



Michigan's *Great Southwest*

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## Moody on The Market



*Pat*  
**Moody**

*Avenue Family  
Network  
Re-Tools*

### Fundraiser, Looks Ahead

How about leaving the cooking behind for an evening while also helping one of our most enduring local organizations help children, families, seniors, and individuals with disabilities? This year on October 21, you can support this work of The Avenue Family Network by buying a ticket to the Avenue Family Network Auxiliary's drive through dinner event. Traditionally, the auxiliary has held an ice cream social on the Veranda at The Whitcomb as their big annual fundraiser. However, due to COVID, this year's event had to be cancelled so they came up with a new way to raise money for an organization with a very long history of helping our community.

"The auxiliary has been associated with the Avenue for over 100 years and through the years has provided numerous amounts of support both in dollars and in-kind items," explains The Avenue Family Network's Executive Director, Joseph Goepfrich. "The annual ice cream social has raised funds for important projects such as construction for an outdoor playground for the children staying at the Cora Lamping Center, helped with the green space outside of Harbor House, and has funded projects that have a direct impact to help the lives of our clients."

The partnership between the Auxiliary and The Avenue goes back over 125 years. It started in 1891 when a group of local citizens founded the Michigan Children's Aid Society, now named the Avenue Family Network Auxiliary, with a mission to help improve the housing conditions for orphaned children and help promote adoption. One of the founding members was Cora Lamping. She served as the organization's first secretary and was responsible for fundraising as well as helping improve the adoption process for many needy children. Now, over 100 years later her legacy endures helping area families in need through auxiliary fundraisers.

Since the Avenue's work began, which was by opening a home on State Street for orphaned children on September 28, 1891, their programs

*Continued on page 16*

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## Millicent



Executive Director,  
Southwestern Michigan  
Tourist Council

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

We are starting to see touches of fall color throughout southwest Michigan. In another week we should be entering our peak fall color time and there is

no shortage of fun and interesting things to do in fall!

The last half of October is filled with performances – all of which qualify for stamps for the Creative Connections license. The first one is *Aureum: An Aerial and Acrobatic Adventure Tale*, October 16. Aureum is an adventure tale

told through heart-stopping aerial routines and amazing acrobatics. A time traveler meets the beautiful defender of nature's power – only to find that power threatened by dark forces. Thrill to the incredible original soundtrack, choreography, and some never-seen-before

*Continued on page 4*

## Inserts & Promotions

- ALDI • Ace Hardware
  - Family Farm & Home
  - Family Fare
  - Hardings Friendly Market of Bridgman
  - Jets Pizza • Martin's Super Markets
  - Rural King • Save A Lot
- Inserts may vary by Zip Code



## Supply Chain Issues and the Continued Impact

**Sarah Spoonholtz,**  
Regional Director,  
SMR Chamber

Since the beginning of COVID, we've witnessed multiple breaks in our supply chain due to a wide variety of factors. Such as: employee shortages, changes in demand, factories and processing plants closing temporarily, a backlog of ships, and lack of truckers to transport said items. While many thought by now the supply chain would have caught up everywhere, the reality is the complete opposite. Heading into the holiday shopping season, we are seeing worrisome projections that the ongoing issues and the increase in demand for gifts for our loved ones will continue to exasperate the problem as well as increase overall prices for items.

One of the larger industries impacted by supply chain issues happens to be restaurants, both locally owned and franchised chain restaurants have felt the impact directly. Earlier this week the Michigan Restaurant and Lodging Association (MRLA) released results from a nationwide survey that was conducted in September. After receiving the data, the MRLA was able to analyze the information for Michigan only and provide an insider's view to their struggles. In addition to supply chain issues, which has increased costs for many restaurants (specifically chicken, beef, and other food-based shortages have been felt) the overall concerns about the Delta variant have also played a significant part in many restaurants seeing a large drop in sales the last few months. Overall, in-door dining has decreased for several reasons. The total expenses, some directly connected to supply chain issues, are up which has caused a significant drop in the overall profits. We've seen restaurants increase prices on our favorite meals, operate on limited menus, and make other adjustments just to keep afloat.

It's not just restaurants that are feeling the impact of supply chain issues either, every industry (and I do mean EVERY industry) has felt some level

of impact when it comes to products and materials being unavailable. As we enter the holiday shopping season, what exactly does that mean for all of us? Well, it means we need to start planning early, but supporting local can save you some stress. Starting early and purchasing items directly off the physical shelf from our small businesses not only helps keep dollars here in the community, but it reduces the fear of "will it get here on time" as well as "oh no, it's no longer available/out of stock everywhere". As a professional procrastinator of holiday shopping, I fully know and understand the dread of pre-planning combined with the thrill and joy of last-minute shopping in stores. On the flip side, seeing the impact on a local level across multiple industries through the Chamber, I know the potential for increased stress this season is likely to bring.

Now, if you are supporting a local small business that only does mail-orders such as an Etsy based business, please keep in mind that they too have been impacted by supply chain issues. Additionally, the likelihood that they might also be impacted by the recent changes that went in to place with the United States Postal Service (USPS) is great. While the changes are a cost saving measure for the USPS over the next ten years, said changes increase costs to ship, as well as the overall delivery times for most packages. Instead of one to three days, plan now on one to five days for first-class mail. This information is also good if you'll be sending out cards or gifts to your loved ones as it doesn't just apply to businesses, but to everyone.

As we enter the season of joy, giving, and thanks – please remember to be kind and have grace with your fellow businesses, their staff, and others in general. Most are simply trying to make it to the end of the year and are just as frustrated with everything as you are.

