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Moody on The Market



Moody

Visitors to the new **Froehlich's Kitchen & Pantry** in downtown **Three Oaks** will readily discover

that **Colleen Froehlich's** formative years helping out in a mom and pop grocery store in **St. Joseph** have left fingerprints all over her eclectic menu. An avowed lover of good old home cooking options such as mac & cheese, grilled cheese, and other simple, yet timeless offerings comprise a large part of the menu, and Colleen loves that fact. As the prolific baker, restaurateur, entrepreneur, and native of **Michigan's Great Southwest** tells it, "Things that I grew up with are my lifeline on the menu. Things that I first made like spaghetti, which was one of the first things I made after school." As she tells it, "Growing up in a mom & pop grocery, I would walk from school and help my dad and my grandparents at the grocery store in St. Joe, and so we have the *After School Ham Sammy*, which was one of the first things I did with my family, so it's really my life on this menu, and a lot of it is tried and true and expanded upon by **Chef Jeffrey Johnston**, who I'm also incredibly blessed to have on the team." Colleen says of her Chef, "He put a little flair into some of the dishes that I would do sometimes in an ordinary way, because it was things that I would cook for myself, so he would flair it up a little bit for the restaurant business. It's fun to see. It's great to work with him and see how he could make some of the simplest things I always believe are the best. Three ingredients dishes are the best. Some of our soups are just three ingredients and they are still our best sellers. Everything that's here was across the street on a much tinier scale." Across the street, of course, refers to the original Froehlich's of Three Oaks...the bakery. After almost 30 years across the street, Froehlich says, "We outgrew, and outgrew, and added on and added on, to the point where we literally built to the alley and couldn't go any further. We went up, we went back, and were just on top of each other, so each time there was an expansion it was beyond the time of need." When it came time to make a move and add the Kitchen & Pantry to her collection with the Bakery and Deli, she didn't have to look far, but it did take a while. She tells me, "It was nearly a three year project. It's kind of ironic because the bakery project itself took me two years, but at that time I was sort of trying to keep one foot in one boat and wondering am I really gonna do this?" She notes that 30 years ago when she crafted

Continued on page 8

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Kaitlyn



Marie

Welcome back readers! I know that you have been dying to know who our next-gen leader of the month is going to be. The wait is over! Our next-gen leader of November is none other than, Courtney Dunaj! It was my first time meet-

Next-Gen Leaders - Courtney Dunaj

ing Courtney; and let me tell you, I can already tell that she has such a kind and gentle spirit. I'm not just saying that because she gave me a bag of candy either! She was very excited but nervous to sit down and be interviewed for this article because she has never done anything like this before. When the interview was done, she claimed, "Oh that's it? Okay, that wasn't scary".

Courtney is a hydrogeologist (say that ten times fast) at Prism Science & Technology, LLC in

St. Joseph. What is a hydrogeologist you may ask? In simple terms, it is someone who studies water, the way it flows, and the quality of it. She also helps clients with commercial transactions, meaning that she tests the land and water around client's properties to make sure that they won't have any huge issues before moving onto the property. Courtney stays very busy; she says, "We are a small

Continued on page 2

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NEXT-GEN *Continued from cover*

office, so we all do a little bit of everything. We are all willing to lend a helping hand to accomplish what needs to be done". Don't you just love when you have a small but mighty team behind you?

Courtney is a graduate from Jenison High School in Grand Rapids. After high school, she attended Western Michigan University (go Broncos!). Courtney always loved the environment and wanted to have a career outdoors, but she didn't even know such a thing as a hydrogeologist existed until a college professor told her about the career one day. From that point on, she decided that that was what she wanted to do and switched her degree program. She soon thereafter graduated with a double major in hydrogeology and environmental studies.

When I asked Courtney what accomplishment she was most proud of she made a great point. She said, "It is hard to say what my greatest accomplishment is because I am so young that I haven't had the time out of college to have accomplished something that seems extraordinary"! She then proceeded to tell me that while she was attending Western, she was awarded with the presidential scholar award. The award is for the highest academic honor for a graduating senior. I thought that was a HUGE accomplishment! She was chosen out of THOUSANDS of students. You go girl! I asked Courtney about her five-year plan and she said that she plans on continuing her career where she is because she loves her job and the people that she works with. She also told me that another goal in the next five years is for her and her newlywed husband to finish paying off their student loans and to build a home of their own one day.

In Courtney's spare time she loves to go hiking, camping, and anything that has to do with the outdoors. She also mentioned that she loves wine; and in that moment, I knew that Courtney and I were destined to be friends, because same girl same. Courtney's fun fact is that she and her husband have a "50 before 50" goal. To elaborate on

that, they want to travel to all fifty states before they turn fifty years old. So far, they have made it to twenty-eight states, so I would say that they are on a pretty good pace to reach that goal!

