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Moody on The Market

December 28, 2019



Loodu

There is sad news from Southwest Michigan community of Eau Claire this week, with word that

there will be no fourth-generation operator at the destination attraction we've all come to know and love as Tree-Mendus Fruit Farm. The family has announced, in a Christmas message on Facebook last Sunday, that operations will cease at Tree-Mendus Fruit Farm on Eureka Road at the end of the year. The news follows the devastation the family has endured since early fall when third-generation family farmer, Bill Teichman, the very heartbeat of Tree-Mendus Fruit, was stricken with the rare Eastern Equine Encephalitis disease. Now being cared for extensively at home, Teichman can no longer operate the long-running family farm that has been a staple on the agricultural scene in Southwest Michigan for decades. Teichman, whose family has dedicated their heart and soul to continuing the tradition of bringing families together in the heart of the Michigan fruit belt over those decades, continues to fight for his life, and the impact is simply too dramatic for the family to continue. An inspiration to the region just as his father before him and every other member of his generous and talented agricultural family, Teichman will not return to the helm. Here is what his family posted online: "The Teichman family wishes all of you a Very Merry Christmas and a Happy New Year. We would also like to extend a huge "Thank You" to all our customers who came by for the first time this year or may be following a family tradition with an annual visit to Tree-Mendus Fruit. Thank you for sharing your family traditions and fun in the sun with us. Lasting 3 generations we were fortunate enough to raise our own children on this beautiful farm and have generated many memories and traditions of our own. Having said that, the years of dedicated hard work with the wonderful reward of delicious home-grown fruit, it is time to say good-bye. Tree-Mendus Fruit will be closing for good on December 31st, 2019. At this time, we are unsure of what the future will bring for our family farm as we are putting up most of the rolling hills and fruit orchards for sale. Thank you for your continued support, we will miss you! Have a Tree-Mendus Holiday Season." 2019 was not a good year for the Teichman family, losing

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Millicent



Executive Director, Southwestern Michigan Tourist Council

the Buchanan Art

Continued on page 8

As we usher in the Center for Exhibit One 2020, featuring New Year there's a Laura Hanlin - Acrylic paintings and mixed the Acorn Theater brings you live the variety of events to media in the Roti Roti Gallery, and John Van enjoy during the Dyke - Wood relief carved plaques in the remainder of the holi- Hess Library Gallery. The exhibits will conday season. January tinue to change throughout the year so be 7-February 22, visit sure to check the calendar frequently.

Fun & Interesting Things to Do in Michigan's *Great* Southwest!

The following weekend. January 11-12. Brooklyn Charmers. Brooklyn Charmers is a Steely Dan tribute band comprised of some of Chicago's top players. With masterful precision and obsessive dedication to the music, Brooklyn Charmers injects a new

Continued on page 2

Inserts & Promotions

- ALDI
- Family Fare
- Harding's Friendly Markets
- Martin's Super Markets
 - Pater True Value
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Inserts may vary by Zip Code

TOURISM Continued from cover

energy into the beloved catalogue; bridging the gap between new and lifelong fans alike. Steely Dan's blend of rock and jazz, along with their infectious hooks and poignant lyrics, put them in another league in the eyes of critics and fans. Their prolific and consistent output throughout the 1970's cements them as classic rock royalty. Brooklyn Charmers are excited to carry the torch into the new generation.

Our next event, January 15-February 29, is Wish You Were Here: Postcards from the Berrien County Historical Association collections. The Berrien County Historical Association is opening its archives for this exhibit. The exhibit will feature dozens of historic postcards capturing moments of time in Berrien County's history, from the creation of the Berrien Springs dam to the simple joys of Lake Michigan's sand dunes. Additionally, travel related artifacts will be on display and unique elements will let guests create their own historic memories.

