-term budget
- home missions: at most 20% of long-term budget
- foreign missions (church planting in focus countries): at least 40% of long-term budget
- foreign missions (other): at most 20% of long-term budget

Short-Term Missions: at most 25% of missions budget

One-Time Projects: at most 10% of missions budget

**Example #5:**

1. It is important that at the root of budgeting for ALL ministries, the church leadership becomes committed to the following biblical principle: Vision should dictate the church budget. This challenges the whole church to operate by faith.
2. The church purpose statement must include God's heart for the whole world. This allows the church mission budget to mesh with the overall purpose of the church.
3. The mission budget must be part of the overall church budget. This sends a biblical message to the congregation that mission is not optional, but a matter of obedience.
4. The church leadership must understand that support for missionaries MUST be continued in times of economic crisis.

Our church uses the term Global Outreach, because that encompasses both cultural and cross-cultural outreach. They do not compete but compliment.

Our church is committed to greater emphasis on the unreached peoples with little to no access to the Good News of Jesus. Our candidate support percentages reflect that.

**Example #6:**

Must be proven multipliers/disciplemakers, actively involved in winning people to Jesus, building them in the faith, and teaching them to minister as a lifestyle. Have an accountability and/or mentoring relationship in place.

Ministry Type:

1. Establishing and/or developing the local church, 2. Support/Cross Cultural, 3. Support/Agency

Target Audience:

1. Least reached , 2. least evangelized, 3. Other

Ministry Partner:

1. Strategic Partner, 2. Secondary Partner, 3. Limited Partner

Church Affiliation:

1. Involved member 2+ yrs., 2. Former Member 2+ yrs, 3. Member of an Evangelical Ch

**Example #7:**

Prayer: We spend time in prayer to determine where and with which groups we should work with.

Relationships: The most important issue: Do we have a group in our church whose heart is bonded to the missionary or to the people group?

**Example #8:**

10%-30% for missionaries not from our church and 20%-40% for missionaries who are from our church.

**Example #9:**

- |    |  |                 |           |
|----|--|-----------------|-----------|
| a. | <b>AFFILIATION</b>   | Category Score: |           |
|    | (1) A current member of CBC  |                 | <u>10</u> |
|    | (2) A current attender of CBC  |                 | <u>8</u>  |
|    | (3) A past member/attender of CBC  |                 | <u>6</u>  |
|    | (4) A non-member/non-attender within 150 miles   |                 | <u>4</u>  |
|    | (5) A non-member/non-attender beyond 150 miles   |                 | <u>2</u>  |
| b. | <b>AREA OF SERVICE</b>   | Category Score: |           |
|    | (1) Outside the U.S.A. to non-Americans of any language  |                 | <u>10</u> |
|    | (2) Within states or commonwealths of the U.S.A., to people whose primary language is not English  |                 | <u>6</u>  |
|    | (3) Inside or outside the U.S.A. to people whose primary language is English   |                 | <u>4</u>  |
| c. | <b>TYPE OF MINISTRY</b>  | Category Score: |           |
|    | (1) Evangelism/church planting in an unreached people group  |                 | <u>10</u> |
|    | (2) Discipling/teaching in an unreached people group   |                 | <u>10</u> |
|    | (3) Support ministry in an unreached people group  |                 | <u>6</u>  |
|    | (4) Evangelism/church planting in a reached people group   |                 | <u>6</u>  |
|    | (5) Discipling/teaching in a reached people group  |                 | <u>6</u>  |
|    | (6) Support ministry in a reached people group   |                 | <u>4</u>  |
| d. | <b>PERSONAL SKILLS</b>   | Category Score: |           |
|    | [0-2 points for each item: 0 = little or no skill 1 = average skill 2 = exceptional skill]   |                 |           |
|    | (1) Communicates well  |                 |           |
|    | (2) Gets along well with others  |                 |           |
|    | (3) Demonstrates leadership: Can motivate people OR<br>Demonstrates ability to follow through on directions of others: Completes details |                 |           |
|    | (4) Has an optimistic outlook.- Is enthusiastic  |                 |           |
| e. | <b>EDUCATION AND/OR EXPERIENCE</b>   | Category Score: |           |
|    | [0-2 points for each item: 0 = no proficiency 1 = average 2 = exceptional]   |                 |           |
|    | (1) Is fluent in language needed   |                 |           |
|    | (2) Is involved in some ongoing effective ministry   |                 |           |
|    | (3) Has experience in the type of work required on the chosen field of service   |                 |           |
|    | (4) Has more than the required 30 hours of Bible   |                 |           |
|    | (5) Is raising support for the first time (add 2 points)   |                 |           |