That is all the time (and by time, I mean room in print) that we have for this week. Thank you to Courtney for taking time out of her busy day to meet with me and get to know me. I look forward to growing closer over the next couple of Young Professional events, hopefully some of those events are at a local winery! Be on the lookout for who our next-gen leader of December will be! Until then, I hope that everyone has a wonderful Thanksgiving!



*Courtney Dunaj, Hydrogeologist
at Prism Science & Technology, LLC*

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Photo of the Week



I ♥ the Sun.

Photo by Cheryle Hack

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Dave Ramsey

**Don't use
emotion to
rationalize
an upgrade**

Dear Dave,

My husband will be finishing physician assistant school in December, just a few days before our first baby is due. We've got about \$70,000 in student loan debt, and we're trying to get everything paid off. Both our cell phones are pretty old, and I'd like to get a new one that costs \$350 so we can have really good pictures of the baby. My job is the only income we have right now, and I'm making \$45,000 before taxes. Is this a silly thing to do in our situation?

Jamie

Dear Jamie,

This is an important question. It's not important because \$350 is a big deal in the grand scheme of things, it's important because you're making a judgment call as to what you're focusing on and what you value.

If you're focusing on your husband finishing school, so his income goes up and you're trying to get out of debt, that fine. I love it when people are willing to work their tails off to have better lives. But if that's your focus, and at the same time you're trying to rationalize buying something you don't really need, that's a bad thing. You don't need a new cell phone for a camera, especially if the camera is

Dave Says

the only reason you're buying it. You can find decent digital cameras everywhere these days for \$50 or less.

I understand the joy that goes along with having a child. I have three kids, and we were absolutely ecstatic each and every time one was born. And, of course, we wanted good photos of them all. But right now, I think you're trying to rationalize a phone upgrade based on the emotion of a new baby. As an exercise of your value system, that's a tendency you need to break. This is a test, Jamie. What you're talking about here is a luxury, not a necessity. Rationalization is one of the prime causes of overspending.

Please understand, I'm not picking on you and I don't mean to be harsh. We've all flunked this test at times. But this is an important moment where your judgment and values are concerned. It's your call, but you really don't need to blow \$350 on a new phone right now.

-Dave

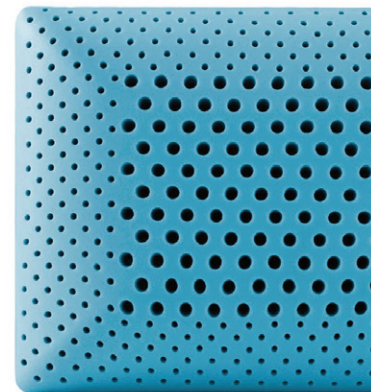
* Dave Ramsey is CEO of Ramsey Solutions. He has authored seven best-selling books, including The Total Money Makeover. The Dave Ramsey Show is heard by more than 16 million listeners each week on 600 radio stations and multiple digital platforms. Follow Dave on the web at daveramsey.com and on Twitter at @DaveRamsey.

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Shop Small at the Holiday Makers Market at the Box Factory for the Arts on November 30th!

On Small Business Saturday, what better way to "Shop Small" than to visit the Box Factory for the Arts in St. Joseph and support the artists and makers who will be offering their handmade creations? The Box Factory will be brimming with 35 artists on two levels of our building with many Studio Artists open as well.

At a time when you can place an online order in the morning and potentially receive your item later that day, small business owners still do a 'happy dance' when you make a purchase. That is especially true of artists, who have poured their hearts and souls into their one-of-a-kind work!

The creative artists of the Holiday Makers Market at the Box are bringing their best in a variety of mediums - jewelry, pottery, fiber, wood-working, paintings, photography, metalwork, leather, soap, candles, quilling and origami, leather, pen and ink, woven recycled art and more! Our fun and festive Makers Market is just in time for the Holiday Season! Come early, stay late, make a day of it - you are sure to find special gifts for everyone on your list.

We are happy to welcome back some returning artists as well as get to know some new ones! Jeff & Theresa Heaton are long-time friends of the Box Factory and will bring their woven recycled vessels and wall hangings as well as adorable sculpted animal head pillows. Another returning vendor is soap artist Erin Baldwin, who keeps her "Ella's Soapbox" studio at the Box Factory. Ella's Soapbox recipes are lovingly created with high-quality organic oils and waxes and a portion of Erin's profits are donated to Anencephaly Research.

Sarah Strait also returns to our Makers Market with her business, aptly named "intentional elements." Sarah says, "I make jewelry designed with the intention that you begin each day setting purpose for the day. Whenever you feel distracted or off-track, you can glance or touch your wrist, take a deep breath, and restart." Among our first-time makers is Angie Novak of "Straight from the Lake." Angie's handmade jewelry includes elements collected from "one of our world's most precious resources, the Great Lakes." Also new to our Makers Market is Chandra Williams who will offer handmade leather goods, including her best

selling insulated wine bags.

