

Business and Mission Partnership: A New Model for Funding Kingdom Growth

NEED FOR THE MODEL:

There is a growing need in churches, mission agencies and various Kingdom initiatives to find alternate sources and models of funding, as the current economic climate has had an impact on the donor model of funding Kingdom initiatives. There is objective data to prove that Kingdom initiatives are negatively impacted due to the economic downturn, with significant number of missionaries and missions project either shut down or downsized due to budget constraints. For example, the International Mission Board is reducing 600 Missionaries globally, and the reason is “budget shortfall.”

There are growing geographic regions in the world where the conventional missions’ approach of sending missionaries is increasingly becoming impossible due to political and religious barriers. This requires alternate models, which would allow the gospel to penetrate into areas where missionaries would not be able to go. A new generation, with a new task, requires new methodologies for missions and mission funding.

DEFINITIONS OF THE MODEL:

This model is not about Business as Mission nor is it Business for Mission. Both these models are working in various forms, in different parts of the world and they would continue to grow for His Kingdom growth.

A. Alternate funding model:

Globalization, leading to global trade, provides us new opportunities. The global penetration of the internet provides us new opportunities. It is time the Christian world took advantage of the above two opportunities to tap into the “wealth of the nations.”

The fundamental premise of this model is that every church, mission agency and Christian institution should be able to have an independent revenue model established, which would not rely solely on donors, but would generate revenue based on global trade. Globalization is God’s move to put wealth in the hands of His children for fulfilling His purpose. How is the church today taking advantage of what God is doing economically in the world? This does not replace the donor model, but adds value to donors.

The second premise is that profits generated via legal business activities can be used for amassing personal wealth, amassing personal fortune or, they can be invested in Kingdom growth. Profit generation IS the fundamental premise of a business, but what is done with the profit is what today’s businesses need to ask themselves. This is the core question that needs to be answered and I believe that God will hold all of us accountable. There is no lack of wealth in this world; the question is, for what is it being used? It does not matter whether the business is Christian or not; where is the wealth going? This is a spiritual struggle that I take to the cross every day of my life. My business today generates lots of profits. What am I doing with that money? Buying more houses for myself in different cities? Buying more expensive cars? Buying more expensive suits? My human nature wants more for myself. How much is good enough? All of us need to draw our lines of personal luxury in the context of unreached people groups and the Great Commission. IF only I could live as Jesus did! IF

only all of us lived as Jesus lived, there is enough money on the table to “make disciples of all nations.”

HOW B4C WORKS:

Every church, mission agency and Christian institution has contacts with the business world. The time has come not to just ask for money, but to tap into global business. The core of the B4C model is based on the fact that business profits should go to fulfilling the Great Commission.

EXAMPLES:

There is a business owner who donates or is a friend of a church/mission agency/institution and he or she is in the business of buying coffee powder. Currently, they buy the coffee powder for \$5 per pound. B4C identifies a supplier of coffee, who meets the quality and we supply the coffee for \$5 or less. The buying price of that coffee is actually \$3.50. So there is a margin of \$1.50. That margin goes to the church/mission agency/institution that referred the business owner.

There is an employee of a company dealing with selling textiles, who is connected to a mission agency or attends a local church. B4C identifies a buyer. There is always a price differential between selling price and buying price and that differential goes to the church/mission agency/institution.

REAL LIFE EXAMPLE:

Flatworld Solutions (FWS) is a provider of quality IT services for the global market. We have customers who require us to provide, for example, software development services. We charge our customer \$20 per hour. Our costs are say, \$15 per hour; the profit of \$5 per hour goes to funding missions.

Global Sourcing Solutions (GSS) is in the business of providing IT services and trading global commodities. 100% of the profits generated from this business go to funding global missions.

BENEFIT:

On-going revenue comes through value creation. Funding does not depend on an individual's capability, but on global economic activity. A donor model relies on individual decisions; a B4C model relies on global economic activity. FWS and GSS, as multiple lines of business, ensured that we not just survived the economic recession, but actually God made our business grow. Today, a Church or a missions agency does not need to solely rely on the decisions of individuals to make donations. B4C facilitates revenue generation through global business transactions. B4C facilitates people with similar vision to start B4C projects around the world.

B. Alternate presence model:

Political and religious barriers are going up. It is time we raised a new generation of businesses which would reach unreached and unreachable people groups. It is time we profile reachable unreached people groups and unreachable unreached people groups. What strategy can be deployed to reach unreachable, unreached people groups? No government, no religious rule, can stop businesses from starting community development projects, starting trading businesses or any form of business.

Project B4C would facilitate specific initiatives enabling business establishment in unreachable unreached people group regions. B4C would lead to multiple opportunities to establish Business As Mission initiatives in regions of the world, where the gospel cannot be taken through conventional methodologies.

A BIBLICAL PERSPECTIVE OF BUSINESS FUNDING KINGDOM GROWTH - A BASIS TO MOVE FROM DONOR MODEL TO PAUL'S MODEL

Acts 20: 33-35-I have not coveted anyone's silver, gold or clothing. You yourselves know that these hands of mine have supplied my own needs and the needs of my companions. In everything I did, I showed you that by this kind of hard work we must help the weak, remembering the words the Lord Jesus Himself said, "it is more blessed to give than to receive."