Have questions, or want to connect with me directly, [sspoonholtz@smrchamber.com](mailto:sspoonholtz@smrchamber.com) or call 269-932-4040. Looking forward to seeing you around Southwest Michigan!

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

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## Photo of the Week



**A Gander at Geese**  
Photo by Ali Schrubba

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Photos must be horizontal orientation to be considered for Photo of the Week.



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# TOURISM *Continued from cover*

aerial performances. Halcyon Shows creates a new genre known as theatrical acrobatics, which seamlessly integrates compelling storytelling and characters with world-class acrobatics and aerial artistry.

Next on the Creative Connections agenda is *A Heroine's Tale*, October 17. The Southwest Michigan Symphony Orchestra presents an evening of music exploring and celebrating the strength and resilience of women. Tchaikovsky dedicated his heroic Fourth Symphony to his long-time patron Nadezhda von Meck - a savvy businesswoman who supported many artists of the time. Violist Mitsuru Kubo performs Jeremy Crosmer's viola concerto *Masks: A Heroine's Tale*. Crosmer wrote the five movement concerto to "draw attention to the different ways women shine in society." The program begins with a suite of excerpts from Bizet's *Carmen*, one of the most long standing and notable masterpieces portraying fearless courage and rebelliousness from one of music's boldest heroines.

The next performance is brought to you by Twin City Players, *The Haunting of Hill House*, October 22-November 7. A chilling and mystifying study in mounting terror in which a small group of psychically receptive people are brought together in Hill House, a brooding, mid-Victorian mansion known as a place of evil and ill will. Led by the learned Dr. Montague, who is conducting research into

supernatural phenomena, the visitors have come to probe the secrets of the old house and draw forth the mysterious powers which it is alleged to possess. The *Haunting of Hill House* explores how fragile psyches can break under the pressure of a house that wants no one to leave.

We return to The Mendel Center at Lake Michigan College for *Colin Mochrie & Brad Sherwood: Scared Scriptless*, October 23. Armed with only their wits, *Whose Line is it Anyway?* stars Colin Mochrie and Brad Sherwood are taking to the live stage and they're...*Scared Scriptless*. Prepare to laugh yourself senseless as improv comedy masterminds Colin & Brad must make up original scenes, songs, and more from whatever you, the fans, suggest! You just might also get to join in on the fun on stage. It's a hilarious comedic high wire act... just like a live version of *Whose Line!* How the heck do they do it? We don't know either! Don't miss the best duo in improv in the Colin Mochrie & Brad Sherwood: *Scared Scriptless* Tour.

The excitement continues at The Mendel Center, October 31, with *Abba Mania*. From London's West End to Las Vegas, *ABBA Mania* is the world's number one touring ABBA tribute and has been delighting audiences around the world for more than two decades. In an exhilarating two-hour recreation of ABBA's last-ever concert, *ABBA Mania*

brings to life the flamboyance of the '70s and all the uplifting, dance-inducing, and sometimes heart-breaking songs from the Swedish "Supergroup", fully live with fantastic costumes, staging, lighting, and effects. For lifelong ABBA fans or the new generation of fans who never had the opportunity to see ABBA live, *ABBA Mania* is the perfect excuse to party, relive the memories of the band that took over the disco world, or simply be entertained by the best music ever. So, dig out those platforms, dust down those flares, and enjoy all your favorite hits including "Mamma Mia," "Voulez Vous," "Dancing Queen," "Winner Takes It All," "Waterloo," "Fernando," "Super

Trouper," and many more. In the spirit of Halloween, the audience is encouraged to dress in their disco finest.

Acorn Theater has performances throughout the month in their *Live at the Acorn* series featuring Willie Nile & His band, Sophie B. Hawkins, Cash Box Kings, Chuck Prophet, Trippin' Billies and Steepwater with Nomad Planets.

Visit [www.swmichigan.org](http://www.swmichigan.org) for all the details. We'll be back in a couple weeks with more insightful ideas to enjoy during this beautiful fall season.

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

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# STUDENT ATHLETE

*of the week*



**Name: Audrey Dixon**  
**School: Niles High School**

This week's Mid-West Family Player of the Week winner is Audrey Dixon, a junior from Niles High School and member of Bridgman Co-op swim team.

On September 18th at the Loy Norrix Invitational, Audrey finished 1st in both the 100 and 200 Freestyle, breaking both pool records and qualifying for the Division 1 State meet.




A week later against Battle Creek Lakeview, she was the top point earner, finishing 1st in both the 50 and 100 freestyle, she was the anchor in the 100 medley relay and the anchor in the 400 freestyle relay.

She is now a 3 time state Division 1 Qualifier and 2 time first time all SMAC swimmer.

Audrey is all the president her schools FFA and carries a 3.8 GPA in the classroom.

*Audrey Dixon*

The WSJM Student Athlete of the Week is chosen based on merits both on and off the field of play and is brought to you each week by the generosity of these sponsors:

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## Dave Says

### Hope is a good thing

Dear Dave,

What is the main difference between people who follow your plan, stick with it and succeed, and those who fall off along the way?

Damon

Dear Damon,

I've walked with thousands of families through financial problems. Some of them were just speedbumps that needed to be smoothed out, while others seemed like mountains. The biggest factor I've noticed separating those who stick with it and gain control of their finances, from those who give up and go back to their old ways, can be boiled down to one simple word—hope.