The Holiday Makers Market at the Box is open from 10 am to 6 pm and admission is just \$5. Food and beverage needs are covered with Chef Audy Peebles of Werk It Food Truck's food selections and Forté Coffee filling your every caffeine need. Our full cash bar will be open all day, with beer, wine and select cocktails, including our popular Bloody Mary bar!


From the moment our doors open at 10:00 am until the market closes at 6:00 pm, we have some of the best and brightest musicians from our community bringing their talents to our stage. Plan your shopping breaks accordingly so you can hear your favorites!

- 10:00 : Aiden and Bill Schnell
- 11:00 : Twin City String Band featuring Aiden Schnell, Caleb Kibby and Wes Shuck
- 12:00 : Jenna Mammina with Tom Castonzo
- 1:00 : Erick Fisher
- 2:00 : Larry Zenk
- 3:00 : Morgan Ingle
- 4:00 : Dirty Sally featuring Nikki Gauthier and Rob Skibbe
- 5:00 : Emma Hamel



See you at the Box Factory!
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STUDENT ATHLETE

of the week



Sports Radio 1400 WSJM, 94.9 WSJM-FM, and Midwest Family Broadcasting of Southwest Michigan salute Berrien County high school student athletes with the Student Athlete of the Week program. Varsity coaches are encouraged to nominate one of their student athletes they think is deserving of this award. Winners are selected based on athletic performance, academic performance, and other extracurricular activities. Each weekly winner is then in the running to win Berrien County's Male and Female Student Athlete of the Year award.

Coaches can get a nomination ballot from their Athletic Director each week.

Look here for information on our next Student Athlete of the Week from Sports Radio 1400 WSJM and 94.9 WSJM-FM.

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Don



Stuart

Well on the Way to Way WAY-Away

A couple weeks ago, I shared a bit about a cross-country road trip with No. 4 son and the wife, to deposit No. 4, and a vehicle for him to use, back at Way WAY-Away University in Washington. I hope

twist over whether the animals we refer to as "buffalo" should ONLY be called "bison." If "buffalo" is good enough for a National Museum, it's good enough for me. Plus my wife grew up in Buffalo, New York, and if you start suggesting it REALLY should be called Bison, NY, be prepared for a Snidely-ish retort.

The National Buffalo Museum has some very nice displays, explaining all kinds of interesting things about how plentiful bison once were, and why they declined to become almost as rare as a non-partisan politician.

The Museum had some real, live bison on the grounds, but they were wisely hanging out in cool shaded spots where they weren't easily visible. Completely unlike the gargantuan World's Largest Buffalo, a stucco and cement sculpture with it's own Wikipedia page, where one can learn the following: "The sculpture is complete in many respects of detail. It is sculptured after a male bison in mid-stride and is anatomically correct. For many years, it was customary for members of the graduating class of Jamestown High School to paint the genitalia in the school colors of blue and white."

Just reporting the facts, folks!

Oh, by the way, if blue-and-white bison, uhhh, "privates," seem odd to you, it's because the Jamestown High School athletic teams are nicknamed the Blue – hey, get your minds out of the gutter! – Jays! Blue Jays!

The concrete critter was completed in 1969. In 2007, funds provided by the Hampton Hotel's Save-A-Landmark program enabled the good folks of Jamestown to refurbish it, with a new, more lifelike paint job and some rework to enlarge the – oh, come ON! – horns, people! Horns!

TakefiveT5@yahoo.com

[Read more at www.MailMaxOnline.com](http://www.MailMaxOnline.com)

you didn't think that your faithful cockeyed columnist would write only one measly column about that trip?! No way! – not when he observed so many interesting things, albeit in a cockeyed way!

For example:

In the movie "Rain Man," there's a bit where Raymond tells Charlie "Of course, I'm an excellent driver. An excellent driver." The wife or No. 4 son could've told me such a thing, and I would've happily let them prove it! But nooooo! I drove the ENTIRE DANG WAY. To alleviate boredom, I drove most of it in reverse, like Rain Man would've.

Our longest day on the road was a 12-hour drive to Fergus Falls, Minnesota. I don't know why, but I was expecting Fergus Falls to look like a Dudley Do-Right cartoon. "Fergus" just sounds vaguely cartoonish, and also I kept picturing the Dudley Do-Right-themed "log-flume" ride at Universal Studios in Orlando on my mind – it's called "Ripsaw Falls." The hotel we stayed in was somewhat more "spartan" than the wife prefers. It traumatized her so much that it unleashed her inner Snidely Whiplash. She complained about it for the rest of the trip! I did my best to ignore her and DWDWD (Do What Dudley Would Do): remain cheerful and very dim-witted.

Our first sightseeing stop was in Jamestown, North Dakota, at the National Buffalo Museum. I am not going to get my undergarments all in a

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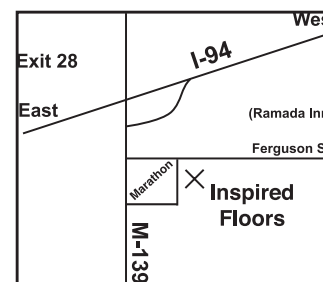
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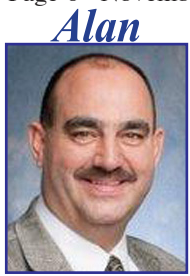
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Alan Jeffries

As we rush through the last quarter of 2019, the housing market continued to stay strong. At the end of October, the monthly and year-to-date average and median selling prices and total dollar volume surpassed 2018 and set new records in the year-over-year comparison since 2006.