Another historic memory involves an entire community, Three Oaks. Have you noticed the name "Warren" pops up a lot around Harbor Country? E.K. Warren was the man behind the historic building that now houses Journeyman Distillery. E.K. Warren in many ways, was responsible for putting Three Oaks on the map. On Wednesday, January 16, they'll celebrate E.K. Warren Day by giving back to the community he loved. Stop by the Staymaker

Restaurant at Journeyman Distillery and enjoy a specially priced E.K. Warren cocktail and they'll make a donation to The Region of Three Oaks Museum.

To round out this column we bring you back to another live concert at the Acorn Theater, January 18-19, CSNY Tribute Marrakesh Express Returns! "Marrakesh Express is a CSNY tribute, but they do not imitate as much as capture the spirit of. They are an organic, real band, with their own distinct personalities that shine through (often humorously) in their rapport with the audience. Their harmonies are gorgeous. They're great people -- fun and energetic. They are the most original tribute band I've ever seen." ~Mark Schmidt, Casino Regina.

Be sure to visit www.swmichigan.org for all the details on these events, and other happenings like Dablon Winery's Music Box Films, the Sunday Music Series at the Howard Performing Arts Center, and live music at several area wineries and breweries. We'll be back in a couple of weeks with more fun and interesting things to do in Michigan's *Great* Southwest!

All of us here at the Southwestern Michigan Tourist Council hope you have a wonderful New Year!





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Pastor

Peace that Prevails

"Come, let us go up to the mountain of the LORD, to the temple of the God of Jacob. . . . He will judge between the nations and will settle disputes for many peoples. They will beat their swords into plowshares and their spears into pruning hooks. Nation will not take up sword against nation, nor will they train for war anymore. Come, descendants of Jacob, let us walk in the light of the LORD."

Isaiah 2:3-5

When Jesus comes again, he will set right, once and forever, all that is broken. Everyone who believes in him will see this peace realized. He will remove all sin and hatred from our hearts and clothe us in his glorious goodness.

Do you want this lasting peace? Do you want a peace that quiets every guilty conscience? Then climb Mount Calvary by faith and find refuge under the cross. Do you want a peace that no diagnosis, disaster, or death can dissolve? Then walk in the light of the Lord, and he will direct your eyes to the day when he will craft the weapons of death into instruments of life.

Prayer: Lord Jesus, when I am anxious about anything, guard my heart and mind with your peace in every way. Amen.

> Submitted by:Pastor Glenn T. Rosenbaum Administrative Pastor Grace Evangelical Lutheran Church, St. Joseph Originated by: www.What AboutJesus.com

Read more at www.MailMaxOnline.com





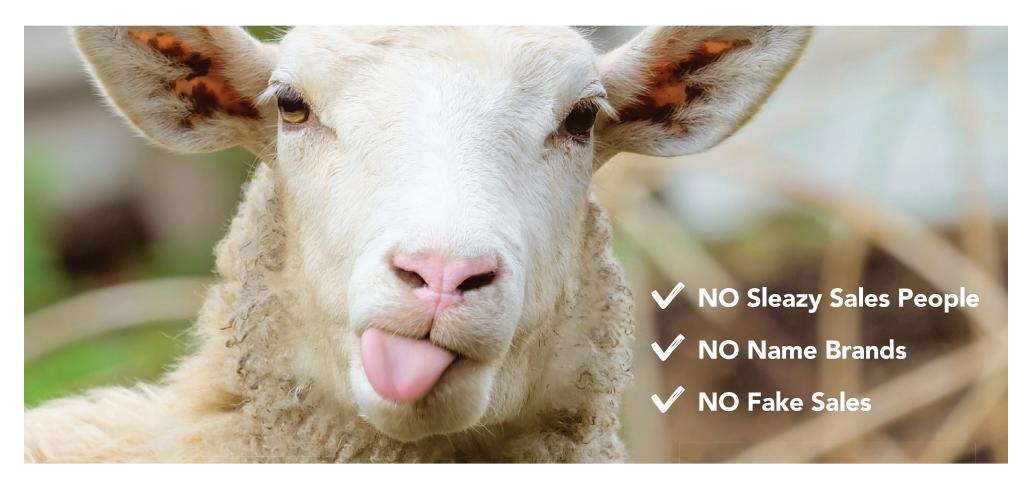
In 2008, Mexico City native Pedro Reyes melted down 1,527 weapons to make the same number of shovels to be used for planting trees in the community. The guns Reyes used represent a fraction of the weapons Mexican authorities seize every day. He called his project, "Palas por Pistolas," or "Pistols to Shovels."