1Thess: 4:11,12-Make it your ambition to lead a quiet life, to mind your own business, and to work with your hands, just as we told you, so that your daily life may win the respect of outsiders and so that you will not be dependent on anybody.

2Thess: 3:7-10-For you yourselves know how you ought to follow our example. We were not idle when we were with you, nor did we eat anyone's food without paying for it. On the contrary, we worked night and day, laboring and toiling so that we would not be a burden to any of you. We did this, not because we do not have the right to such help, but in order to make ourselves a model for you to follow.

A BIBLICAL PERSPECTIVE OF THE WEALTH OF THE NATIONS BEING A PROVISION FOR KINGDOM GROWTH

1Chron:28&29 - Building of the Temple. Ezra - Rebuilding of the Temple, funded and initiated by pagan kings. Neh:2:1-9 - Re-building the walls, funded and supported by a pagan king.

In Luke 16:1-15, Jesus puts money in its perspective and teaches on "worldly wealth." B4C is not "our" plan; we believe it is God inspired for this generation. We partner with God to fulfill His plans.

ABOUT B4C

B4C is a non-profit company, registered in the USA. It is a global partnership of providers and consumers, with a clear mandate to benefit community through business. The strength of B4C comes from its global network, which enables members to benefit and also contribute. It is a professional business, run with professional principles of meeting and exceeding customer expectations. The goal and intention of the company is to generate profits for 100% investment in reaching the financial needs of Churches, Missions Agencies and Christian Institutions. God has put this initiative in my heart and I volunteer to provide leadership and help implement the business plan with the competence that comes from God.

WILL B4C WORK WITH NON-CHRISTIAN BUSINESSES

B4C is a professional business organization, meeting the professional needs of the businesses in the world. So yes, B4C would do business with non-Christian companies. There are multiple examples in the Bible, where God used the people of the world for His Glory and meeting the needs of His

children. The people or businesses that Mission agencies/churches and Christian institutions refer, need not be and would not be, necessarily Christian. As long as people and businesses are in legal and lawful business activities, B4C would work with them. B4C will develop a statement of faith which would be sent on request to those who want to partner with B4C for raising funds. B4C will also develop a Code of Ethics, which would be sent to non-Christians. B4C will not be branded as a Christian initiative.

WILL B4C ALLOW PARTNERSHIP OF NON-CHRISTIAN BENEFICIARIES

B4C will partner with organizations, who would want to raise funds via this model, who are non-religious and are involved in community development. B4C will charge a service fee to these NGOs for the service. B4C will define areas where it will operate with non-Christian aid and relief workers.

HOW WILL B4C BE FUNDED AND SUSTAINED FINANCIALLY

The initial funding will be provided by Flatworld Solutions and Global Sourcing Solutions. Depending upon the growth and need for people, B4C would employ and pay salaries and this would be covered as cost from the business transactions made. The salaries and costs would be made available to everyone registered in the partnership and network and would be a transparent sharing of costing information.

I believe that the service fee that would be charged to non-Christian beneficiaries would cover the costs for the total operations of this business. B4C is a non-profit organization.

WHO IS BEHIND B4C?

In the late 60s and early 70s, God implanted in the womb of some mothers in India four courageous young men, who would be born “to do good works, which God had prepared in advance for them to do.” Jacob William/David Antony/Seby Kallarakkal/Anand Mathew. Different people, different backgrounds, different regions, different educational qualifications, different skills, one common thread, God intervened at various stages of their lives and gave each a vision for Kingdom impact.

Founding Year-2003

Flatworld Solutions-2006, Headquartered in Bangalore, India, with US and UK bases.

Global Sourcing Solutions-2009, Headquartered in Uruguay, with bases all over South America.

Companies established by professionals, with single-minded purpose of excellence at work. A business, which by itself, would honor God. A business that would generate profits, that would be used for Kingdom impact.

WHAT ARE WE DOING NOW?

PROJECT A: Funding a Bible translation ministry based in India.

PROJECT B: Funding two ministries among urban youth in India.

PROJECT C: Funding a ministry among urban families in India.

PROJECT D: Funding an initiative to provide computer education to prisoners' children in India.

PROJECT E: Funding an initiative to provide shelter to homeless in India.

PROJECT F: Funding a ministry that works among street children in Lima, Peru.

PROJECT G: Funding a ministry that sends missionaries in South America/Europe from Peru.

PROJECT H: Funding a ministry reaching the Muslim world from the US.

The last 7 years, God has demonstrated what a business can accomplish for the growth of His Kingdom, when profits are not utilized for “building our own houses” but invested for “building the house of God.” A model that is established, proven and practiced.

IT IS TIME TO CREATE A GLOBAL BUSINESS MODEL FOR KINGDOM IMPACT

“For if their purpose or activity is of human origin, it will fail. But if it is from God, you will not be able to stop these men...”