Meet The Need Ministries, Inc.

Discussion Document
### Vision

<table>
<thead>
<tr>
<th>Issues</th>
<th>Meet The Need Vision</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1. Churches</strong> don’t have staff to take calls, post needs, figure out who can help &amp; make sure it gets done</td>
<td>1. Take all that administrative work off of the church staff so the church can do more to serve the community</td>
</tr>
<tr>
<td><strong>2. Church Members</strong> aren’t provided with enough avenues to serve local ministries &amp; families</td>
<td>2. Members find opportunities to serve within or outside the church on the church’s web site</td>
</tr>
<tr>
<td><strong>3. Local Ministries</strong> have a difficult time making churches aware of their ongoing needs</td>
<td>3. Church members can link up directly with ministries &amp; see their volunteer and resource needs so they can help out</td>
</tr>
</tbody>
</table>
Meet The Need Background

• The Founder was a management consultant to Fortune 500 companies designing strategic, process and technology solutions.

• In 2000, while struggling to find opportunities to “give back”, God showed him how that same business technology could connect churches and ministries to do more to help those in need.

…because the Christian community can offer more than just help, but also the hope found in Jesus Christ.

Timeline:
- Founding & Design: 2000
- Initial Pilot: 2002
- Focus Groups, Design & Development: 2004
- Beta Test: 2006
- Launch: 2010
Before and After…

**Before Meet The Need**

- A single mom needs help
- Local ministries need help but lack means to communicate needs to churches
- Church members could help but aren’t shown the opportunities to serve by their church
- Church staff wants to mobilize members to serve, but is too busy to plan events and manage requests from agencies and families

**With Meet The Need**

- Families have needs posted by church, ministry or MTN’s call center
- Local ministries post volunteer and resource needs on MTN
- Members and “Teams” search on their church’s own website for needs on MTN
- Churches post needs and view all outreach activities by members and “Teams”
Not a New Program, Just Doing More with Less

**Programs Require**

1. Effort
2. New responsibilities
3. Commitment

**Meet The Need**

1. No extra work
2. No shift in responsibilities
3. No commitment to change

So, what is Meet The Need – simply taking local missions from:

- Pen, paper & PostIt Notes
- Phone calls, emails & bulletins
- Labor-intensive (expensive)
-Disconnected, limited outreach
- Slow and unproductive in terms of missed opportunities to serve

- Leverage 21\textsuperscript{st} century technology
- Vastly improve communication of needs
- Take work off of church staff
- Body of Christ connected & mobilized
- Members quickly search and find opportunities to help, on your web site
### Need Types

<table>
<thead>
<tr>
<th><strong>Church or Ministry</strong></th>
<th><strong>Families</strong></th>
<th><strong>Missionaries</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Internal</strong></td>
<td><strong>External</strong></td>
<td><strong>Internal</strong></td>
</tr>
<tr>
<td>(Your Volunteers: e.g. Outreach Events)</td>
<td>(Local Ministries: e.g. Food Banks)</td>
<td>(Your Members)</td>
</tr>
<tr>
<td><strong>Churches</strong></td>
<td><strong>Churches</strong></td>
<td><strong>Churches</strong></td>
</tr>
<tr>
<td>post internal needs on Dashboard</td>
<td>post internal needs on Dashboard</td>
<td>posts or refers to MTN/Joy FM Help Line</td>
</tr>
<tr>
<td><strong>Members</strong></td>
<td><strong>Members</strong></td>
<td><strong>Members</strong></td>
</tr>
<tr>
<td>log in to see internal needs</td>
<td>search by skill or by ministry name</td>
<td>log in to see internal needs</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>External</strong></th>
<th><strong>Exernal</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Local Ministries</strong></td>
<td>(Missions Organizations)</td>
</tr>
<tr>
<td><strong>Local Families</strong></td>
<td><strong>Missions orgs post their own needs</strong></td>
</tr>
</tbody>
</table>

* Blue items require no time or effort on the part of church staff
Volunteering, In-Kind Donations, Events, & Case Management for Churches & Ministries
Ministry’s Needs Appear on its Own Site

The image shows a webpage from the Emergency Care Help Organization (ECHO) website. The search query is set to look for needs within 50 miles of the zip code 33510. The search term used is "emergency care help organization" with the option set to EXACT PHRASE. The results show 4 needs within the specified area.

The needs listed are:

<table>
<thead>
<tr>
<th>Date Needed</th>
<th>Item Name / Description</th>
<th>Recipient Information</th>
<th>Distance from 33510</th>
</tr>
</thead>
<tbody>
<tr>
<td>03/05/11 7:30am-1:30pm</td>
<td>Item Needed: Thrift Store / Warehouse operations. Description: Volunteers needed to work at the monthly Thrift sale from 7:30am to 1:30pm. Will be required to set up for sale, sort donations, keep everything organized.</td>
<td>Emergency Care Help Organization (ECHO) Bio: The ECHO provides immediate relief in the forms of food, clothing and household items to residents of Eastern Hillsborough County that have experienced a recent emerg...</td>
<td>0 Miles Zipcode: 33510</td>
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</table>
Same Needs Appear on Local Church Sites

![Image](attachment:image.png)

**Results:** 1 Need within 20 Miles of 33619

**Select down to the Sub-Category Level to Narrow Your Search.**

Click anywhere on one of the needs below to see details about that need.