Hope is stolen when we misunderstand failure and believe lies. One of the biggest lies that robs people of hope is the one that says failure is permanent. The moment we start seeing failures of the past as predictors of our futures, it extinguishes that ember of hope. Failure happens to all of us at times. It's natural, and it is normal. The way to reach your goals, though, is to keep failure in its cage. And failure is caged when we begin to understand it isn't permanent.

Winston Churchill once said, "Success is going from failure to failure without loss of enthusiasm." If we believe failure is here to stay, we lose enthusiasm. And that leads to an inability to re-focus on success. People often make dumb, short-term decisions when they're in financial difficulty. If you talk yourself into believing you'll never be able to save enough money to pay cash for a car, you'll lose hope and borrow the money. Debt not only robs you of the ability to build wealth, but it's also usually the result of losing hope.

Have you done something stupid or wrong in the past that you are still reliving daily? Is that memory haunting you, and stealing your hope? Remember, the past only has power over you if you *let it* have that power. Don't get me wrong. The past *can* hurt, and it can be disappointing. But you can either give in to it and let it control you, or you can learn from it and make a conscious decision to keep moving forward.

The choice is yours!

— Dave

*\* Dave Ramsey is a seven-time #1 national best-selling author, personal finance expert, and host of The Ramsey Show, heard by more than 18 million listeners each week. He has appeared on Good Morning America, CBS This Morning, Today Show, Fox News, CNN, Fox Business, and many more. Since 1992, Dave has helped people regain control of their money, build wealth and enhance their lives. He also serves as CEO for Ramsey Solutions.*

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Is looking for contestants for the 2022 Miss & Mr. Eau Claire/Sodus Scholarship Pageant.



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First Practice: October 31st 3:00PM  
Pageant Date: December 4th, 2021

For more information or an application, email [misseauclairesodus@gmail.com](mailto:misseauclairesodus@gmail.com) or message us on Facebook!

This week's line up:

<p>FRIDAY 10/15: Lakeshore at Battle Creek Lakeview 7PM</p>  <p><b>NETWORK</b></p>	<p>FRIDAY 10/15: Berrien Springs at Niles Brandywine 7PM</p>  <p><b>NETWORK</b></p>	<p>FRIDAY 10/15: St. Joseph at Chelsea 7PM</p>  <p><b>SPORTS NETWORK</b></p>
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**God Loves Underdogs**

*The LORD said to Gideon, "With the three hundred men that lapped I will save you and give the Midianites into your hands. Let all the others go home." So Gideon sent the rest of the Israelites home but kept the three hundred, who took over the provisions and trumpets of the others.*  
*Judges 7:7,8*

Most people like to cheer for the underdog. We like to see someone prevail against overwhelming odds and adversity. However, it's usually a lot more fun to cheer for the underdog than to be the underdog. This is especially true when it comes to life and death matters, like fighting cancer or going into war.

The Israelite army was the underdog. To begin with, it was outnumbered 135,000 to 32,000. Then after the Lord told Gideon to send home those who trembled with fear and to keep only those who lapped water with their hands, it was 135,000 to 300. That's 450 Midianite soldiers to each Israelite! Impossible odds in an era of hand-to-hand combat. But the Lord gave his people the victory!

So why did God make it seem so impossible? He was making sure that the Israelites would not boast in their own strength or think that the victory came by their own planning or power. When it comes to our salvation, God wants us to recognize the same

thing. He has done it all. We can do nothing!

Spiritually, each one of us was the most unlikely underdog imaginable. Not only were we separated from God by our sins, but we were also blinded by unbelief. On our own, we could not even make the first move toward God, nor did we want to. But God did the impossible by sending his Spirit through his Word to lead us to love and trust in his Son as our Savior from sin.

The victory is the Lord's! Therefore, instead of boasting of our own strength or righteousness, we rely on God our Savior and praise him for his gift of righteousness.

*Prayer: Dear Heavenly Father, you have done everything for my salvation. I have done nothing. Give me such a faith that humbly approaches you and praises you continually for your great goodness. Amen.*

Submitted by: Pastor Glenn T. Rosenbaum  
 Administrative Pastor  
 Grace Evangelical Lutheran Church, St. Joseph  
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**2021 FORD ECOSPORT  
SES 4 WHEEL DRIVE**

Diamond White, 17 Inch Black Painted Aluminum Wheels, Power Moonroof, Heated Seats, Navigation, Reverse Sensing System, and Much More! F21177

MSRP.....	\$29,000
SIEMANS DISCOUNT.....	- 205
FORD RETAIL CUSTOMER CASH.....	- 1,750

**SALE PRICE  
\$27,045**



**2021 FORD BRONCO  
SPORT BIG BEND  
ALL WHEEL DRIVE**

Rapid Red Metallic, 1.5 EcoBoost Engine, Reverse Sensing System, Wireless Charging Pad, Heated Front Seats, Power Seat, 17 Inch Carbon Gray High Gloss Wheels, and Much More! F21242

MSRP.....	\$31,535
SIEMANS DISCOUNT.....	- 340
FORD RETAIL BONUS CASH.....	- 500

**SALE PRICE  
\$30,695**



**2021 FORD  
EDGE TITANIUM  
ALL WHEEL DRIVE**

Desert Gold, Perforated Leather Seats, Evasive Steering Assist, Adaptive Cruise Control, Connected Built-In Navigation, Panoramic Vista Roof, Titanium Elite Package, 20 Inch Polished Aluminum Wheels, and Much More! F21138

