



Barnabas Movement, Inc.

A 501 (c) 3 organization

2015 Annual Report

Projects
2015

Partnership

Our
Story

Work
Skills
Development

Board
of
Directors

Financial
Data

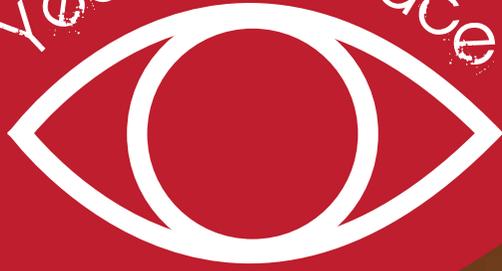
Mission

“ Barnabas Movement, Inc. exists to create relational environments focused on youth ministry and community development. ”

Vision

“ Barnabas Movement, Inc. desires to spark a movement of God Stories across the country one cafe, one person at a time. ”

Year at a Glance



4091

Students
Discounts
Given

11,062

Volunteer
Hours invested

102

Number of
volunteers who
served 2015

10,040

Bubble tea
sold

2015 Barnabas Movement, Projects

West Ridge Mall Café – Topeka, KS

This café opened July 2015 funded by tremendous donor generosity. Immediately we started seeing 300-400 students a week flood into the café. It has expanded our reach as West Ridge Mall draws not only the occasional traveler, but also has a city and regional attraction with people coming from Kansas City, Emporia, and Junction City to name a few. Every bus line in Topeka comes to the mall. The result is a diverse demographic.



Fairlawn Plaza Café – Topeka, KS

This cafe opened December of 2013 and served as the foundation for our current season of growth. We effectively connected with 30-40 students weekly. During the 2014, it was utilized as a concert venue for 10 free local and national concert featuring artists across a broad musical spectrum. We used it as a community hub by hosting monthly free lunches for students and youth workers.



KS mobile

Since our Topeka debut summer of 2012, we have operated a mobile café. This café allows us to test possible café markets, extend the reach of the café, and invest into community events such as festivals and farmer's markets. It was moved the WI November of 2015. We are currently seeking to rebuild this café.



The House – Ogden, KS

Ogden is blighted by a high poverty and crime rate. We signed a lease on a centrally located 6,500 sq. ft. property, which will be revitalized starting January 11, 2016, and will serve as a community hub for youth ministry, education, safe haven, and community business development.



WI Mobile – Oconomowoc, WI

Launched November 2015, this location is open every other week at a winter farmer's market. We have established a base of 18 volunteers and are already seeing incredible potential to establish a fixed location café as soon as staffing permits.





Christen Black
Student – Washburn University



Debbie Christiansen
Operations Director – BSM



Kevin Christiansen
Board Chairman
Executive Director – BSM



Tom Lindsay
Application Architect – Blue
Cross Blue Shield KS



Kari Stookey
Owner – Kari's Diamonds and
Bridal



Nick Strobel
Student Pastor – Fellowship
Bible Church



Jeff Winter
Owner – Furniture Mall of Kansas





Our Story

- **Apr. 2012: Board of Directors draft bi-laws and Kevin Christiansen chosen to serve as Executive Director**
- **June 2012: Kevin and his wife Debbie attended a Conference dedicated to loose leaf tea to connect with vendors and gain knowledge and skills at crafting quality tea.**
- **July 2012: After a decision to postpone pursuing a fixed location cafe, the board made the wise decision to instead launch a mobile version of the cafe. This developing mobile model would become the vision for launching additional cafes in the future.**
- **Jan. 2013: The board makes the decision to begin pursuing a fixed location for the cafe.**
- **Dec. 2013: Open first café located inside Fairlawn Plaza Mall.**
- **Feb. 2013: Café Barnabas hosts the first of many free concert.**
- **Feb 2013: Café Barnabas hosts first free lunches for students and youth workers**
- **May 2015: Café Barnabas Signs lease on Second café located at West Ridge Mall in Topeka, KS.**
- **July 2015: West Ridge Mall location Opens**
- **Sept 2015: Decision is made to close the Fairlawn Plaza café.**
- **Nov. 2015: Mobile Cafe launched in Oconomowoc, WI. Begin to Market test viability of future fixed cafe.**

Partnership

Barnabas Movement is an impression of our surroundings and partnerships. We adapt because we must. Barnabas has been blessed with an experienced board of directors who have guided the ministry from vision to reality. This journey has not only shaped our identity, but has developed the duplicable model, which is driving our current season of growth. Our firm knowledge of mobile vending and farmer's markets allows us to not only source local but also understand the dynamics of sustainable community partnership. We launch cafes by bringing the church into this partnership. Here are a few of the partnership we have developed on this journey.