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</table>
| 03/05/11    | Item Needed: Thrift Store / Warehouse Operations  
Description: Volunteers needed to work at our monthly Thrift sale from 7:30am to 1:30pm. Will be required to set-up for sale, sort donations, keep everything organized...  
Date Posted: 3/2/11  
Volunteers Needed: 5 of 5 Still Needed  | Emergency Care Help Organization (ECHO) Bio:  
The Emergency Care Help Organization (ECHO) provides immediate relief in the forms of food, clothing and household items to residents of Eastern Hillsborough County that have experienced a recent emergency... | Distance: 5 Miles Zipcode: 33510 |
Churches Highlight Ministry Partners

Community Partners

**Meals on Wheels**
Meals on Wheels helps homebound individuals of all ages by providing hot, nutritious meals delivered by caring and compassionate volunteers. For volunteer opportunities and other information, email *Jill*.

**E.C.H.O.**
ECHO of Brandon FL provides immediate food, clothing and household item relief to residents of the greater Brandon area who are experiencing the effects of a recent emergency or crisis. For volunteer opportunities and other information, email *Jill*.

**Guardian Ad Litem Program**
The Guardian Ad Litem Program provides a powerful voice on behalf of Florida’s abused and neglected children. Representatives are available to discuss how you can make a difference in the lives of these children today. For volunteer opportunities and other information, email *Jill*.
Members Click to See that Ministry’s Needs

Results: 4 Needs within 50 Miles of 33510

Select down to the sub-category level to narrow your search results.

Click anywhere on one of the needs below to see details about that need:

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<td></td>
<td>0 Miles</td>
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Organize Outreach Events

Holiday Tent
METROPOLITAN MISSION
HOLIDAY TENT
December
8:45 a.m. - 2:00 p.m.

This year we are trying something a little different. Van Dyke Christian Ministries with all the volunteers they need for the first two shifts.

That means we need 380 Volunteers to serve!

There are 4 shifts. 2 are for parking attendants and 2 are for serving in various areas of the tent. Please click on the link below to register.

Parking Shift - 8:45 to 11:30  click here
Shift filled Holiday Tent Shift - 8:45 to 11:30  click here
Parking shift - 11:00 to 2:00  click here
Shift filled Holiday Tent Shift - 11:00 to 2:00
Shared Case Management – Record Family Visits and Post Needs

Our Local Families

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Open Needs</th>
<th>Visit Summary</th>
<th>Status</th>
<th>Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jack Smith</td>
<td>123 Main Street, Pinellas Park, Florida 33525</td>
<td>Boy's Clothes - Ages 11-14</td>
<td>5 previous visits. Last on 02-01-2012 (9:30 AM), given: Nothing given</td>
<td>Active - Click to Deactivate</td>
<td><a href="#">Details</a></td>
</tr>
<tr>
<td>Julie Williams</td>
<td>123 Main Street, Odessa, FL 12345</td>
<td>No open needs.</td>
<td>No recorded visits.</td>
<td>Active - Click to Deactivate</td>
<td><a href="#">Details</a></td>
</tr>
<tr>
<td>Jamie Johnson</td>
<td>343 Main Street, Tampa, FL 12345</td>
<td>No open needs.</td>
<td>21 previous visits. Last on 12-23-2011 (9:15 AM), given: Nothing given</td>
<td>Active - Click to Deactivate</td>
<td><a href="#">Details</a></td>
</tr>
<tr>
<td>Lana Brown</td>
<td>4093 Tampa, FL 12345</td>
<td>No open needs.</td>
<td>No recorded visits.</td>
<td>Active - Click to Deactivate</td>
<td><a href="#">Details</a></td>
</tr>
</tbody>
</table>

Note: Meet The Need holds to the high privacy and security standards required by its national ministry members.
Run Multi-Site Charity Drives
Church Members Connect Directly with Internal Teams and Local Ministries

Your Approved Organizations

You can pick which dashboard you want to automatically log in to, by clicking on the "Make Primary" button next to the appropriate organization. Next time you log in, you'll go to that dashboard first.

- Countryside Christian Center is your primary organization.
- Countryside Christian Center - Active
- CCC Holiday of Hope - Active

Your Pending Organizations
None.

Add Countryside Christian Center Organization
Select an Organization

Add Ministry or Missionary Organization
Abe Brown Ministries, Inc. - 22 Miles (TAMPA, FL 33605)
Search Other Locations
Abe Brown Ministries, Inc.
813-247-3255
Chrystal.Hammond@abebrown.org
www.abebrown.org
You are the “Face” to the Community

- Meet The Need is behind the scenes – the community, congregation and volunteers need to know about the Church’s heart for ministry, not ours!

