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INTRODUCTION

THE MISSION

Vision Statement:
To grow together as a community of fully devoted followers of Jesus Christ, with Small Groups, other members of our church, and others beyond our church, as we participate on mission trips to Baja California to serve hundreds of families by building homes with them during the next five years.

Mission Statement:

To Connect: Solana Beach Presbyterian Church and its Small Groups and church members will form a partnership with families in Mexico.
To Grow: By serving others through transformational mission trip experiences, by building new skills, and by serving, living and working outside our comfort zone.
To Serve: By giving our time, our spiritual gifts and our financial resources to the building of houses alongside Mexican families in Baja California.
To Impact: By active Come Build Hope kingdom building in Baja California and by inviting “friends” outside of our church to join with us.

The Mission:

The Come Build Hope (CBH) mission trip in 2012 will take place over Memorial Day Weekend---May 26-28. We plan to have at least 300 participants build 15 casas.

The Need is defined by the fact that an estimated 40% of Mexico’s population lives below the poverty line. Areas along the border face staggering unemployment. Almost all of those living below the poverty line live in substandard housing.

AMOR Ministries response over the last 30 years has been to build over 16,000 basic homes for families that could never afford one before. They have had the help of over 7,000 church groups and 300,000 volunteers. Now, over 1,000 homes are built every year. More information about the mission of AMOR Ministries as well as how they put their purposes into action can be found at www.amor.org.

Solana Beach Presbyterian Church has committed to being part of the solution in Baja California. To date, there have been six annual mega-trips involving over 2000 volunteers building over 90 casas. Again, this year, we are planning to build 10-15 more homes with 300 volunteers.

The cost of the Mission trip per participant is $400. This money is used, as follows:

- $200 Building Materials/Amor Support/Tools
- $100 Meals and Camping
- $50 Transportation
- $50 Other Expenses

In the past, Solana Beach Presbyterian Church took responsibility for raising funds to cover shortfalls in monies required to have a successful AMOR mission in Tijuana, Mexico. The availability of scholarship money has decreased dramatically since the first year. We, therefore, need to change our approach by
involving every participant in the fund raising task. We must ask all participants to take responsibility for raising their own share of the cost of the trip ($400 each). There are a very limited number of scholarships available this year. We will be providing some tools, such as this Tool Kit, to help people raise money to be a part of this life changing experience.

Not only the need for funds drive this change, we also believe that by each person raising their own funds, we are going to be learning more about our own faith as well as walking closer toward Christian discipleship.

We hope that the information contained in this Tool Kit will be helpful to you as you raise the necessary funds to help change lives in Baja California.

REGISTRATION

HOW DO I REGISTER TO BECOME A PART OF THE TEAM

Registration for Come Build Hope in 2012 may take place once $400 per person has been deposited with SBPC. The process is a simple one that we hope will be easy for all to navigate. Nearly all of the transactions can take place on-line or with Allison Arrant on the Patio on Sunday mornings or at allison@solanapres.org or 858-509-2580 X1356. Please note that registration closes May 10, 2012

REGISTRATION WITH FULL PAYMENT

For those who will be paying their full registration ($400 times the number of people being registered) may register by credit card or electronic check using a link to the Come Build Hope Registration Form. Click Here to register and pay for the trip at the same time.

REGISTRATION WITH INSTALLMENT/DONOR SPONSORSHIP

For those who are raising funds, there is a two-step process. It boils down to this:

1. **Raise the funds for the Registration Fee** – by the Participant or from Donors---Allison Arrant should be contacted if you intend to raise funds for registration or if you have any questions.

2. **Register**--Allison Arrant will provide the link to the Registration Form when funds have been collected.

In detail, this process looks like this:

First—Donations/Installments may be made using the on-line CBH Donation Form by either the participant or by a Donor – the amount of the credit card or electronic check donation is to be entered along with the name of the participant being sponsored. **Click Here** to access the Come Build Hope Donation Form.