Twenty-seven hundred years ago, the prophet Isaiah foresaw the day when nations "will beat their swords into plowshares." Sadly, in spite of efforts such as "Pistols to shovels," this day has not yet come. We still have no peace and little patience with one another. Despite our best efforts and intentions, we just can't manufacture the peace we dream of. Sin in the world and our hearts make peace impossible for us.

But not for God. He set up a peace that prevails when he climbed Mount Calvary to hang on a cross. Jesus endured the injustice of people so he could justify people before God. All who trust in him have forgiveness for all their sins, peace with God, and the promise of an eternal end to all their earthly suffering.



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Do you have an elderly parent or family friend unable to get out much this winter, therefore, feeling isolated and lonely?

In a previous article I encouraged readers to reach out to their senior loved ones during the holidays to promote feelings of purpose and the comfort of being involved in activities. This truly should be a year round plan. We take for granted how blessed many of us are, to be able to drive ourselves daily to our jobs, various appointments, the gym, shopping etc. Imagine being homebound, no longer enjoying the independence of driving and dependent upon family or caregivers to take you to appointments and on errands.

Leaving the house to enjoy socialization is extremely important as this helps overcome depression. Going to church, shopping or visiting friends helps stave off that depression. We are social creatures and most of us desire the company of others and enjoy seeing them on a regular basis. It is the same for seniors as changes come later in life due to retirement, death of spouse, medical problems, and an especially tough one – loss of driving privileges. Loss of any kind is painful including the loss of independence and this contributes greatly to some isolation. With the right support, seniors can feel better and continue to live a fulfilled, vibrant life.

You know your loved one the best. What did he or she enjoy in their earlier, healthier days? Don't be afraid to ask what they miss doing or what they'd like to do. Suggest activities to do together that your loved one used to enjoy such as a trip downtown to the Krasl art center, the library, or a stroll through the stores —anything that provides mental or physical stimulation. Encourage them to attend senior centers which provide the opportunities for friendships and activities for them to enjoy. If your senior loved one lives nearby, host a family dinner with other family members once a week. Even if you are unable to sustain a weekly dinner schedule, offering your company and conversation during this frequently lonely time of year can help them feel cared for.

You might also consider hiring a caregiver who can provide safety monitoring, run errands, offer companionship, and ensure your loved one is healthy and happy. Comfort Keepers is celebrating 20 years of service to our community. Whether providing companionship or in-home safety solutions, we offer the care and support that improves a senior's quality of life and enable independent living at home. For more information, call Comfort Keepers at 269-556-9999 for an in-home consultation. *Our family is here for your family!*



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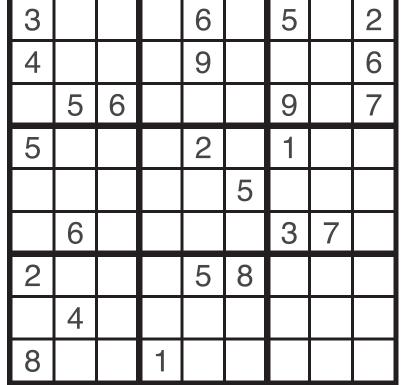
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BAROMETER	FOG	SNOW
BLACK ICE	FREEZING	TEMPERATURE
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COLD	FROZEN	WINTER

Answers can be found on Page 15

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Starting off on the right path together

I'm getting married next summer. My fiancé and I are in agreement about how to handle money, and we both follow your plan. Do you recommend pre-marital counseling? If so, what do you feel are some of the important areas of agreement for couples before they get married?

Dear Allison,

Congratulations! I'm glad you're both on the same page with your finances, too.

