

963 COFFEE



FUNDRAISING

## **Who is 963 Missions?**

963 is Anything Missions. Our sole desire is to “Tell of His glory among the nations; His wonderful deeds among all the peoples” (Psalm 96:3). Every facet of our company involves sending people to the Field.

However, actually getting to the Field can be a very difficult thing! You’ve got to figure out who, what, when, where, and how much . . . and this can be a daunting process. 963 helps you assemble all those details: we connect you to an organization that shares your vision and draws out your strengths; we handle your travel arrangements and give you discounted rates on air and land; we help you raise support with a 963 Coffee Fundraiser.

## **The Perfect Fundraiser**

The United States is the largest coffee consumer in the world and 80% of Americans drink it every day! So there’s no question whether or not people will be interested in your fundraiser—it’s not seasonal and it’s not a fad. In fact, most households purchase coffee weekly, giving you the added advantage of having repeat customers for the duration of your fundraiser. But what sets 963 Coffee apart: it’s cause. We hope to give farmers a sustainable future by paying a fair wage for their organic, 100% Arabica, beautiful sun-dried beans. We have even teamed up with the award winning music group, Jars of Clay, using the coffee to promote clean water and HIV/AIDS efforts in Africa. Please visit [963missions.com/coffee](http://963missions.com/coffee) to see how you can get involved.

## The Coffee

**Organic:** The farms where our coffee beans are grown use organic farming methods, which means the coffee you are drinking is produced without using harmful pesticides, fertilizers made with synthetic or sewage sludge, bioengineering, or ionizing radiation.

**Specialty:** 963 Coffee is grown in the world's most ideal coffee-producing environment and prepared according to rigorous standards. All our coffee is rated Strictly Hard Bean (SHB), indicating that the beans are grown at altitudes of 4500 feet or higher. The high altitude ensures that the beans are dense and greatly protected from disease.

**100% Arabica:** Arabica coffee, named for the Arabs, grows primarily in high-altitude climates near the equator. And because the cherries (un-roasted beans) spoil easily, Arabica plants are carefully monitored and well taken care of, making them the choice bean for a savory brew.

## The 963 Blends -all 12oz bags

### **AFRICAN MORNING blend - light roast**

If you've been to Africa, you know the mornings are truly breathtaking. So we blended the best East African beans to create wild and fruity flavors, lightly roasted for the perfect greeting to your morning.

### **TRIPLE TANGO blend - medium roast**

Upon the first sip of this 3-country Latin American blend, your tongue will do a TANGO. The explosion of rich flavors in this medium roast are as colorful as the Latin culture itself. A wonderful blend to enjoy all day long.

### **SOUTH SEAS blend - dark roast**

This intense dark roast echoes the culture of the exotic Asia Pacific with a smooth, bold flavor but without the bitterness. We blended the very best beans from South East Asia to get an intense deep aroma. Enjoy this blend after a great meal or with your favorite dessert.

### **CINNAMON CRÈME BRULÉE - flavored**

For those of you who want to be coffee-drinkers but need a little extra help we created this delicious coffee. Our most popular flavored coffee has a sweet taste of cinnamon and a smooth creamy flavor.

### **DECAF**

Want the wonderful taste of coffee without the buzz? Then this is a great choice for you. We use a pure water process to decaffeinate the beans, ensuring every cup you enjoy is free of nasty chemicals.

### **COCOA JAMBO! - pure Ghana cocoa - 1lb bag**

Do you love the delicious taste of old fashioned hot cocoa? We use 100% Ghana cocoa to create the perfect coffee alternative. Rich and creamy, there is no better comfort drink.



**Two Seamless Models**

## Two Seamless Models

Above all, we desire this fundraiser to be successful for you and your ministry. We want this to be a seamless, easy process for you to coordinate. Consequently, we will provide the necessary tools to make the logistics run smoothly, start to finish.

963 Coffee has two fundraising models that you can adapt to your ministry and goals. You may use one, or both models within your ministry.

1. **Traditional.** This method is commonly used and is the “No Risk, All Reward” model. The process begins with the distribution of order forms to those selling the coffee and hot chocolate. Based on your fundraising goals, each person shares about 963 Coffee and hot cocoa to their family, friends, co-workers, etc and takes individual orders, collecting the money on the spot. Your group will sell the coffee and hot cocoa for \$10.00 per bag. On a designated date, the collective orders are placed with 963. But, you will pay 963 only \$6.00 per bag and keep the difference to place towards your mission trip. For example, if each student sold just 50 bags of 963 Coffee, they will receive \$250.00 for their trip! The coffee will be shipped directly to your ministry and your students will each deliver their own orders.

2. **963 Café.** In this model, you will place a bulk order and purchase the coffee and hot cocoa for \$6.00 per bag ahead of time. Customers may buy the coffee and hot cocoa for \$10.00 (or an amount designated by you) and take their coffee and hot cocoa with them on the spot, while you keep the difference to put towards your trip. If you sell out of a particular blend at the event, you could begin taking individual requests (like the Traditional model) and place another order after the event is over. Or you may order in bulk as many times as you like. This model has proved most successful and profitable when sold at weekly gatherings or services, special events or galas.