**Total Score:**

**Example #10:**

Character and relationship is of top priority for us. We are strongly committed to missionaries and want a strong relationship with them as individuals, families and ministers.

**Example #11:**

Generally the more criteria a person meets the more money Fellowship invests.

**Long Term Missions:**

1. Missionary's work lines up with Fellowship's mission statement: "Releasing Spiritual Leaders To Impact Our World"
2. Missionary is a functioning member of Fellowship
3. Missionary is a graduate of Fellowship's Church Planting and Resourcing (CPR)
4. Church Planting Focus (establishing indigenous self-supporting; self-governing; self-propagating churches)
5. 10/40 Window or targeting an unreached people group (especially within an Islamic, Hindu, or Buddhist group)
6. Leader of leaders (leadership development role)
7. Direct partnership with a national church (works to make churches indigenous)
8. What is the Holy Spirit telling us?
9. Will the missionary have support from Fellowship beyond a check: prayer, relationships, spiritual and emotional support? (how well is the missionary known at Fellowship?)

Over the last few years we believe God has led us to specifically focus on four ministry areas. Because we are trying to bring our present mission budget into conformity with these focus areas at this time we are not adding new support to areas outside these four. We don't follow a policy that says we only support members of our church. However weight is given in our decision-making based on the following connections and priorities. Individuals who are members or long-term attendees at FEFC going to one of the four focus areas.

1. Individuals going to one of the four focus areas that are from Texas and working with the EFCA International Mission.
2. Individuals going to one of the four focus areas that are from outside Texas but working with the EFCA International Mission.
3. Individuals going to one of the four focus areas that are from Texas but working with other mission agencies.
4. Individuals who are members or long term attendees at FEFC serving with the EFCA International Mission but not going to one of the four focus areas. This individual if given support will only receive a one-time gift.
5. Individuals who are members or long term attendees at FEFC serving with other agencies and not going to one of the four focus areas. This individual if given support will only receive a one-time gift.

**Example #12:**

We developed a 100 point system that is mostly subjective with some objective scoring as well. Basically each missionary is scored from 1-10 with 10 being the best, doing a fantastic job and 1 being not meeting expectations.

- Has a clearly written vision
- How well the vision matches that of the BCC missions ministry
- Has a clearly written plan to achieve the vision
- How well we believe the missionary can accomplish the plan
- # of conversions (no set number here but is subjective based on type of soil)
- # of churches planted (again based on soil)
- # of "seeds" planted (or number of touches i.e. medical ministry)
- How well the missionary/agency communicated with BCC
- How well the missionary/agency assisted to mobilize BCC in the past 1-2 years
- The future potential ability of the missionary/agency to mobilize BCC in the future

**Example #13:**

We allocate our budget as follows: 80% World, 20% local/national. International Students, Ethnic ministries, APMC and similar ministries are still under “world” because of their focus.

Our highest priority is church planting and, thus, our highest monthly support goes for those doing church planting.

In terms of geographical or other grids our highest priorities are unreached people groups, closed countries, the Muslim world, and the 10-40 window in general.

We also place a high priority on working with national organizations.

**Example #14:**

We try to drive support to areas of greater need, thus no more than 25% of our missions budget (\$750k this year) can go to U.S. based missions.

Another driving force for us is partnership with the local church. We do not view ourselves as a “supporting” church but rather as a sending agency and thus we put heavy emphasis on involvement with and connectedness to our church body.