I've worked with thousands of couples and numerous marriage counselors over the years. In that time, I've learned fights over money—and the resulting problems from those disagreements—are probably the biggest cause of divorce in America. In my opinion, in-depth pre-marital counseling is an absolute must. The idea of entering into something that's supposed to be a lifelong commitment, without thoroughly addressing all the issues—and potential issues—is a really

With that said, it's been my experience that couples have a high probability of a successful marriage if they agree on four things, in detail,

before the big day-kids, money, religion, and in-laws. With kids, the big question is do you want them? If so, how many and when? Are you going to let them run wild, or are you going to provide structure and make them behave?

When it comes to money, something it sounds like you two are already in agreement on, get all your cards out on the table, and construct an intelligent game plan for your finances that you both agree on. Staying away from debt, living on a written, monthly budget, and saving for the future are important parts of this.

Also, be in agreement on religion. Statistically speaking, two people from the same faith have a better chance of making a marriage work. And finally, when it comes to your future in-laws, you need to learn who they are and what you're getting into. What are they really like? What are the boundaries when it comes to their influence on your lives?

All these topics should be discussed at length, dealt with, and agreed upon before the rings are exchanged. God bless you two, Allison!

* 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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This 46-acre parcel has a ot of wonderful features building site sitting on a hill overlooking the countryside. The creek wanders through the acreage. Some of the as woods. This would be a great property for someone that loves to hunt. \$200,000 (19022703)



Large 2 level needs TLC and could make a wonderful home \$71.225 (19042815)



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- . 6 BR, 4.5 bath w/walkout full basement
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- Wall of windows overlooking wooded ravine • St. Joseph \$549,900. W (19032577)



- 5 BR, 4.5 bath, with great open concept
- Chef's kitchen, 3-sided gas fireplace
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- · Basement w/family rm w/kitchenette, snack bar St. Joseph \$550,000, S - (19051068)



- New construction 3 BR. 2.5 bath home
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- · Quality built ranch style w/3 BR, 2 full baths
- · Master bath, main floor family rm-fireplaces
- Updated kitchen, formal dining, shed
- Partially finished basement, great backyard
 St. Joseph \$239,000. B (19041512)



- 3 BR, 3 full bath, charmer
- Newer roof, siding, windows, flooring
- · New covered front & back porch

• 4 BR, 3.5 bath home w/2 car garage

Nice updated home w/an open floor plan

• Finished basement w/media room & bath

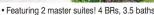
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 Benton Twp., \$549,000. N (19046680)

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MOODY Continued from Cover

the family patriarch, **Herb Teichman** at the beginning of the year, battling the **Polar Vortex** in the winter, and then the devastation of the EEE diagnosis for Bill. The **GoFundMe campaign** for Bill's care continues, and those interested in helping this remarkable family can continue to share in this season of goodwill by visiting **bit.ly/2rloPOz**



As the Board of Directors at Cornerstone Alliance wrapped up their final meeting of the calendar year last week, retiring Chief Operating Officer Greg Vaughn sat in stunned silence when Board Chair John Janick turned the spotlight onto him and his 25 year career with Berrien County's lead economic development agency. He grew more stunned as a parade of local dignitaries streamed into the conference room with his wife and children in tow. It was a grand surprise engineered by Cornerstone Alliance President Rob Cleveland and the rest of his team, as they kept Vaughn totally out of the loop on their plans for an impromptu send off for the popular man who has played a key role in the transformation of the region over the course of his two and a half decades working business development, economic development, community development and beyond. Benton Harbor Mayor Marcus Muhammad was first up read-