Home sales in October were up 6 percent from October 2018 (345 vs. 324). Year-to-date sales varied by 20 houses for less than 1 percent difference from 2018 (3076 vs. 3056). The year-to-date sales in October 2017 still hold the record at 3167 houses sold.

The average selling price in October 2019 for houses sold in SWMI rose 7 percent to \$262,720 from \$244,403 in October 2018. Year-to-date, the average selling price increased by 4 percent (\$240,229 vs. \$232,016).

Both the October and year-to-date median selling price jumped 11 percent. The October median selling price was \$190,000 compared to \$171,000 in October 2018. Year-to-date, the median selling price was \$179,950 versus \$162,750 a year ago.

The median price is the price at which 50% of the homes sold were above that price, and 50% were below.

The higher selling prices pushed up the total dollar volume in October 2019 14 percent from October 2018 (\$90,638,587 vs. \$79,186,855). Year-to-date, the total dollar volume rose 4 percent over October 2018 (\$738,947,310 vs. \$709,043,183).

The inventory of houses for sale dropped 4 percent below that in October 2018 (1675 vs. 1737). At 1675 houses, the market had a 6.7-months supply of homes for sale. In October 2010, the market had 16.6-month's supply with 3385 houses for sale.

The Housing Market in Southwestern Michigan

The number of bank-owned or foreclosed homes as a percentage of all transactions set a new record low at 2 percent in October. This was the seventh consecutive month that the percentage has been under 6 percent. The highest percentage in October was 34 percent in 2009.

Locally, the mortgage rate increased slightly to 3.871 from 3.786 in September. Last year in October, the rate was 4.937. Nationally, the Freddie Mac mortgage rate in October also inched up 3.78 from 3.64 in October for a 30-year conventional mortgage.

This data reflects home sales across Berrien, Cass, and the westerly 2/3 of Van Buren counties and should not be used to determine the market value of any individual property. If you want to know the market value of your property, please contact your local REALTOR®.

When Selling a Home...

You have heard the ole saying "Make A Good First Impression"? Well, when selling your house, that first impression starts with the exterior shot of your house online and from the overall impression of your house when a potential buyer pulls up in their car in front of the house. You need instant curb appeal.

Houzz, a home remodeling website, recently showed off three high-impact ways to boost a home's exterior aesthetic. First, paint the front door. Put a fresh coat of paint on the front door,

which is what potential buyers will see first. Also, consider an entirely new color for the front door to get attention. Black is a trending color.

Add some dramatic lighting. New lighting can instantly transform a space, and the outside lighting is no exception. Try a new overhead light above the front door to add ambiance to the front porch. Path lights or new sconces can also make an impact.

The third suggestion is to swap out the railings. The railings can be a way to make a home look more modern. "It doesn't necessarily have to match the style of your house, as eclectic-style homes are the norm these days," Houzz notes in its article. From landscaping to exterior finishes, there are plenty of ways to make your listing a standout in curb appeal.

Ask your REALTOR® for other suggestions to improve your home's curb appeal and rock potential buyers' first impressions.

When Buying a Home...

With the inventory of houses for sale growing smaller every day, you may be wondering if you will ever find your dream home. Or you are finding that you can't afford your dream home. Don't be frustrated. You may need to sit down with your REALTOR and reevaluate what is important to you.

Start with location, move on to school district, and then your next priority. If none of these priorities changed, you might want to talk about the criteria you have for a house. Does it have to be

move-in ready? If you found a house with "good bones" in your price range without major needs, would you consider making renovations over time? Are you willing to put in time and effort into painting, or redoing the landscaping?

Knowing your thoughts, your REALTOR® can make suggestions about houses that did not make your top list before but have the right potential to fit your updated priorities and criteria. There may even be the possibility to purchase a home under your budget, giving you more money for renovations. The real bonus could be not finding your dream home but making your dream home.

To view properties that are for sale in your local area, go to www.swmar.com and click on "Property Search". The Southwestern Michigan Association of REALTORS®, Inc. is a professional trade association for real estate professionals who are members of the National Association of REALTORS®, and ancillary service providers for the real estate industry in Van Buren, Berrien and Cass Counties. The Association can be contacted at 269-983-6375 or through their website at www.swmar.com.

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- Solid 3 BR, 1.5 bath, brick ranch
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- Partially finished bsmt, newer windows & gutters
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1014 COURT STREET, ST. JOSEPH

(Main to Park, Right on Court St)

Charming 3 BR, 3 full bath downtown home w/hardwood floors & many improvements, such as roof/soffit/fascia, windows, new flooring, updated kitchen, added full bath on the main floor completely rebuilt and enclosed the front porch. Updated the electrical service, plumbing, new vinyl siding & more! Joy Schwartz will greet you. \$185,000. (19054890)

PRICE REDUCED!