MSRP.....	\$47,720
SIEMANS DISCOUNT.....	- 725
FORD RETAIL BONUS CASH.....	- 500

**SALE PRICE  
\$46,495**



**2021 FORD  
F-150 SUPERCREW XLT 4X4**

Guard Metallic, Tu-Tone Paint, 2.7 V6 EcoBoost Engine, Locking Rear Axle, Interior Work Surface, Chrome Step Bars, XLT Chrome Appearance Package, Remote Start, and Much More! F21212

MSRP.....	\$51,660
SIEMANS DISCOUNT.....	- 1,165
FORD RETAIL CUSTOMER CASH.....	- 4,000

**SALE PRICE  
\$46,495**



**2021 FORD  
MUSTANG GT  
CONVERTIBLE PREMIUM**

Velocity Blue, Leather Seats, Black Accent Package, 19 Inch Ebony Black Painted Aluminum Wheels, 10 Speed Automatic Transmission, Adaptive Cruise Control, Navigation System, 5.0 V8 Engine, B&O 10 Speaker Sound System, and Much More! F21232

MSRP.....	\$52,965
SIEMANS DISCOUNT.....	- 970
FORD RETAIL BONUS CASH.....	- 500

**SALE PRICE  
\$51,495**



**2021 FORD F-150  
XLT SUPERCREW 4X4**

Agate Black Metallic, Tu-Tone Paint, 3.5 V6 EcoBoost Engine, SYNC 4, Remote Start, LED Box Lighting, Locking Rear Axle, Power Sliding Rear Window, MAX Trailer Towing Package, Tailgate Step, 30 Gallon Fuel Tank, 20 Inch Chrome Clad Wheels, and Much More! F21214

MSRP.....	\$56,890
SIEMANS DISCOUNT.....	- 1,495
FORD RETAIL CUSTOMER CASH.....	- 4,000

**SALE PRICE  
\$51,395**

**SIEMANS**



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**2021 JEEP RENEGADE  
LATITUDE 4X4**

Granite Crystal Metallic, Blind Spot and Cross Path Detection, Heated Front Seats, Heated Steering Wheel, Remote Start, and Much More! C21322

MSRP.....	\$31,005
SIEMANS DISCOUNT.....	- 310
REBATE.....	- 1,750
CHRYSLER CAPITAL BONUS CASH*.....	- 500

**SALE PRICE FOR EVERYONE \$28,445**

MILITARY/FIRST RESPONDER BONUS CASH.....	- 500
RETURNING LESSEE CASH*.....	- 500

**AS LOW AS...\$27,445**  
(\*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



**2021 RAM  
1500 QUAD CAB 4X4**

Diamond Black Crystal, Night Edition, Power Seat, Remote Start, Black 20 Inch Aluminum Wheels, Heated Steering Wheel, Heated Front Seats, Touch Screen Radio, Power Adjustable Pedals, and Much More! C21103

MSRP.....	\$46,580
SIEMANS DISCOUNT.....	- 585
CHRYSLER CAPITAL BONUS CASH*.....	- 1,500
RETAIL BONUS CASH.....	- 1,000
REBATE.....	- 1,500

**SALE PRICE FOR EVERYONE \$41,995**

RETURNING LESSEE CASH*.....	- 500
MILITARY CONSUMER/FIRST RESPONDER BONUS CASH*.....	- 500

**AS LOW AS...\$40,995**  
(\*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



**2021 RAM 1500 CREW  
CAB 4X4 BIG HORN**

Diamond Black Crystal, Sport Appearance Package, 20 Inch Aluminum Chrome Clad Wheels Trailer Brake Controller, 5.7 Hemi V-8 with E-Torque, Anti-Spin Rear Axle, Heated Front Seats, Heated Steering Wheel, Remote Start, Power Sliding Rear Window, Touch Screen Radio, ParkSense Front and Rear Park Assist, and Much More! C21311

MSRP.....	\$53,980
SIEMANS DISCOUNT.....	- 735
REBATE.....	- 1,250
CHRYSLER CAPITAL BONUS CASH*.....	- 1,500
RETAIL BONUS CASH.....	- 1,000

**SALE PRICE FOR EVERYONE \$49,495**

MILITARY/FIRST RESPONDER BONUS CASH*.....	- 500
RETURNING LESSEE CASH*.....	- 500

**AS LOW AS...\$48,495**  
(\*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



**2021 JEEP GRAND  
CHEROKEE L LIMITED 4X4**

Velvet Red Pearl, Remote Start, Power Liftgate, Adaptive Cruise Control, ParkSense Rear Park Assist, Heated Steering Wheel, Heated Seats, 2<sup>nd</sup> Row Buckets, Dual Pane Panoramic Roof, U-Connect 5 Navigation with 10 Inch Screen, 20 Inch Polished Aluminum Wheels, and Much More! C21260

MSRP.....	\$52,320
SIEMANS DISCOUNT.....	- 825

**SALE PRICE FOR EVERYONE \$51,495**

MILITARY/FIRST RESPONDER BONUS CASH*.....	- 500
RETURNING LESSEE CASH*.....	- 1,000
GREAT LAKES LOYALTY BONUS CASH*.....	- 500

**AS LOW AS...\$49,495**  
(\*MUST QUALIFY)



**2021 JEEP GLADIATOR  
MOJAVE 4X4**

Sting-Gray, Leather Seats, Trailer Tow Package, Heated Front Seats, Heated Steering Wheel, Remote Start, Navigation, Alpine Premium Audio System, ParkSense Rear Park Assist, Blind Spot and Cross Path Detection, Body Color 3-Piece Hardtop, Body Color Fender Flares, 17 Inch Black Polished Wheels, and Much More! C21220