ing and sharing a city commission passed resolution singing Vaughn's praises, applauding his myriad accomplishments, thanking him for his role in literally dozens of community organizations, and making December 17, 2019 officially Gregory Vaughn Day in the City of Benton Harbor. Up next, St. Joseph Mayor Mike Garey presented Vaughn with the city's coveted street sign award bearing his name on one side, reading: "Vaughn Blvd," and "Thank You Greg" on the opposite. Representatives of Congressman Fred Upton and State Senator Kim LaSata followed with a personal letter from Upton and a state legislative tribute from the delegation in Lansing, before Benton Township Clerk Carolyn Phillips and Treasurer Debbie Boothby shared their gratitude and the gift of application forms for every committee in township government and an official employee pullover to go with the forms, joking that even if he didn't file the applications he could keep the shirt as a lifelong resident of the community. Cornerstone President Rob Cleveland showcased a beautiful bronze plaque that will be displayed at the Cornerstone office building which reads: In Recognition of Gregory C. Vaughn. For more than 25 years, Greg Vaughn served the greater Benton Harbor and St. Joseph communities with his work at Cornerstone Alliance. Always the first to work in the morning, Vaughn spent a career positively influencing the trajectory of the region with a focus on entrepreneurship, housing, downtown and new business development. Vaughn played a key role in the redevelopment of this building that was completed on time and on budget. This plaque recognizes Greg Vaughn's 25 years of service to Cornerstone Alliance and his unwavering commitment to growing the Southwest Michigan economy. December 17, 2019. The final word came from Cornerstone Board Chair John Janick who said that board members had pooled their resources and selected

the gift of a brand new set of golf clubs for him to enjoy in his upcoming retirement. The set presented was actually a stand-in for the real thing, inasmuch as he will be personally fitted for clubs designed for him by the team at **Harbor Shores**. Vaughn, as is his legendary manner, was short, but extremely thankful to everyone involved and said he will long remember his time working in and for the community.

Berrien County's Women's Service League is centered on volunteerism, and through their Athena Education Fund they are increasingly supportive of, and centered, on recognizing the next generation of volunteers through youth scholarships. Kim O'Donoghue, a member of Women's Service League, is letting us know that it's the time of year again when they begin their outreach for scholarship applicants. Founded in 2002, the Athena Education Fund was created to acknowledge and reward local Berrien County students. The young, high school students who are honored in the program, embody the altruistic spirit shared with The Women's Service League. The graduating seniors who have received this honor in past years comprehend the vital role that volunteering plays in every community. O'Donoghue says, "Previous beneficiaries, as well as future recipients, should have a proven track record for integrating philanthropic work as part of their high school career." Each year the scholarship awards a \$1,000 Educational Fund to one or more high school students in their senior year of study. The student(s) awarded will have demonstrated a commitment to volunteerism through many avenues including school, church, private youth groups, community organizations and charities. Preference will be given to females, however, young men are eligible to apply as well. Through the Athena Education Fund program, the Women's Service League is hopeful of encouraging every applicant to include philanthropic work as part of a life-long endeavor. High school





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seniors can access the scholarship packets in their guidance counselors office or on the organization's website www.womensserviceleague.org/ projects/athena-scholarship. The deadline for applications is February 29, 2020. The winner(s) will be chosen in early April and revealed at that time.

There's another reason floating around in West Michigan for businesses to pay close attention to the bills they received before arbitrarily paying them without questioning first. The Better Business Bureau Serving Western Michigan is warning businesses across the region about a company that has been sending out solicitations that appear to be invoices. The "invoices" include a due date, account number and an amount of \$180, payable to Vicco Web LLC. The mailings look like normal invoices a business might get from a vendor. While there is a disclaimer in the middle of the page that says the mailing is a solicitation and not a bill or statement of amount due. the Better Business Bureau has heard from a number of businesses who feel the mailing is deceptive. Some businesses have mistakenly paid the amount believing it was, in fact, an invoice. Others came close to falling for the scheme. One Grand Rapids-based painting company says, in a complaint filed with the Better Business Bureau, "Had our accounts payable department not been vigilant they would have paid an invoice for a company we do not work with." Worse yet, it would have been paid without receiving any services whatsoever. It is not clear the extent of the web hosting services that Vicco Web LLC offers for \$180. Several of the links on the Vicco Web website do not even work. Investigators with the Better Business Bureau visited the Grand Rapids address on the invoice, however the address is a virtual office, that rents space to another virtual office, which rents to a mail forwarding company. which apparently works with the people behind Vicco Web LLC. BBB has been unable to verify the identity of the owners of Vicco Web, and whether it is connected to several other companies using identical mailings and similar website designs. Phil Catlett, President of the Better Business Bureau Serving West Michigan says, "Businesses need to closely examine all mailings or emails that appear to be a bill," and adds, "Attorneys General from across the country have warned about similar mailings, which are intended to trick businesses into paying a bill they don't owe, usually to a business they have never heard of." The Better Business Bureau Serving Western Michigan has shared the findings of their investigation with state and federal law enforcement agencies for review and possible legal action. If your business receives such a solicitation, you are urged to file a complaint with the Better Business Bureau at bbb.org or to the Better Business Bureau Scamtracker at bbb.org/scamtracker.