We have developed a partnership with Trash Mountain Project, whose goal is to respond to the problems within a trash dump community through the implementation of aquaponics, a closed-loop, recirculating, food-growing system. Aquaponics combines two well-known ways to produce food: aquaculture (raising fish for food) and hydroponics (growing plants in water). Aquaponics is on the forefront of urban farming. As we began drafting the plans for the new WestRidge Mall location, it became quickly apparent that this new highly visible location could inform a greater audience

about the needs of those living in tremendous need. What we did not expect was the ministry potential of the system itself. Since the system is placed not in a lab or educational setting but a retail space, the general public has almost constant access to it. It's a magnetic for the scientifically inclined millennial (18-28) and Gen Zer (9-18). Additionally, it allows us to use cafe-grown produce on our food and beverage menu. It fun fresh-picking kale for bubble tea!

Youth Entrepreneurs (YE) is a 501 (c) 3 organization whose goal is to provide students with business and entrepreneurial education and experiences to help them prosper and become contributing members of society. The partnership has two focuses. First is to mentor students in high school business classes on the development of business plans. We firmly believe no student's dream should be dismissed, there aren't stupid ideas, and developing and channeling exuberance is refining raw potential. Second is to provide summer partnership or internship opportunities to students who would like to gain behind the scenes business experience. Last summer, out of the 15 students in Topeka who participated in the internship program, 9 served with Barnabas Movement in Topeka. Barnabas' Executive Director won the "2015 Business plan advisor of the year" award due to his consistent involvement in classroom of a local high school. It is our firm belief that we have not experienced the full potential of partnering with public schools to provide a business education resource. This partnership will allow us to strategically place youth pastors in public school classrooms with the purpose of mentoring students.

Work Skills Development

Barnabas creates environments ideal for challenging students and adults to develop or improve employable skills.

Basic Skills

We accept all applicants who aren't a threat to minors. Regardless, we require an online application, which challenges volunteers to articulating strengths and weaknesses while providing an example of their written communication skills. Skills developed:

- Volunteer are graceful expected to be punctual, presentable, and prepared to connect with people.
- Training on best practices in food and beverage handling and preparation as we carry full health department licenses
- Integrity and accuracy in cash handling
- Leadership as our shift managers are volunteer students

Success Story:

After graduation from high school, a student had moved into his dad's basement. Due to his inconsistent job history, general lack of self-esteem, and poor work ethics, he was unable to get a job. After increasing persistence from his dad to accomplish more than video games with his life, he volunteered with us. Through our graceful expectation of excellence, a few basics food prep skills, and accountability / mentorship through a list of poor lifestyle choices, he applied for and got a job at a local restaurant. Gradually his employer gave him more hours and moved him from bus boy to dish washer to food prep. Now, he consistently comes to the café thanking us for helping him discover his intrinsic value.

Communication

Volunteers receive extensive training on the complexity of the science and compelling story behind why we have integrated an aquaponics system into the café. Once trained, they have the opportunity to hone their presentation skills by sharing the vision 10-15 times within a 4-6 hour shift. Additionally, each tea in the collection has an interesting story and numerous health benefits. Our team walks along side each volunteer modeling and mentoring relational salesmanship. Relational salesmanship is asking a set of questions which allows us to understand our customers needs and desires, suggesting a specific item from our extensive collection of teas and steepware that best fits that need, and finally walking through how to best use the product they have decided to purchase.