MSRP.....	\$58,320
SIEMANS DISCOUNT.....	- 825
REBATE.....	- 500
BONUS CASH.....	- 1,000

**SALE PRICE FOR EVERYONE**

**\$55,995**



**2021 RAM 1500 REBEL  
CREW CAB 4X4**

Hydro Blue Pearl, 5.7 V8 Hemi with E-Torque, Navigation, Trailer Brake Controller, Leather Seats, Power Tailgate Release, Heated Seats, Wireless Charging Pad, Heated Steering Wheel, Power Adjustable Pedals, Remote Start and Much More! C21251

MSRP.....	\$60,215
SIEMANS DISCOUNT.....	- 1,220

**SALE PRICE FOR EVERYONE \$58,995**

MILITARY/FIRST RESPONDER BONUS CASH*.....	- 500
RETURNING LESSEE CASH*.....	- 500

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# MANAGER'S

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**2017 JEEP GRAND CHEROKEE TRAILHAWK 4X4**  
**NOW \$33,862**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 54K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Power Moon Roof, Blind Spot and Cross Path Detection, Back-Up Camera, Trailer Tow Group, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, F21188A

**WAS \$26,995**



**2018 CHEVY EQUINOX LT AWD**  
**NOW \$23,412**

1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 35K Miles, Remote Start, Power Driver's Seat, Auto Climate Control, Lane Change Alert, Side Blind Zone Alert, Rear Cross-Traffic Alert, Rear Park Assist, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! Pepperdust Metallic, U21116

**WAS \$42,995**



**2019 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$37,478**

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 39K Miles, Bed Liner, Chrome Step Bars, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Pre-Collision Assist, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Ford Certified! Stone Gray, F21189A

**WAS \$41,995**



**2018 FORD F-150 XLT SPORT SUPERCREW 4X4**  
**NOW \$35,166**

2.7 Ecoboost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 52K Miles, Remote Start, Navigation, SYNC 3, Bed Liner, Running Boards, Power Heated Front Seats, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Shadow Black, U21084

**WAS \$26,557**



**2018 VOLKSWAGEN TIGUAN SE**  
**NOW \$25,996**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 32K Miles, Heated Front Seats, Power Dual Panel Moon Roof, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty, Platinum Gray, F21022B

**WAS \$29,873**



**2019 FORD MUSTANG COUPE**  
**NOW \$26,999**

2.3 Intercooled Turbo EFI Engine, 10 Speed Automatic, Aluminum Wheels, 12K Miles, Power Front Seats, Premium Sound System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Oxford White, U21057A

**WAS \$23,755**



**2014 CHEVY SILVERADO 1500 LT Z-71 CREW CAB 4X4**  
**NOW \$20,847**

5.3 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 175K Miles, Security Cover, Bed Liner, Remote Start, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Black, C21147A

**WAS \$28,253**



**2018 FORD ESCAPE SEL 4X4**  
**NOW \$25,790**

1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 13K Miles, Navigation, SYNC 3, Power Driver's Seat, Leather Heated Front Seats, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! Shadow Black, U21121

**WAS \$43,778**



**2017 CHEVY TAHOE LT Z71 4X4**  
**NOW \$42,404**

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 85K Miles, Remote Start, Navigation, Running Boards, Memory Power Leather Heated Front Seats, Power Adjust Pedals, Power Moon Roof, Lane Keeping Assist, Lane Departure Warning, Front and Rear Park Assist, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Black Current Metallic, U21139A

**WAS \$32,718**



**2018 RAM 1500 ST BIG HORN EXPRESS CREW CAB 4X4**  
**NOW \$30,565**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Chrome-Clad Wheels, 55K Miles, Bed Liner, Running Boards, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Delmonico Red, U21147

**WAS \$34,788**



**2016 FORD F-150 LARIAT SUPERCREW 4X4**  
**NOW \$31,881**

3.5 V6 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 117K Miles, Bed Liner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Magnetic, U21151

**WAS \$30,998**



**2019 CHEVY EQUINOX PREMIER**  
**NOW \$28,999**

2.0 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 39K Miles, Seats, Heated Steering Wheel, Panoramic Moon Roof, Auto Climate Control, Reverse Sensing System, Blind Spot Information System, Lane Keeping Assist with Lane Departure Warning, Blind Spot Monitor, Cross Traffic Alert, Remote Keyless Entry System, Balance of Factory Warranty, Ford Certified! Summit White, U21139A

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**2018 FORD EDGE SEL AWD**  
**NOW \$30,995**

2.0 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 27K Miles, Power Front Seats, CD-Player, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Oxford White, F21121A



**2019 FORD ESCAPE SEL 4X4**  
**NOW \$27,922**

1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 25K Miles, Remote Start, SYNC 3, Power Driver's Seat, Leather Heated Front Seats, Auto Climate Control, Adaptive Cruise Control, Collision Warning, Lane Keeping System, Blind Spot Information System, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! Agate Black, U21171



**2018 JEEP GRAND CHEROKEE TRAILHAWK 4X4**  
**NOW \$38,694**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 24K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Power Moon Roof, Back-Up Camera, Trailer Tow Group IV, Power Gate Lift, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, C21305A



**2018 RAM 1500 BIG HORN CREW CAB 4X4**  
**NOW \$36,882**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 34K Miles, Bed Liner, Running Boards, Remote Start, Power Driver's Seats, Heated Front Seats, Heated Steering Wheel, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Brilliant Black Crystal Pearl, C21241B