# Frequently Asked Questions

## Frequently Asked Questions

### *The Coffee*

#### **How much does the coffee and hot cocoa cost per bag?**

You will buy the coffee and hot chocolate from us for \$6.00 per bag. We recommend you sell them for \$10.00 per bag, but you may sell it for any amount you desire.

#### **Can I taste the coffee before I order it for my fundraiser?**

Of course! See the "Sample Pack" section on page 12 to order yours today.

#### **Is the coffee whole bean or ground?**

We offer both whole bean and universal drip grind.

#### **Should I order whole bean or universal drip?**

You may order one or a combination of both the whole or ground beans. However, if you are ordering in bulk, whole beans will remain fresher for a longer period of time.

#### **How does the coffee stay fresh?**

Our coffee is roasted to order so we guarantee you'll never receive a stale bag. After the beans have been roasted to perfection, they are placed in an airtight bag and shipped directly to you. Once you receive the coffee, we recommend you store it in a cool, dry place.

#### **Do you offer tea?**

Not at this time, but fair wage tea is the next product we will launch in our next phase of 963 Coffee.



## Ordering 963 Coffee

### How do I place my order?

All orders are placed with us over the phone. Be sure to have your order and payment information together! We can be reached at 800.683.3335.

To place a Traditional model order, you will add up all the student forms and collectively order by coffee (African Morning, Triple Tango, South Seas, Cinnamon Creme Brulee, and Decaf) and grind (whole or universal drip).

To place a 963 Café model order, you will decide how much of each roast and grind you would like to receive and place one bulk order.

### How long does it take to get our coffee and how should I distribute it to my group?

Your coffee will arrive within 7-10 business days of your order. We recommend you divide the coffee by type (African Morning, Triple Tango, South Seas, Cinnamon Creme Brulee, and Decaf) and grind (whole bean, universal drip). Then have team leaders put together the individual orders. Have your students pick up their orders on a specific date and have each person double-check that their order is correct. It is very important that your students distribute the orders in a timely fashion to ensure the coffee is fresh upon delivery.

### How do I pay for my order?

There are three different ways to pay for your order:

- *Credit card:* We will take your credit card information and charge it immediately. Your coffee order will be placed at 2pm CST (or next business day if order received after this time).
- *Check with credit card hold:* We will take your credit card information to hold and will place your coffee order the same day at 2pm (or next business day if order received after that time). If your check is not received within 2 weeks of the order, your credit card will be charged for the full amount.
- *Check without credit card hold:* We will place your coffee order upon receiving your check.

### Can I place my fundraising order online?

Currently you can not place fundraiser orders online but please feel free to go to [www.963missions.com](http://www.963missions.com) and look at all the great things at the 963 Store.

### How much coffee should I order in bulk (963 Café model)?

Once we've discussed your goals, the size of your group and other details, we will help you make the best decision for your group and choose the right amount.

Here's a tip: you want your coffee to stay fresh! You can always order more or place individual orders if you run out!



**What is the minimum/maximum order?**

There are no minimum or maximum orders. However, it is important to consider both the shipping costs and the freshness of the coffee when deciding how much or how little to purchase.

**What if I don't sell all of the coffee I order in the 963 café model?**

Unfortunately, we are unable to accept returns on any coffee not sold.

**What if my order is wrong or damaged?**

Please check your order within 24 hours of receiving it. If there are mistakes or damages, immediately call us and we will make the necessary corrections.

*Fundraising Methods***How should I make the most of the Traditional model?**

From our experience, this model will be most effective if you set goals for your students. That way, they have something to aim for and will work harder to achieve the specified goal rather than simply trying to sell as many as they can. This is another great question to ask us as we can help you set high but attainable targets.

**How long should my fundraiser last?**

Again, this is a great question for us to discuss together. We will give you a good recommendation based on the size of your group, ministry and fundraising model chosen.



## **Can I order individual bags of coffee even when my fundraiser is over?**

Absolutely! Individual bags cost \$10 each, Visit [www.963misions.com](http://www.963misions.com) to order.

## **Do you offer any other fundraising resources?**

We do offer additional items such as pre-designed or custom t-shirts and tumblers to be sold separately or in conjunction with the 963 Coffee (as gift bundles). Ask us about getting free designs for your group!

### *Shipping 963 Coffee*

## **What are the shipping charges?**

Your 963 Coffee will be shipped directly to your ministry via UPS. Because the coffee is roasted to order, please allow an average of 7-10 business days for arrival. In other words, we never keep a warehouse stocked with coffee.

In order to compute your shipping cost, please follow the directions below:

1. Look at Table 1 (page 13): Shipping Area by State
2. Locate your state and it's corresponding area number
3. Look at Table 2 (page 14): Shipping Cost by Area and Number of Bags
4. Find the intersecting boxes for your Area and the number of bags you ordered
5. This is the cost of your shipping.

The largest box we use for shipping coffee holds 30 bags. This method prevents bags from getting damaged during shipping. If you order more than 30 bags, your coffee will be shipped in more than one box. So an order of 300 bags of coffee will arrive in 10 boxes of 30 bags each.