Three levels of missionary connection to the church:

**1. LOCAL AFFILIATE**

- a. Must have attended Lincoln Berean for a minimum of two-years prior to applying for Missions support.
- b. Must be a member in good standing of Lincoln Berean Church at the time of application.
- c. Must be serving in an LBC approved local outreach ministry in the Lincoln area.
- d. Must be required to raise financial support in order to serve vocationally with that organization.
- e. Local Affiliate status requires submitting an application and a letter of recommendation (from an LBC Pastor, Ministry Area Leader, your Department Leader, or your LifeGroup Shepherd) to the LBC Missions Office. Acceptance is based upon a recommendation from the Missions Ministry leadership and approval from the Official Board of Lincoln Berean Church

**2. MISSIONARY AFFILIATE**

- a. Must have been **actively involved** in Lincoln Berean Church for a **minimum of three years prior to applying for Missions support**. Active involvement includes regular and consistent participation in worship services and an LBC LifeGroup. In addition, it means having regularly served in a recognized role of a specific ministry of the church.
- b. Must be a member in good standing of Lincoln Berean Church at the time of application.
- c. Must be accepted for missionary service with an agency approved by the Interdenominational Foreign Mission Association (IFMA) or the Evangelical Foreign Mission Association (EFMA). Exceptions may be considered for other agencies that are in doctrinal and philosophical agreement with Lincoln Berean.
- d. Must be required by said organization to raise financial support in order to serve vocationally as a missionary with that organization.
- e. Missionary Affiliate status requires submitting an application and a letter of recommendation (from an LBC Pastor, Ministry Area Leader, Department Leader, or your LifeGroup Shepherd) to the Missions Office and, upon invitation, interviewing with the Missions Ministry leadership of Lincoln Berean Church. Acceptance is based upon a recommendation from the Missions Ministry leadership and approval from the Official Board of Lincoln Berean Church.

**3. MISSIONARY PARTNER**

- a. Must have been a member in good standing of Lincoln Berean Church for at least **four** years prior to applying for Missions support.
- b. Must have been **actively involved** in Lincoln Berean Church for a **minimum of six years prior to applying for Missions support**. Active involvement includes regular and consistent participation in worship services and an LBC LifeGroup. In addition, it means having regularly served in a recognized role of a specific ministry of the church (or multiple roles with differing LBC ministries over the years).
- c. Missionary Partners are strongly encouraged to successfully complete all aspects of the LBC Missionary Preparation Training Program and to graduate with the recommendation of the Director of Missionary Training. Whether or not a candidate has completed the Missionary Preparation Program will be weighed as a significant factor in deciding which candidates are accepted as Lincoln Berean Missionary Partners.
- d. Must be accepted for missionary service with an agency approved by the Interdenominational Foreign Mission Association (IFMA) or the Evangelical Foreign Mission Association (EFMA). Exceptions may be considered for other agencies that are in doctrinal and philosophical agreement with Lincoln Berean.
- e. Foreign-Based Missionary Partners must share this LBC Missions Policy with said agency for approval and specific mutually agreed upon partnership expectations between the missionary, the mission board, and the local church.
- f. Must be required by said organization to raise financial support in order to serve vocationally as a missionary with that organization.
- g. Missionary Partner status requires submitting an application, a letter of recommendation from an LBC Pastor or Ministry Area Leader, and a letter of recommendation from your LifeGroup Shepherd to the Missions Office and, upon

invitation, interviewing with the Missions Ministry leadership of Lincoln Berean Church. Acceptance is based upon a recommendation from the Missions Ministry leadership and approval from the Official Board of Lincoln Berean Church.