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# SPECIALS

**WAS \$26,899**



**2019 DODGE JOURNEY GT AWD**  
**NOW \$24,214**

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 33K Miles, Remote Start, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, 3<sup>rd</sup> Row Folding/Reclining Seats, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Dodge Certified! Granite Pearl Coat, U21132

**WAS \$19,494**



**2017 FORD ESCAPE SE 4X4**  
**NOW \$18,840**

1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 81K Miles, Remote Start, Navigation, SYNC 3, Power Driver's Seat, Heated Front Seats, Auto Climate Control, Blind Spot Information System, Reverse Sensing System, Power Lift Gate, Remote Keyless Entry System, Magnetic, C21058B

**WAS \$41,995**



**2018 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$34,953**

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 48K Miles, Bed Liner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, XLT Chrome Appearance Package, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Shadow Black, C21161B

**WAS \$39,995**



**2018 FORD EXPLORER SPORT XLT**  
**NOW \$37,707**

3.5 V6 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 40K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Dual Panel Moon Roof, Auto Climate Control, Adaptive Cruise Control, Collision Warning, Lane Keeping System, Blind Spot Information System, Reverse Sensing System, Back-Up Camera, Hands Free Lift Gate, Remote Keyless Entry System, Ford Certified! White Platinum, F21066B

**WAS \$31,995**



**2018 FORD FLEX SEL AWD**  
**NOW \$28,886**

3.5 V6 EFI Engine, 6 Speed Automatic, Painted Gloss Aluminum Wheels, 36K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Memory Power Adjust Pedals, All-Weather Floor Mats, Multi-Panel Vista Moon Roof, Auto Climate Control, CD-Player, Blind Spot Monitor System, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! White Gold, U21107

**WAS \$41,938**



**2018 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$39,573**

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 30K Miles, Bed Liner, Chrome Step Bars, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Stone Gray, C21218A

**WAS \$38,410**



**2018 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$36,809**

5.0 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 78K Miles, Bed Liner, Running Boards, Back-Up Camera, Pro Trailer Back-Up Assist, Trailer Tow Package, Remote Keyless Entry System, Blue Jeans, F21038A

**WAS \$42,435**



**2018 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$39,330**

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 37K Miles, Security Cover, Bed Liner, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic, U21083A



**CHEVY PREMIER AWD**  
**NOW \$27,372**

Remote Start, Navigation, Memory Power Leather Heated/AC Front Control, Adaptive Cruise Control, Forward Collision Alert, Lane Keep Assist, Rear Parking Aid, Back-Up Camera, Hands Free Lift Gate, Factory Warranty! White Iridescent Pearl, U21126

**WAS \$39,989**



**2016 JEEP WRANGLER JK UNLIMITED RUBICON HARD ROCK 4X4**  
**NOW \$37,989**

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 55K Miles, Remote Start, Navigation, 3-Piece Hard Top, Hard Rock Package, Leather Heated Front Seats, Touchscreen Display, Remote Keyless Entry System, Rhino Clear Coat, C21185A

**WAS \$53,994**



**2017 FORD F-250 XLT SRW CREW CAB 4X4**  
**NOW \$49,817**

6.7 V8 DIESEL Power Stroke EFI Engine, 6 Speed Automatic, 101K Miles, Security Cover, Bed Liner, Running Boards, Preferred Equipment Package, Back-Up Camera, Remote Keyless Entry System, Oxford White, F21111A

**WAS \$42,989**



**2018 CHEVY SILVERADO 1500 LT Z-71 CREW CAB 4X4**  
**NOW \$37,755**

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 51K Miles, Bed Liner, Remote Start, Power Driver's Seat, Heated Front Seats, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Black, U21099

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**2016 RAM 3500 TRADESMAN CREW CAB 4X4 FLATBED WORK TRUCK**  
**NOW \$49,899**

6.7 I6 Cummins Turbo DIESEL Engine, 6 Speed Automatic, Steel Chrome Clad Wheels, 57K Miles, Chrome Appearance Group, Vinyl Lined Flooring, Granite Crystal Metallic, F21163A



**2019 RAM 1500 LARAMIE CREW CAB 4X4**  
**NOW \$46,930**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 36K Miles, Remote Start, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Maximum Steel Metallic, C21254A



**2018 NISSAN SENTRA SR**  
**NOW \$17,995**

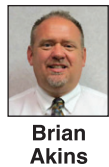
1.8 EFI Engine, 1 Speed Automatic, Aluminum Wheels, 58K Miles, Heated Front Seats, Auto Climate Control, CD-Player, Adaptive Cruise Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Powertrain Warranty! Deep Blue Pearl, M21053C



**2018 TOYOTA CAMRY SE**  
**NOW \$25,392**

2.5 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 42K Miles, Power Driver's Seat, Power Moon Roof, Auto Climate Control, Adaptive Cruise Control, Lane Keeping Assist, Back-Up Camera, Remote Keyless Entry, Balance of Factory Warranty! White, C21213A

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**2015 SUBARU LEGACY AWD  
NOW \$13,302**

2.5 EFI Engine, 6 Speed CVT Automatic, Aluminum Wheels, 129K Miles, Navigation, Power Driver's Seat, Heated Front Seats, Power Moon Roof, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Tungsten Metallic, F21221A

**2015 CHRYSLER  
200 LIMITED  
NOW \$14,754**

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 59K Miles, Remote Start, Power Driver's Seat, Heated Front, Back-Up Camera, Remote Keyless Entry System, Granite Crystal Metallic, F21147B