- All Meet The Need can do is facilitate an initial interaction – it’s churches who bring people into a closer relationship with Jesus Christ over time

Building a new local ministry has a positive impact, 
BUT enabling Christians and Christian organizations across the globe to minister more effectively can have an exponential impact
The Value of Collaborative Outreach

Uniting Christian Organizations to Serve Those Less Fortunate

• Common, state-of-the-art platform enables all churches and ministries to work together to reach that community for Christ
• Needs are instantly published out to all churches, ministries and individuals within the Meet The Need network

Preventing People from Taking Advantage of Anyone’s Generosity

• Comprehensive Shared Case Management System
• Cross-checks entire local database to see if that family has received help (or is scheduled to) from other churches and/or agencies
• Each family is tagged to a single organization
• No needs may be posted for money
## Value for Churches

<table>
<thead>
<tr>
<th>Church “Needs”</th>
<th>Benefits of MTN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fulfill the Great Commission</td>
<td>Shares the Gospel as Jesus did, through Service</td>
</tr>
<tr>
<td>Do More to Impact the Local Community and the World</td>
<td>Takes the Outreach Workload off of Church Staff</td>
</tr>
<tr>
<td>Increase Member Service Opportunities</td>
<td>Matches Members with External and Internal Needs</td>
</tr>
<tr>
<td>Grow Your Church</td>
<td>Connects Members with Families in the Community</td>
</tr>
<tr>
<td>Foster Church Unity</td>
<td>Shared, Common Platform across Organizations</td>
</tr>
</tbody>
</table>
Value for Ministries

Giving Ministries Access to the Church Community
- It’s a struggle getting churches on board with your ministry and keeping them informed of your needs, requiring countless calls and e-mails.
- However, with MTN, all needs you post are published instantly out to churches and individuals within the Meet The Need network.

Building Awareness of Your Ministry within the Local Community
- Most ministries do not have large marketing budgets – Meet The Need becomes a marketing engine for you by publicizing your needs not only to church members, but to anyone else looking to “give back”.

Uniting Christian Organizations to Serve Those Less Fortunate
- Using a common, state-of-the-art platform enables all churches and ministries to truly work together to reach that community for Christ.
- For example, with Meet The Need you will know what other local organizations have been providing help to a family who walks in your door.
Success Stories

- 3 of the 13 largest churches in the U.S.
- Tampa Bay - The most united body of Christ anywhere in the world
- Replicating the Tampa model in other major cities
- No church or ministry has ever said “no” to MTN
- Behind many large multi-church outreach events
- Enabled the first fully-collaborative toy and food drives
- Strategic partnerships with several national Christian organizations
- Picked up by secular and Christian news outlets
Testimonials

• “Finally, someone has figured this out!”
  — Executive Pastor, The Crossing Church

• “Meet The Need releases the bottleneck at the church staff level...empowers individuals to put their faith into action.”
  — Outreach Director, Van Dyke Church

• “The support provided by Meet The Need was invaluable”
  — Director, Feed the Bay

• “a savings in manpower of roughly $176,000”
  — President, Metropolitan Ministries
Meet The Need Expansion Plans

To mobilize and equip the Church to lead millions more to Christ by following Jesus’ example of meeting those in need exactly where they are.

- Central Florida (2010)
- Florida and Selected U.S. Cities (2011)
- United States (2012)
How it all Works…Next Steps

• Churches & ministries register at www.meettheneed.org & get activated
• You begin using your “Dashboard” to post the “internal” needs of your organization, your missionaries and your “members”
• You help get “external” needs posted to the MTN network by encouraging ministries you work with to register with MTN and by directing local families to contact MTN’s call center
• You tell your church or ministry that there are local needs to be met (e.g. ministry volunteer opportunities; items needed by families, etc.)
• Your members and Bible Study groups begin searching the new “Outreach” page on your web site for any needs they want to meet
• They complete the delivery of goods/services & confirm donations
• You view and monitor the impact your organization is having on your community on your private “Dashboard”!
What It Costs…

• NOTHING, but we ask that you prayerfully consider donating to Meet The Need to help cover our costs of setting you up

• We are a ministry organized as a 501(c)3 Public Charity, not a business – our heart is for seeing the body of Christ working together to meet the needs of local ministries, families and missionaries in Jesus’ name

• We don’t want any Christian organization to be precluded from using Meet The Need due to lack of funding

“Through MTN, our church’s DNA is changing to be one where we are the hands and feet of God as a lifestyle, not a program.”
For More Information…

Executive Director
Jim Morgan
(813) 230-0189
jmorgan@meettheneed.org

Main Office
(813) 527-0222
info@meettheneed.org

Web Site
www.meettheneed.org