With snow flying earlier in the day of her announcement not a lot of people were likely thinking about blueberries, but they were on the

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mind of Governor Gretchen Whitmer as she announced a number of new appointments and re-appointments to various Michigan Boards and Commissions including the Michigan Blueberry Commission. The Governor announced the following appointments to the Michigan Blueberry Commission: Robert C. Bodtke, of South Haven who is the owner and operator of Cornerstone Ag Enterprises. He holds a Bachelor of Science in Environmental Biology from Cornerstone University. Mr. Bodtke is appointed to represent District 2 growers for a term commencing January 1, 2020 and expiring December 31, 2022. He succeeds Steven Hunt whose term expires December 31, 2019. Creela O. Hamlin, of South Haven who is the owner of Lake Michigan Berry, LLC and the southwest Michigan representative and commodity development associate for Peterson Farms, Inc. She holds a Bachelor of Science in Natural Resource Management from Grand Valley State University. Mrs. Hamlin is reappointed to represent at-large growers for a term commencing January 1, 2020 and expiring December 31, 2022. Carly Jo Parsley, of Bloomingdale who is a partner with Brookside Farms, LLC. She holds a Bachelor of Science in Business Management and Marketing from Cornerstone University. Mrs. Parsley is appointed to represent District 2 growers for a term commencing January 1, 2020 and expiring December 31, 2022. She succeeds James Sumners whose term expires December 31, 2019. The Michigan Blueberry Commission is housed within the Michigan Department of Agriculture and Rural Development and was created through the farmer-initiated process outlined in the Agricultural Commodities Marketing Act. The Commission was created with the goal of improving the economic position and competitiveness of the Michigan blueberry industry by supporting research, education, and promotion program. The Governor's appointments are subject to the advice and consent of the Senate.

That's it for this week. Happy New Year! See you Saturday right here in MailMax.

> Pat Moody Morning Radio Personality WSJM Radio moody@wsjm.com (269) 925-1111

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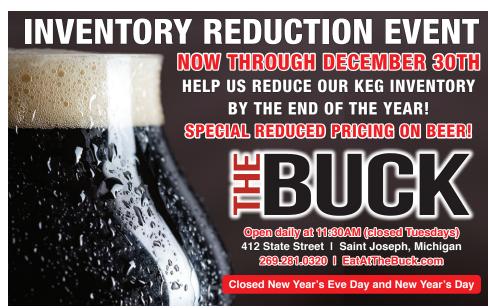
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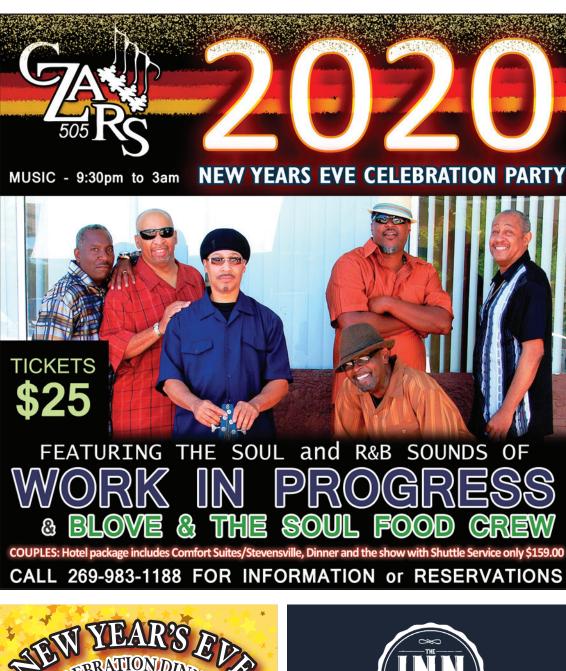
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The Most Majestic Foot-Bowl Names