Success Story:

A volunteer joined the team 14 months ago because he was struggling to get a job due to age. We helped him channel his high energy into a dynamic and personable style, which caught the attention of a local pet store. Typically the store hires employees over 18. They made an exception for him because as one of our volunteers, he had the perfect style for selling a relational product; puppies.

1/3

Of our current volunteers are not connected with a local church

BSM partnered with Youth Entrepreneurs, an organization working with business classes on High School campus. Students can work with local business over the summer to earn scholarships.

9 worked with BSM

2 Still work with BSM

1 started attending a local church

450 over

BSM personally connect with over 450 bible school students about joining the team as a missionary or summer intern.



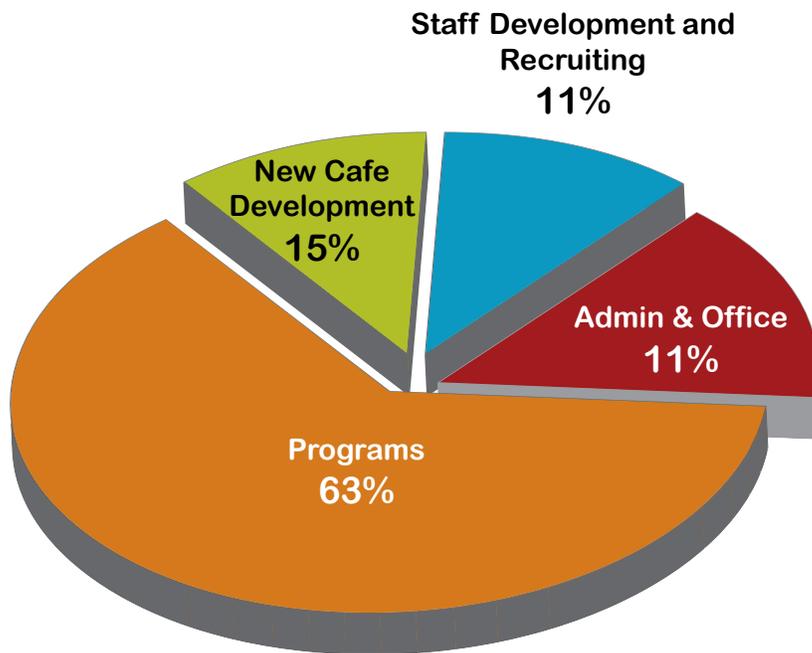
8 Students attended a local church this year as a direct result of relationships developed in the cafe.



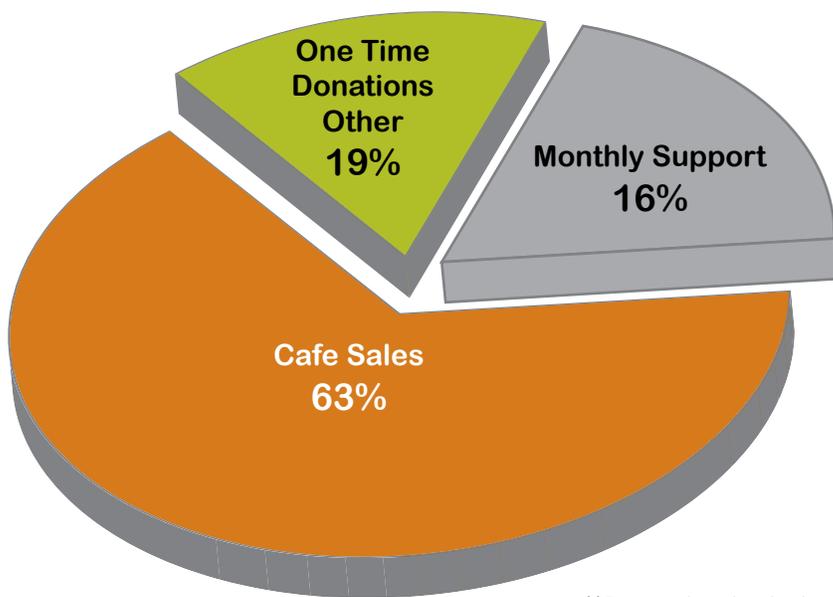


2015 Year to Date Financial Data

Expenses by %



Income Source



**Report dated 11/14/15