- Classic 3 BR, 2 bath brick ranch
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- Main Floor Master Suite, 3 Car Garage
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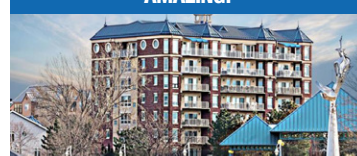
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MOODY *Continued from the cover*

the bakery there were 24 open store fronts on downtown Three Oaks, and everybody told her she was crazy, and she lose everything, but she says, "I just felt it was the right thing for me, having grown up in a mom and pop grocery store, this was my version of that. The bakery space was much smaller, and it was easy for me to see that it was the right thing for me at that time, and I felt like I was really filling a niche here in Harbor Country and I could see where it could lead, even though people were really skeptical of what I was doing. Now 30 years later I feel that I did the right thing." Indeed. Finding the space on the opposite side of the street was seemingly pre-ordained, like much of her business life. In fact, Colleen says, "I was really fortunate to be blessed, and the doors would open at the right time, and things would happen, and the opportunity would be there to expand, and I guess it's been about ten years ago now that **Amy Logan** joined me as my baker's

assistant and basically I handed over all of the baking to her, and we very quickly bonded and became the best of friends and I've literally never met anybody that was more of a 'mini-me!' We just had so much in common, and people would always say 'you need a clone,' and I found that in her, in more ways even than just work. Her husband is also really gifted and is an executive pastry chef." Colleen says that **Drew Logan** had worked for years in corporate **America** and with resorts and the like, but he was ready for a change and she was again at a point where she could expand, and move on, and adds, "I realized at that point that I couldn't possibly do more myself. You have to finally realize for yourself that it's time to bring in people to help you, and I had said for years that I would never take partners, but when the right people come along, the door opens again for me, and it was really evident that they were the right people to help me do the work." It was very shortly after Drew joined the team that the opportu-

nity with the building across the street presented itself. Colleen says, "I had kept saying 'I need more room, I need more room, but it has to be right here.' I had tried for years to get the building next door, and it just didn't work out, somebody joked that I should buy the county building and that didn't seem right, and then this happened." Thanks to creation of **Froelich's Kitchen & Pantry**, they now can offer sit down dining, with lunch and dinner, and an expanded deli area, and a grab-and-go section, so if you still like your soups and things that the **Froelich's** team is really well known for you can get those to take on the road." The new **Kitchen & Pantry** will be open year round, with a couple of weeks off in January to give everybody a break and recoup after the holidays. The hours of operations there run every day but Tuesday & Wednesday, 10am until 8pm, for dinner and then Friday and Saturday they're open until 9pm. The new place offers opportunities for new adventures, too, as Colleen says, "Thursday nights we do '**Buns & Brews**,' so you can come out on a Thursday night and we do some of our lunch menu and they actually expanded it a little bit because our pickled chicken was such a popular thing for dinner that we added it to the **Buns & Brews** menus as a chicken sandwich. We brine and pickle our own chicken. It's a lot of fun on Thursday nights." With **Froelich's** being a long time destination attraction, originality is still key. Colleen says, "We make all of our spices and condiments, and even our own chips. My mom is originally from the **Gulf Coast**, my dad is from **St. Joe/Benton Harbor** with his **Froelich's Little Super** store, so I have a real advantage of a culinary background. Kind of a **German** background with Dad, **Acadian** background with mom, and the spicy variations pop in nicely." She notes, "Mac & Cheese and Grilled Cheese are staples that people love, but we offer lots of variations on even those basics." **Froelich's Kitchen & Pantry** opened up shop on June 17th, after she had been hoping for pre-Memorial Day, but waited to do it when everything was right and ready to go. She admits, "It was moving for me to see the incredible support on opening day from so many people. We filled the street, and offered tours to people on that opening day. We had to schedule them every 10 minutes, and it ran all day there were so many people." You'll also find that **Froelich's** does all of their own salad dressings, and condiments, and it can be a challenge to provide those not only bottled, preserved and packaged for take home in the deli, but also as provisions for the restaurant and catering operations. The new building is 23,000