Of the many diversions we enjoyed on our trip out west to Way WAY-Away University, bowling was not among them. But this is the time of year when I just can't resist football bowling!

So we interrupt the ceaseless, endless saga of our western road trip for this annual compendium of interesting, intriguing, and memorable names from the rosters of the 80 bowl-bound teams. (I don't know about you, but I can't WAIT for that matchup of the 67th-ranked vs. 73rd-ranked teams!)

Let's start with a quiz; the following players have names suitable for either my annual All-Sounds Like A Hogwarts Faculty Member team, or my new All-Sounds Like A Game of Thrones Character team. Can. you guess which team each player should be on?

- a) Sekou Diaby, defensive lineman, Kent State
- b) Sefo Mailangi, tight end, San Diego State
- n) Cauldric Isles, nose tackle, Georgia Southern
- j) Guled Duale, offensive lineman, Appalachian State
- f) Kindle Vildor, defensive back, Georgia Southern
- w) Dedrion Bacote-Sweat, defensive lineman, U. of Central Florida
- g) Ra-Sun Kazadi, safety, Southern Methodist U.
- t) Ruperake Fuavai, linebacker, U. of Washington
- u) Ladji Bagayoko, offensive lineman, San Diego State
- s) Kamren Fabiculanan, defensive back, Washington
- k) Scale Igiehom, nose tackle, Boise State
- f-2) Hansky Paillant, defensive lineman, App State
- r) Luq Barcoo, defensive back, San Diego State

The answers, quite obviously, are plainly given away in the alphabetical order in which the players are listed; one simply correlates the letter with its position in a numeric listing of all the letters of the alphabet, wherein 1 = o (small "o"). However, I possibly may have I mis-labeled one player, thus throwing the whole thing out of whack, and I'm too lazy to go back and fix it, so, ultimately, whatever your final division of players onto the two teams was, you're wrong.

These players are on my All-Famous Singers That We Recognize Just By Their First Names team (you younger readers should especially recognize the last one, but if you're so young that you consider early Taylor Swift songs to be "oldies," I include in parentheses the famous singer each guy brought to my mind):

Elvis Hines, safety, Kent State (c'mon, do you really need me to say which Elvis I'm referring to?!)

Fabian Weitz, linebacker, University of Buffalo (1950s-early '60s teen idol Fabian Forte, who really should've gone with his full first name, for the exotic and melodious flourish at the end! - Fabiano!)

Donovan Marshall, running back, Arkansas State going bowling! - college U. (Donovan Lietch, which I guess is the kind of last name that I would also drop from my public persona, since it's not very melodic.)

> Ariel Ngata, linebacker, Washington (I hope Ariel doesn't get miffed that he's on this list because his name matches Disney's mermaid songstress. . .he's 6-3' and 225 pounds - if he ever confronts me, I'm gonna be all "Really sorry Ariel! I ngata run!")

> Oooooh, another Disney movie reference!: Doesn't this San Diego State running back's name describe what our hero did throughout the movie "Aladdin"? -- Chase Jasmin.

> If I was San Diego State's coach, I'd bench my entire team if not a single one of them was clever enough to nickname this linebacking teammate "Boom Shaka" -- Seyddrick Lakalaka.