#### 4. MISSIONARY STAFF

- a. Must have been a member in good standing of Lincoln Berean Church for at least **four** years prior to applying for Missions support.
- b. Must have been **actively involved** in Lincoln Berean Church for a **minimum of six years prior to applying for Missions support**. Active involvement includes regular and consistent participation in worship services and an LBC LifeGroup. In addition, it means having regularly served in a recognized role of a specific ministry of the church (or multiple roles with differing LBC ministries over the years).
- c. **Must have successfully completed LBC Missionary Preparation Training Program** completing all aspects of the program and graduating with the recommendation of the Director of Missionary Training.
- d. **Must be going to a mutually agreed upon field with a mutually agreed upon organization.** (Mutual agreement between LBC Missions Leadership and the missionary candidate.)
- e. **Must be going to the field as a “staff” representative of Lincoln Berean Church** and an extension of this ministry serving under the authority of the Official Board and the staff shepherding structure.
- f. Must be accepted for missionary service with an agency approved by the Interdenominational Foreign Mission Association (IFMA) or the Evangelical Foreign Mission Association (EFMA). Exceptions may be considered for other agencies that are in doctrinal and philosophical agreement with Lincoln Berean.
- g. Must share this LBC Missions Policy with said agency for approval and specific mutually agreed upon partnership expectations between the missionary, the mission board, and the local church.
- h. Must be required by said organization to raise financial support in order to serve vocationally as a missionary with that organization.
- i. **Application for LBC Missionary Staff status is by invitation only.** Only those individuals who are invited to apply for this status (by the Missions Ministry leadership) are eligible to apply for said status.
- j. Missionary Staff status requires submitting an application, a letter of recommendation from an LBC Pastor and a letter of recommendation from your LifeGroup Shepherd to the Missions Office. It also requires interviewing with both the Missions Ministry leadership and the Official Board of Lincoln Berean Church. Acceptance is based upon approval from both bodies following said interviews.

#### Example #15:

Priority is given to overseas ministries. Therefore, Cross-Cultural World Evangelization will receive not less than 90% and North American Evangelization will receive not more than 10% of the support budget.

Priority criteria for the 90% includes:

1. Unreached Peoples - groups with no Christian witness in their midst.
2. Work among those people who are especially receptive.
3. A geographically balanced distribution of resources (both financial and personnel) to the unevangelized areas of the world. The current distribution of worldwide missions resources has created a particular need in the 10/40 window.
4. Areas where the people are only nominal Christians.

Taking on the support of new workers, during the period of time when supported missionaries are not receiving their full eligibility, will be considered with caution.

Candidates for financial support are divided into four major categories according to type of ministry they are engaged in.

- I. Overseas Ministry
- II. North American Based Administration of an Overseas Ministry
- III. North American Ministry
- IV. North American Based Administration of an North American Ministry

Each candidate will only be evaluated with applicants in his own category. For instance, someone serving overseas will only be evaluated with people also serving overseas. Our objective is to get the most qualified people in each category.

Candidates can receive a possible total of 200 points. An arbitrary minimum of 100 points is established for all applicants to be eligible for support. Thereafter, every point is worth 2/3 of one percent of their support. This means that if a candidate scores 200 value points, he/she will receive funds allowing 66% of his/her support from Our Church. We have chosen 66% so that potential candidates widen their base of support beyond Our Church. The evaluation is based on three major areas of consideration:

- The candidate's intended ministry
- Personal qualifications
- The organization with whom he/she will be serving

It is important to evangelize the unreached peoples of the world. Therefore, priority is given to those individuals and organizations who are building up an indigenous church in an area with very few Christians. The four categories, I-IV mentioned previously, therefore express this priority. This means that overseas ministry is more a priority for our church, than ministry in the United States. This is not because overseas ministry is more biblical than home service, but rather reflects our awareness of the imbalance of resources available in North America. Therefore more people from category I might be chosen than from category IV.

### Example #16:

Our values are our main grid through which we look at individuals and organizations that request support.

Particularly important for us are:

1. community transformation (integral mission),
2. multiplication of effect – leadership development in particular
3. opportunities that enable us to mobilize and educate our church – short-term teams of some kind in the context of long-term partnerships
4. the ability to develop genuine partnerships

We also have 4 clearly defined priority geographic areas that have a huge effect on how our dollars are spent.

From Missions Pastor Survey October 25, 2005 by David Mays