Participants or Donors may also deposit **Cash or Checks** through either Solana Beach Presbyterian Church Finance or Allison Arrant. Checks should include the name of the Participant on the memo line. Cash deposited with Finance or Allison Arrant should have an attachment with the donor’s name, address and phone number. These
Donations/Installments will be credited toward the $400 per person goal. A record of all donations and deposits by the Participant will be maintained by the Finance manager.

Second—Allison Arrant will review deposits and on-line donations weekly and will contact the participant by e-mail when they have accumulated the required amount of money to register. She will then provide the link to the proper Registration Form so that the Participant may register.

**FUND RAISING OPTIONS**

Many of you will be uncomfortable asking friends and family members for financial support. This is a natural feeling, but remember that you are not asking for yourself, but rather on behalf of those that you will be serving, the families in Baja California.

The basic rule of fund raising is—“You raise money when you ask for it. You don’t when you don’t ask”.

You will be surprised by how many people will want to support you in this cause to build affordable housing in Baja California. Your goal is to raise $400 times the number of people you wish to register. Be proud of the work that you are about to do: don’t be embarrassed by asking. Develop a strategy to raise that money and see it through.

Regardless of how comfortable you are in asking for funds, think first about who you might ask to be a part of your journey. Write out a list of everyone you know or copy names from your e-mail or cell phone address books or your “friends” and “followers” on Facebook and Twitter. The list should include friends, relatives, co-workers, neighbors, classmates, as well as your doctor, dentist, mechanic, dry cleaner, teachers, hair stylist, librarian, grocery clerk, etc—leave no stone unturned. Add names to the list regardless of how well you know them.

Armed with this list of names, there are three basic ways to ASK for help in supporting your efforts to build casas in Mexico.

1. **ASK THROUGH PERSONALLY CONTACTING** as many people on your list that you feel comfortable asking. It is the most effective approach.

2. **ASK BY WRITING** to every name on your list—consider using any of the following—
   - Letter
   - E-mail
   - Twitter
   - Facebook
   - Text

Once your lists are prepared, the next step is to write your communication in whichever format you feel the most comfortable.

The correspondence should be sent out as soon as possible. If you haven’t heard something within 2 weeks, you should contact the people who haven’t responded and see if you can answer any questions for them.
Your basic message may include the following—

- We are going to be building houses for families in Mexico (Tijuana)
- We expect 300 participants to build 15 houses over the Memorial Day weekend
- While you might not be able to be there, please help help us put a smile on the members of a family.
- You can be a part of a challenging project which in the past has been safe, fun, rewarding and educational for all ages.
- You might want to make personal connections in your message. Stories about previous trips to Mexico with stories about families, children and facts which would be helpful in getting your friends to understand why the trip is important to you. Pictures of previous trips would also be helpful
- The Donation Form may be downloaded from this document or sent to the potential donor by copying and pasting the following link--
- A thank you note would be appropriate after a donation has been made

3. ASK BY HOLDING AN EVENT

If a lot of your potential donors live nearby, consider throwing a fund raising event. Getting friends together will give you a great opportunity to show the Come Build Hope DVD and discuss what you will be doing in Mexico. Some of the steps to throwing a successful fund raising event are:

- Pick a date and a venue for the event
- Consider joining forces with others that are planning to go on the trip
- Make up a guest list. Invite as many people as possible
- Get the word out—send invitations—make sure that invitees know it’s about money to be raised
- Make reminder calls—Prepare for the meeting—make copies of donation forms—plan food—set-up DVD
- At the event—mingle, show DVD, ask for donations, make presentation
- After the event—send thank-you notes, send donations to SBPC Finance