square feet with 11,500 square feet on each of two levels. Colleen is fascinated with the move, saying, "The cool thing about this space is that it was originally a department store, for the **Warren Featherbone Factory**, it was the **Warren Featherbone Mercantile**, and then after that it became **Hunnerjager's**, which people still talk about today because it was a really nice set up for a department store and all about service which is really where I come from and am really adamant about servicing the customer and teaching my staff that 'they are your boss, not me.' The customer is the one that needs to be taken care of. The people that come in now, especially the locals that grew up and remember **Hunnerjager's**, tell me that this is the closest feel to that era, and they appreciate that. It makes me feel good that we did a good job in restoring the history of the building, and what it was about." Most previous to her purchase it was a drug store, the **Three Oaks Pharmacy**, owned by the same man who retained the one in **New Buffalo**, but ready to retire, and decided to hang onto the **New Buffalo** store a little longer, but shortly after sold that as well. The move to create the new **Kitchen & Pantry** was, as Colleen calls it, "Just sort of a natural transition from what we were already doing — just more of everything. Over the years with all of the catering, and a lot of the food that was going out the back door for event consumption that people didn't even realize that we did, people kept asking 'when are you going to do dinner, when are you gonna do sit down.' And they just kept asking, so for me it just felt like the natural thing to do. The next step. With her strong roots from the bakery, all of the breads and pastries and things for the new **Kitchen and Pantry** are made "in house" across the street at the bakery. Colleen says, "It gives our food a different twist, as in our hamburger which has a hand-made potato roll, you just don't get that elsewhere, and you can tell that when you have the burger which is incredible." It's also an expansion on a lot of her catering foods that were so popular, like the salmon that they provide all the time for catering, so that is on the new menu, and those things that she grew up with like the first things she made after school. The upstairs at **Froelich's** has a separate entrance at the rear and is the **19 North** banquet space. Colleen says, "I had been to the drugstore many times when we would run out of something across the street, and run over. As a result, I found it no coincidence at all that once we were here and ripped off all of the front that had been boarded up, the front of the store turned out to be what I call the

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'Papa Bear' version of the store across the street. When I bought that building it was all boarded up, too. It was ugly yellow brick and no windows whatsoever, and in the transition there I wanted it to look like its original building, like a turn of the century space. So I put in that storefront glass which I salvaged from a couple of different stores that had closed, and now the match is just amazing between the two." A major part of her three year project was that fact that there was virtually no infrastructure in place necessary to make her dream happen. In fact there was only a tiny water line coming into the building, so what took a lot of time to get ready was the engineering of all of the HVAC, waterlines, and four kitchens in the building, and getting it all laid out. Yet, she says, "I knew exactly what needed to be where as far as how much kitchen space, and was smart enough to know to keep all of the water supplies on one side, the only change to that was the deli, because we really wanted the deli to be its own entity on the backside, which has a second entrance so you can pull in and park and just hit the deli if you want, and we added a beverage boutique with beers, wines, spirits, and so forth to make it easy for those picking up for picnic items and they could also avoid having to run through the full restaurant and such, so we did it for convenience sake. There's even a smoothie bar there. It was popular across the street so we just expanded that menu and it's a very popular thing." It's no small task to handle operations. Colleen says, "We push anywhere from 48 to 55 people on staff between the bakery and here, with a lot of part timers. We have some people that can only do a couple of days a week, and we found it was easier to try and accommodate people's schedules rather than dictate when they must work. Nobody works as hard as we do, for sure, but it's not really work. We do what we love to do, so it's not work." At 19 North they can handle crowds up to 399 due to code and required emergency exits, and so on, but they try to keep it to around 350, because anything more becomes more logistically intense.

Weddings, events, parties, fundraisers, corporate meetings and beyond are all fair game. They use a small conference room for the groom's quarters in wedding situations, and there's a beautiful bridal suite for the women. Several weddings have already been hosted on site along with a couple of major fundraising events. Back across the street is still the original Froelich's, an open retail bakery. That's also where all of the production baking for the restaurant takes place. The retail bakery goods will be available in the deli through the winter, when it makes less sense to have two retail operations across the street from one another. Colleen says, "We used to close for three months in the winter decades ago, but as the community has become more of a destination and people asked us to stay open, we did. So now we just take a two week break, and are open year round otherwise. You'll find Froelich's Kitchen & Pantry at 19 N. Elm Street in downtown Three Oaks, in a cool, expansive and soaring space that carries an awesome market vibe thanks to retail space at the center with home decor and more, the wide open peek into the main kitchen, the deli bar area, and a retail space stocked from floor to ceiling (complete with a rolling library ladder to reach the upper shelves) with preserves, jams, jellies, condiments and more, and the glassed-in Beverage Boutique with coolers, wine shelves and beyond. Founder Colleen Froelich is repeating history, following in the footsteps of her own groundbreaking bakery and deli nearly 30 years ago that turned around the fortunes for downtown Three Oaks, and now continues the renaissance that has filled virtually every storefront in town. Check it out for yourself, and prepare to be amazed.

That's it for this week, folks. **Happy Thanksgiving!** See you Saturday in MailMax!
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How would you like to take a trip down Niagara Falls?

The mighty Niagara River plummets some 180 feet at the Falls. Yet farther upstream the river's current flows gently and boats are able to navigate. Anyone who floats lazily from the gentle upstream waters toward the falls will notice a sign that says, "Do you have an anchor?"

It's a rather interesting illustration of life. You can be floating along gently, everything going swimmingly when you are suddenly plunged into the choppy rapids of problems or pain. Perhaps you even shoot over the falls of a major life crisis. You find yourself broken and alone.