However, most orders will not be in perfect multiples of 30. For example, if you ordered 67 bags of coffee or hot cocoa to be delivered to Montana, you would compute your shipping cost as follows:

According to Table 1 (see page 13), Montana is located in Area 3.

**30 bags of coffee to Area 3 - \$13.00**

**30 bags of coffee to Area 3 - \$13.00**

**7 bags of coffee to Area 3 - \$6.75**

**67 bags TOTAL to Area 3 is \$32.75**





# Sample Pack



## How do I get started?

Now that you're convinced this is the perfect fundraiser, would you like to taste 963 Coffee and find out for yourself what all the hype is about? See the Sample Pack section below.

Do you have other questions and/or are you ready to get started? Call or email us to discuss what model you should select, how much coffee you should order and any other questions you might have.

Email: [coffee@963missions.com](mailto:coffee@963missions.com)

Phone: 800.683.3335

## Sample Pack

You can get a Sample Pack (all 5 bags of coffee—African Morning, Triple Tango, South Seas, Cinnamon Creme Brulee, Decaf, and a 1lb bag of our Cocoa Jambo!) for just \$30.00, plus shipping. There are two ways to get your Sample Pack:

1. Call us at 800.683.3335 and let us know you'd like to order your Sample Pack.
2. Send an email to [coffee@963missions.com](mailto:coffee@963missions.com), tell us you want your very own Sample Pack and be sure to include your phone number. Then we'll call you and get your credit card information.
3. Fill out the form below, tear it off and mail it with your check to:

### 963 Missions

10440 North Central EXPY, Ste. 122

Dallas, TX 75231

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Name: \_\_\_\_\_

Organization: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email address: \_\_\_\_\_

**Table 1**  
**Shipping Area by State**

<b>State</b>	<b>Area</b>	<b>State</b>	<b>Area</b>
Alabama	6	Montana	3
Alaska	**	Nebraska	4
Arizona	2	Nevada	2
Arkansas	5	New Hampshire	6
California	1	New Jersey	6
Colorado	3	New Mexico	3
Connecticut	6	New York	6
Delaware	6	North Carolina	6
District of Columbia	6	North Dakota	4
Florida	6	Ohio	4
Georgia	6	Oklahoma	4
Hawaii	**	Oregon	3
Idaho	3	Pennsylvania	6
Illinois	5	Rhode Island	6
Indiana	5	South Carolina	6
Iowa	4	South Dakota	4
Kansas	4	Tennessee	5
Kentucky	6	Texas	4
Louisiana	5	Utah	3
Maine	6	Vermont	6
Maryland	6	Virginia	6
Massachusetts	6	Washington	3
Michigan	6	West Virginia	6
Minnesota	5	Wisconsin	5
Mississippi	5	Wyoming	3
Missouri	4		

\*\*call for prices

Please note that prices are subject to change at any time. We are unable to ship to certain zip codes so please call for an accurate rate.

**Table 2**  
**Shipping Cost by Area and Number of Bags**

# bags	Area 1	Area 2	Area 3	Area 4	Area 5	Area 6
1	4.50	4.75	5.00	5.25	5.25	5.25
2	4.75	5.00	5.25	5.50	5.75	6.00
3	5.00	5.50	5.50	6.00	6.25	6.50
4	5.00	5.75	6.00	6.25	6.50	7.00
5	5.25	6.00	6.25	6.50	6.75	7.50
6	5.50	6.00	6.50	6.75	7.00	7.75
7	5.50	6.25	6.75	7.00	7.25	8.00
8	5.75	6.25	6.75	7.25	7.75	8.50
9	6.00	6.50	7.00	7.50	8.00	9.00
10	6.00	6.75	7.00	7.75	8.50	9.50
11	6.25	6.75	7.25	8.00	9.25	10.25
12	6.25	6.75	7.50	8.25	9.75	11.00
13	6.50	7.00	7.50	8.75	10.25	11.75
14	6.75	7.25	7.75	9.25	11.00	12.50
15	7.00	7.25	8.00	9.50	11.50	13.00
16	7.00	7.25	8.00	10.00	12.00	13.75
17	7.25	7.50	8.25	10.50	12.50	14.50
18	7.50	7.75	8.75	11.00	13.00	15.00
19	7.75	8.00	9.25	11.50	13.50	15.75
20	8.00	8.25	9.50	11.75	14.25	16.50
21	8.25	8.50	10.00	12.25	14.75	17.25
22	8.50	8.75	10.25	12.75	15.00	18.00
23	8.75	9.00	10.50	13.25	15.75	18.75
24	9.00	9.50	11.00	13.75	16.25	19.50
25	9.25	9.75	11.25	14.25	17.00	20.00
26	9.25	10.00	11.50	14.75	17.50	20.75
27	9.50	10.25	12.00	15.25	18.00	21.50
28	9.75	10.50	12.25	15.75	18.75	22.25
29	10.00	10.75	12.75	16.25	19.25	23.00
30	10.25	11.25	13.00	16.50	19.75	23.75

\*\*for home delivery, please add \$2.00

\*\*shipping rates apply to 963 Coffee only





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Your story begins here...