**2019 JEEP  
CHEROKEE LATITUDE 4X4  
NOW \$28,365**

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Touchscreen Display, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Bright White, U21199A

**2018 FORD  
ESCAPE SE 4X4  
NOW \$23,990**

1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 43K Miles, SYNC 3, Power Driver's Seat, Heated Front Seats, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic Metallic, F21197A

**2016 LEXUS ES 350  
NOW \$26,772**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 66K Miles, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Moon Roof, Auto Climate Control, CD-Player, Remote Keyless Entry System, White, C21239A

**2017 KIA  
SORENTO GDI AWD  
NOW \$21,110**

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 70K Miles, Power Driver's Seat, Leather Heated Front Seats, Auto Climate Control, CD-Player, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Remington Red, C21293A

**2018 AUDI  
Q5 PREMIUM PLUS AWD  
NOW \$34,995**

2.0T EFI Engine, 7 Speed Automatic, Aluminum Wheels, 36K Miles, Navigation, Memory Power Leather Heated Front Seats, 2<sup>nd</sup> Row Heated Seats, Panoramic Moon Roof, Auto Climate Control, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Remainder of Factory Powertrain Warranty! Azores Green, M21071A

**2016 MAZDA CX-5  
GRAND TOURING AWD  
NOW \$22,500**

2.5 EFI Engine, 6 Speed Automatic, Alloy Wheels, 57K Miles, Navigation, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Power Moon Roof, Auto Climate Control, Blind Spot Monitoring, Rear Cross Traffic Alert, Back-Up Camera, Remote Keyless Entry System, Mazda Certified! Crystal White Pearl, M21074A

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**2020 TOYOTA TUNDRA  
SR5 TRD CREW CAB 4X4  
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5.7 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 26K Miles, Bed Liner, Power Driver's Seat, Adaptive Cruise Control, Lane Departure Warning, Front Collision Mitigation, Driver Monitoring, Remote Keyless Entry System, Balance of Factory Warranty! Silver, C21309A

**2018 JEEP GRAND  
CHEROKEE LAREDO 4X4  
NOW \$33,994**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 46K Miles, Power Driver's Seat, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C21307A

**2020 MAZDA  
CX-30 PREMIUM AWD  
NOW \$29,995**

2.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 10K Miles! Power Driver's Seat, Leather Heated Front Seats, Power Moon Roof, Auto Climate Control, Adaptive Cruise Control, Blind Spot Monitor, Cross Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Back-Up Camera, Power Lift Gate, Remote Keyless Entry, Mazda Certified! Snowflake White Pearl Mica, M21070A

**2017 DODGE  
DURANGO GT AWD  
NOW \$26,994**

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 107K Miles, Remote Start, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, 7 Passenger Seating! Back-Up Camera, Remote Keyless Entry System, Granite, C21243A

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**NOW \$37,740**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Memory Power Leather Heated Front Seats, 2<sup>nd</sup> Row Heated Seats, Power Moon Roof, Touchscreen Display, Blind Spot and Cross Path Detection, Back-Up Camera, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, C21228A



**2019 FORD FLEX LIMITED AWD**  
**NOW \$33,903**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 63K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! Stone Gray, U21155A



**2018 JEEP WRANGLER SPORT UNLIMITED 4X4**  
**NOW \$35,976**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 65K Miles, Black 3-Piece Hard Top, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Billet Silver Metallic, C21221A



**2017 HONDA RIDGELINE RTL-T CREW CAB AWD**  
**NOW \$33,500**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 50K Miles, Security Cover, Running Boards, Remote Start, Power Leather Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Remainder of Factory Powertrain Warranty! White, M21063A



**2018 JEEP GRAND CHEROKEE LIMITED 4X4**  
**NOW \$37,408**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 27K Miles! Remote Start, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Power Moon Roof, Touchscreen Display, Blind Spot and Cross Path Detection, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Bright White, C21257A



**2016 CHEVY SILVERADO 3500HD CREW CAB WORK TRUCK 4X4**  
**NOW \$31,995**

6.0 V8 EFI Engine, 6 Speed Automatic, Styled Steel Wheels with Dual Rear Wheels, 192K Miles, Knapheide Utility Box, Vinyl Flooring, Remote Keyless Entry System, Summit White, C21212A



**2015 FORD EXPLORER LIMITED 4X4**  
**NOW \$24,635**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 74K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Memory Power Adjust Pedals, 2<sup>nd</sup> Row Heated Seats, Auto Climate Control, Dual Panel Moon Roof, Lane Keeping System, Lane Departure Warning, Blind Spot Information System, Active Park Assist, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ruby Red Metallic, C21268A



**2009 PONTIAC G8 GT**  
**NOW \$19,999**

6.0 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 80K Miles, Power Leather Heated Front Seats, Power Moon Roof, Auto Temp Control, CD-Player, Remote Keyless Entry System, Panther Black Metallic, F21200A

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**NOW \$39,647**

5.3 V8 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 56K Miles, Remote Start, Running Boards, Power Driver's Seat, Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Satin Steel Metallic, C21289A



**2015 CHEVY TRAVERSE LT AWD**  
**NOW \$16,938**

3.6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 104K Miles, Remote Start, Heated Front Seats, CD-Player, Remote Keyless Entry System, Silver Ice Metallic, F21119B