This is when it is so important to have an anchor—someone or something to hold on to. In your loving God, you have just that. The writer of

Psalm 146 says, "Blessed are those whose help is the God of Jacob, whose hope is in the LORD their God." You are blessed because he is the maker of heaven and earth. He has the power to deliver you from whatever has caused you to crash. Hold on to him for dear life!

Prayer: Lord God, you are my anchor, my hope in every adversity. Thank you for your promise to remain faithful to all your promises. Use those promises to comfort me when I crash. Amen.

Submitted by: Pastor Glenn T. Rosenbaum
Administrative Pastor
Grace Evangelical Lutheran Church, St. Joseph
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Robert B. Kress
RPH CCN

Your seasonal sickness survival kit

The other day I was teaching a continuing education class to a group of pharmacists and the topic was about our immune system. We casted a wide net over all moving parts and intricacies of the immune system, recognizing that there is no magic bullet to keep one's immune system strong.

There are, however, simple measures we can do to help prevent ourselves falling prey to the season's bugs and foreign invaders.

In this class, I spoke of the importance of inflammation and stress. Acute bouts of both inflammation and stress are designed to make us stronger, although when either or both become chronic, this leads to body breakdown, opening the door to illness and disease.

My best advice to find a healthy balance of both stress and inflammation is to eat an anti-inflammatory diet (plant based, healthy fats and carbohydrates, moderate protein and free of food intolerances), stress managing techniques, proper sleep, finding a balance of exercise and rest and repair, while not becoming too sedentary.

I am a firm believer in the power of nutrition and nutraceuticals.

Let's start with foundational nutrition. Vitamin D is critical. I find it best to optimize

vitamin D levels, which means to have levels tested and then adjust one's dose of vitamin D3 to attain levels of between 60-80 ng/ml. Where everyone is unique and there is no standard dosage, I find somewhere between 2,000 and 7,000 units per day in Michigan is the range that most people attune to.

Next stop, gut health! Did you know that 80% of our body's immune cells are created in our digestive tract? It's imperative to keep our gut strong and healthy, especially for prevention and whole-body health. I recommend a quality probiotic such as Probiotic GI from Pure, and if you really want to amp things up, try the new Poly-Prebiotic I have been speaking about. Or, for measures of convenience, try Synbiotic GG, a combination of prebiotics and the probiotic Lactobacillus rhamnosus GG, a highly researched probiotic strain for its ability to support healthy gut microflora, and G.I. function.

Then, what if you feel you are coming down with something? My go to is Vitamin D3 50,000 units, once daily for three days, and Pure Defense with NAC. These are two separate products which come in convenient small-count blister packs.

Talk to a Martin's Pharmacist today to find out the best way to support your immune system this winter.

These statements have not been evaluated by the Food & Drug Administration. This information is not intended to diagnose, treat, cure or prevent any disease or as a substitute for recommendations by your primary care practitioner.



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The Pet Corner

This time of year our thoughts often turn to how thankful we are for the good things in our lives. Do you ever wonder what our pets would tell us they are thankful for,

if they could talk? I have to think it would be some of the following: A warm place to sleep at night; a full tummy; fresh water; plenty of hugs and pats on the head; vaccinations that keep them healthy; walks with time to sniff, and the hope they will never have to end up in a shelter or worse yet, alone on the street. If these sound like simple needs, they are, and yet so many animals are not fortunate enough to have even the basics. In this season of thankfulness and giving, be thankful if you are able to provide for your pets and perhaps consider a donation to those animals, who for whatever reason, are left homeless. Some basics that the Humane Society of Southwestern Michigan is currently in need of are laundry soap, bleach, floor cleaner (non-pine-scented please) and air freshener. Donation bins are always out at PawMart in St. Joseph, where you can also leave donations for our local rescue groups, who also work very hard to care for ownerless pets.

This month and in the weeks to come, there will be many opportunities to show our love for our furry friends. November is Give Back Month at the Early Bird Eatery in Bridgman. Round up your bill to the nearest dollar and that amount will be donated to the Humane Society. November is also Adopt a Senior Pet Month. You may stop by the shelter and vote for your favorite senior pet in residence there by dropping a monetary donation into their stocking. The winning

senior pet will receive a spa day at Fluff and Suds Pet Salon. You can also donate at the shelter website, humanesociety.swm.org via Paypal. Remember, senior pets can make wonderful companions. They're past the chewing stage and may already be house-trained. Any one of them would be very thankful for a new home in which to spend their golden years.

Animal Aid will hold their annual Christmas Holiday Open House on Saturday, December 7, from 1-3pm, at the St. Joseph City Library, 500 Market St. Stop by before you hike over to the Reindog Parade that starts at 4pm. The open house will have a bake sale, silent auction, gifts, and the memorial tree. Adoptable pets will be attending and you are welcome to bring your own dogs, but please keep them on a leash.