> > TakeFiveT5@yahoo.com

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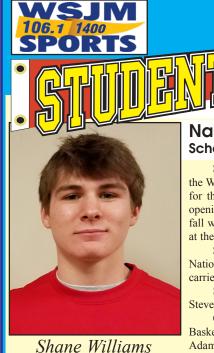
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Name: Shane Williams School: Lakeshore High School

Shane Williams of Lakeshore High School Wrestling is the WSJM Sports Berrien County Student Athlete of the Week for the week of December 8, 2019. In the Lancers' season opening victory over Mishawaka, Shane scored a 15-0 technical fall win. Later in the week, he won the 135 lb. championship at the Allegan invitational recording two pins and a decision.

Shane is also a member of the Lakeshore Baseball team. National Honor Society, and Key Club. In the classroom, he carries a 4.0 grade point average.

Shane is the son of Tony and Eileen Williams of

Other finalists for the week were JJ Bushu of Lakeshore Basketball, Kade Wagley of Niles Wrestling, and Hunter Adams of Bridgman Basketball.

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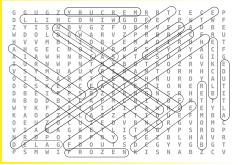
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SUDOKU ANSWERS FROM PAGE 5

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4	2	7	5	9	1	8	3	6
1	5	6	2	8	3	9	4	7
5	3	4	7	2	6	1	8	9
7	1	8	9	3	5	6	2	4
9	6	2	8	1	4	3	7	5
2	7	3	6	5	8	4	9	1
6	4	1	3	7	9	2	5	8
8	9	5	1	4	2	7	6	3

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1. \$500 Toyotathon Bonus Cash valid on new 2019 RAV4 (excludes hybrid) & is direct from Toyota Motor Sales, USA, Inc. 2. \$1,750 TOTAL Customer Cash = \$1,250 Toyota Customer Cash + \$500 Toyotathon Bonus Cash direct from Toyota Motor Sales, USA, Inc. 3. New 2019 RAV4 LE FWD Model 4430. Lease based on net cap cost of \$23,103. \$500 Toyotathon Bonus Cash included in lease deal. Lease end purchase option \$16,314. 4. Toyota vehicles and components are built using U.S. and globally sourced parts. 5. New 2019 Tacoma \$2,000 TOTAL Customer Cash = \$1,750 Toyota Customer Cash + \$250 Toyotathon Bonus Cash & New 2020 Tacoma (excludes TRD Pro) \$1,250 TOTAL Customer Cash + \$51,000 Toyota Customer Cash + \$250 Toyotathon Bonus Cash New 2020 Tacoma (excludes TRD Pro) \$1,250 TOTAL Customer Cash + \$1,000 Toyota Customer Cash + \$250 Toyotathon Bonus Cash. 6. \$250 Toyotathon Bonus Cash valid on new 2019 Tacoma, new 2020 Tacoma (excludes TRD Pro) & new 2019 4 Runner (excludes TRD Pro) & 1s direct from Toyota Mortor Sales, USA, Inc. 7. New 2019 Tacoma SR 444 Double Cash Model 7594. Lease based on net cap cost of \$29,133. \$250 Toyotathon Bonus Cash included in lease deal. Lease end purchase option \$24,575.* 8. Customer Cash direct from Toyota Motor Sales, USA, Inc. 9. New 2019 4 Runner (excludes TRD Pro) \$1,500 TOTAL Customer Cash = \$1,250 Toyota Customer Cash + \$250 Toyotathon Bonus Cash included in lease deal. Lease based on net cap cost of \$18,019. Lease end purchase option \$12,327.* 11. New 2020 Camry LE Model 2532. Lease based on net cap cost of \$18,019. Lease end purchase option \$12,327.* 11. New 2020 Camry LE Model 2532. Lease based on net cap cost of \$18,019. Lease end purchase option \$14,069.* 12. Qualified military personal and household members of eligible qualifying military personal are eligible for rebates in addition to all other incentives, depending on model, through Toyota Motor Sales USA, Inc., when leased or financed through Toyota Mitans in not compablible with the Toyota College Rebate Program is not compablible wit 1. \$500 Toyotathon Bonus Cash valid on new 2019 RAV4 (excludes hybrid) & is direct from Toyota Moto



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