Consider some of the following events for your fund raising—

- Dog walk for donations
- Sit for donations—babies, pets, house, etc
- Hold a Garage Sale
- Hold a Car Wash—and/or a Dog Wash—invite your friends to help if they donate to your trip
- Hold a Used Book sale from your storage room and your friends’ storage rooms
- Hold a Lemonade sale—with your kids—it will bring the neighbors
- Check out your local mall and ask if you can have their “coins in the fountain”
- Conduct a Mow-a-thon, a Rake-a-thon, a Surf-a-thon, or any kind of “thon”
- Host a “Movie Party” at your house—show movie and the DVD
- Host a Potluck Dinner party or Pancake Breakfast—ask for a donation to join in the fun
- Host a wine-tasting party with a donation as the price of entry
- Host a coffee at your home or local coffee shop
- A Game Night is always popular—ask for a donation to join and show the DVD during the evening
- Consider a mini-golf tournament of 8 to 12 friends—ask for a donation to enter with some prizes awarded.
- Poker Night—set the initial ante as the donation to your trip—provide snacks
- Bowling Party—same approach—donation, snacks, DVD
- Change your Voice Mail to a request for support to go on Come Build Hope
- Offer to put up or take down Christmas lights next Christmas with an advance on your work
- Offer any talent or skill that you have for a donation—this could take the form of massage, sewing, baking
- photography, computer operation/troubleshooting, etc.
- Set up a table outside of a store with pictures of building a casa and ask for donations so that you can
go on the Come Build Hope mission trip. You could do this with a group of your friends.

BE CREATIVE------TAKE A CHANCE----DO IT WITH OTHERS----HAVE FUN WHILE YOU FUND YOUR TRIP

FREQUENTLY ASKED QUESTIONS

GENERAL

1. When and where will Come Build Hope take place

The Come Build Hope project will take place on Memorial Day weekend in 2012; the dates will be Saturday, May 26 through Monday, May 28. We will camp at the AMOR campground and build casas in an area close to the campsite—the exact build sites will not be known until April. We anticipate building 15 casas with 300 participants

2. Will it be safe?

We intend to take all necessary precautions to assure the health and safety of all mission trip participants. We will follow AMOR Ministries security protocols. They have had no security issues in 30 years and have instituted rigorous security guidelines to protect all participants. We will have 2-3 doctors and nurses on our mission trip. Personal safety and sanitation is stressed on all of the work sites.

3. Who can I contact to get additional information?

The following people can help you with questions about Come Build Hope

Allison Arrant     Registration     858-509-2580     allison@solanapres.org
John Steel        Co-chair        858-254-5418     gosurfsong@cox.net
Amy McClenahan   Co-chair        760-579-2394     amymcclenahan@sbcglobal.net
Tom Theriault     Mission Leader  858-509-2580     theriault@solanapres.org

4. What does it cost to build a casa in Mexico?
You may want to communicate to potential donors what it costs to build portions of the house. They may want to donate not only to the participant, but also for a specific part of the construction. Some of the costs are as follows:

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Materials for one house</td>
<td>$2400</td>
</tr>
<tr>
<td>Pour a slab/add a roof</td>
<td>$500</td>
</tr>
<tr>
<td>Provide a weekend’s water</td>
<td>$300</td>
</tr>
<tr>
<td>Two coats of stucco</td>
<td>$200</td>
</tr>
<tr>
<td>First Aid kit</td>
<td>$125</td>
</tr>
<tr>
<td>Install a window</td>
<td>$75</td>
</tr>
<tr>
<td>Provide snacks for a day</td>
<td>$40</td>
</tr>
<tr>
<td>Furnish tar paper roll</td>
<td>$20</td>
</tr>
<tr>
<td>Provide bucket of hot tar</td>
<td>$10</td>
</tr>
<tr>
<td>Paint Brush</td>
<td>$2</td>
</tr>
<tr>
<td>Lumber for one house</td>
<td>$800</td>
</tr>
<tr>
<td>Sponsor a participant</td>
<td>$400</td>
</tr>
<tr>
<td>Team Lunches—1 day</td>
<td>$250</td>
</tr>
<tr>
<td>Windows and doors</td>
<td>$150</td>
</tr>
<tr>
<td>Build 1 framed wall</td>
<td>$100</td>
</tr>
<tr>
<td>Rent large tools</td>
<td>$55</td>
</tr>
<tr>
<td>Buy roofing material</td>
<td>$25</td>
</tr>
<tr>
<td>Buy sheet of plywood</td>
<td>$15</td>
</tr>
<tr>
<td>Buy Bag of Nails</td>
<td>$5</td>
</tr>
<tr>
<td>Coloring Book for a child</td>
<td>$1</td>
</tr>
</tbody>
</table>