Saturday, December 14, the Humane Society Yeager Family Pet Shelter, 5400 Niles Rd., St. Joseph, will have an Ugly Sweater Holiday Party at the shelter from 11am to 4pm. Donations received at this party help sustain the shelter throughout much of the year. There is a holiday wishlist at the website and don't forget the Amazon wishlist that makes giving easy for those unable to make it to the party.

As we creep ever closer to winter, please make sure that outside pets have a warm dry shelter and easy access to water that isn't frozen. Check with your vet about maybe adding extra calories to their diet. When the temperature dips into the single digits, leaving any pet outside can become a dangerous situation for them. Remember, if you're cold when outside, they're cold.

From Ace, Foo Foo, Zombie, and Sandwich, a very Happy Thanksgiving to all!

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Includes down payment, no security deposit required; excludes tax, title, license and dealer fees. For well-qualified customers. Expires 01/02/20

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\$11,991



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1.6L I4 DGI Gamma, 6-Speed Automatic, 34038 mi., 24/30 MPG

\$12,491



2012 Honda Civic LX

1.8L I4 SOHC 16V i-VTEC, 5-Speed Automatic, 46019 mi., 28/39 MPG

\$12,991



2018 Hyundai Elantra SEL

2.0L 4-Cylinder DOHC 16V, 6-Speed Automatic with ShiftTronic, 33305 mi., 28/37 MPG

\$13,491



2016 Chevrolet Cruze LT

1.4L 4-Cylinder Turbo DOHC CVT, 6-Speed Automatic, 31042 mi., 30/42 MPG

\$13,991



2016 Toyota Corolla LE

1.8L I4 DOHC Dual VVT-i, CVT, 28794 mi., 29/38 MPG

\$14,491



2018 Nissan Sentra SV

1.8L 4-Cylinder DOHC 16V, CVT with Xtronic, 33836 mi., 29/37 MPG

\$14,991



2017 Ford Fusion SE

2.5L iVCT, 6-Speed Automatic, 30335 mi., 21/32 MPG

\$14,991



2017 Honda Accord LX

2.4L I4 DOHC i-VTEC 16V, CVT, 52393 mi., 27/36 MPG

\$15,491



2012 Honda CR-V EX

2.4L I4 DOHC 16V i-VTEC, 5-Speed Automatic, 48177 mi., 22/30 MPG

\$15,991



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3.5L V6 SOHC VTEC 24V, 6-Speed Automatic, 67762 mi., 20/29 MPG

\$16,508



2018 Volkswagen Passat 2.0T R-Line

2.0L TSI, 6-Speed Automatic with Tiptronic, 32993 mi., 25/36 MPG

\$16,991



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2.4L I4 MultiAir 9-Speed 948TE Automatic, 47056 mi., 21/29 MPG

\$16,991



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2.4L I4 DOHC 16V i-VTEC, 5-Speed Automatic, 47524 mi., 22/30 MPG

\$17,991



2018 Toyota Camry L

Stock # H12348, 2.5L I4 DOHC 16V, 8-Speed Automatic, 32860 mi., 29/41 MPG

\$18,991



2018 Subaru Legacy 2.5i

2.5L 4-Cylinder DOHC 16V, CVT Lineartronic, 17208 mi., 25/34 MPG

\$20,991



2013 Ford F-150 FX4

6-Speed Automatic Electronic, 96467 mi., 15/21 MPG

\$22,991



2019 Nissan Pathfinder SV

Stock # H12368, V6, CVT with Xtronic, 17839 mi., 19/26 MPG

\$25,491



2016 Honda Odyssey EX-L

3.5L V6 SOHC i-VTEC 24V, 6-Speed Automatic, 49580 mi., 19/28 MPG

\$25,491



2015 Toyota Tacoma

4.0L V6 EFI DOHC 24V, 5-Speed Automatic, 48658 mi., 16/21 MPG

\$27,991



2019 Chevrolet Silverado 1500 LD LT

EcoTec3 5.3L V8, 6-Speed Automatic Electronic with Overdrive, 11711 mi., 15/21 MPG

\$29,991



2019 Ram 1500 Classic Big Horn

HEMI 5.7L V8 Multi-Displacement VVT, 8-Speed Automatic, 10897 mi., 15/21 MPG

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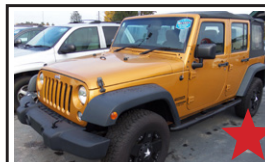
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\$219 Per Mo. **\$2999** Due at Signing

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\$1750 CASH BACK¹

2.9% APR Financing for 60 Mos.⁵

-or- Lease a new 2019 TACOMA SR 4X4 DBL CAB⁶
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\$229 Per Mo. **\$2999** Due at Signing

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\$1500 CASH BACK on 2019 HIGHLANDER HYBRID

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1.9% APR Financing on 2019 HIGHLANDER HYBRID²

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\$269/mo. 3-Year 10,000-Mile/Year Lease

\$269 Per Mo. **\$2999** Due at Signing

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