**2019 CHEVY SILVERADO 2500HD LTZ 771 CREW CAB 4X4 WITH PLOW**  
**NOW \$63,995**

6.6 V8 DIESEL EFI Engine, 6 Speed Automatic, Aluminum Wheels, 59K Miles, Security Cover, Bed Liner, Running Boards, Remote Start, Navigation, Memory Power Heated Front Seats, Heated Steering Wheel, Power Adjust Pedals, Auto Climate Control, CD-Player, Lane Departure Warning, Forward Collision Alert, Safety Alert Seat, Front and Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Silver Ice Metallic, U21154



**2018 JEEP GRAND CHEROKEE LIMITED 4X4**  
**NOW \$37,277**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 21K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Blind Spot and Cross Path Detection, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Velvet Red Pearl, C21248A



**2016 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$36,994**

3.5 V6 EcoBoost EFI Engine, 6 Speed Automatic, Chrome-Like PVD Wheels, 41K Miles, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Reverse Sensing System, Back-Up Camera, Max Trailer Tow Package, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Shadow Black, F21195A



**2019 KIA FORTE S**  
**NOW \$19,622**

2.0 EFI Engine, CVT Automatic, Aluminum Wheels, 38K Miles, Power Moon Roof, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Clear White, C21105B



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**Nick Christe,**  
Real Estate Investor,  
Business Consultant,  
Proud St. Joe Lion

## Flipped Listings Sell For More

Remodeling a house is no easy task. If it were, we'd see very little homes being offered for sale that needed any work at all. It's proven that a freshly remodeled house sells faster and for more money than sellers who do little to nothing in preparation before listing. Why then, do so many homeowners not do the necessary work to merit the upside of an increased sale?

I work primarily for investors. Since being back from Arizona, I've assisted the acquisition in over 50 properties for several investor partners and for a variety of reasons. I use current market statistics and investor friendly formulas when determining what a "good deal" is. On a typical day, I find myself locating active rentals, multifamily properties and single-family houses that may make good investment opportunities for my clients.

A large part of my business is buying houses for cash, fast. I'll be honest though; cash offers largely fall on deaf ears in hot retail seller's markets. Who wants a "fair" cash offer in an unpredictable market where seemingly anything goes? I'd probably take my chances with the real estate market's lottery system of winners too... but rather than leaving your home's value to fate, let me introduce you to our "Seller Consult Model."

One thing we do well at Renewed Homes, is connect pieces of the selling process that wouldn't normally be available to homeowners in certain situations. With our Seller Consult Model, we literally partner with you, the homeowner, to flip your house before selling. With our resources, professionals, and real estate understanding, we cut out the guesswork, time and effort when remodeling your house. But what if your house is currently listed with a Realtor?

We now partner with homeowners and Realtors during active listing periods! We essentially partner with you, your Realtor, and together create a game plan; the top selling price of the future remodel, expectations for both parties, timeframes to completion and list. The best part, you PAY NOTHING! We only get paid when YOU DO... at the closing. You get all the upside from the increased sale not to mention, your preferred Realtor will be relisting at the higher asking price, or the ARV (after repair value). It's not often will you find a system which merits a win, win, win scenario for all parties.

If you're looking to sell your house now or in the future, I can help. I'll always give you a fair cash offer for your property along with several other options that may better fit your needs. If your property is ready to list, I can help with that too. We love working directly with sellers though our Seller Consult Model or if you have an active listing that's struggling for offers, have your Realtor give me a call. You're welcome to contact me directly for a game plan that we can take back to your Realtor as well.



Column Writer is a REALTOR® with Five Star Real Estate.  
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## MOODY *Continued from Cover*

have expanded as new community needs were identified. These now include the Cora Lamping Center for Survivors of Domestic and Sexual Violence, Autumn House and Harbor House Adult Day Services, Shoremark Homecare which offers assistance to seniors, disabled persons and those with chronic conditions in their own homes, and the West Michigan Guardianship, a program that provides services for individuals who are unable to take care of themselves and have no one else to help them with their daily living needs.

"My mother was in the auxiliary and took me to my first meeting when I was right out of college. The work they do is so important. When COVID forced us to cancel the ice cream social, we wanted to find a way to raise money and thought this would also be a great way to accomplish that," says auxiliary member Mary Goff.

Each ticket will be good for one spaghetti dinner with meatballs, Caesar salad, a roll and a choice of some of the delicious cakes, pies and ice cream the auxiliary is known for. The best part is that 100% of your ticket purchase will help the work of the Avenue.

The tickets for the dinner are \$10 and dessert tickets are \$4, only 300 will be sold. To reserve your dinner contact Marian Douce at mdouce1@gmail.com; Sue Thompson at thompson4438@gmail.com; or Ann Palenske at ap1054@yahoo.com or any auxiliary member. To attend the dinner, ticket holders go to the First Congregational Church at 2001 Niles Avenue and use the entrance on Mohawk Lane. Dinners will be freshly boxed and handed out to the cars. Donations can be sent to Auxiliary Treasurer Debbie Proulx, 1015 Field Drive, St Joseph, MI 49085. To learn more about The Avenue Family Network and their work in Southwest Michigan, visit [www.theavenue.ngo](http://www.theavenue.ngo).

## Dablon Winery Featured on 'Sipology' Blog

The folks at Dablon Winery are feeling good about a recent review on a well respected Michigan wine blog, Josh Wright's 'Sipology'.

Dablon owner Bill Schopf tells us he hosted Wright for a visit to Dablon and an extensive tasting session in July, which led to a feature

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article on Wright's blog with detailed impressions of many of Dablon's wines, as well as Wright's very positive view of the Dablon experience. You can access that article via the link below:

[www.sipologyblog.com/tag/cabernet-franc/](http://www.sipologyblog.com/tag/cabernet-franc/)

Wright summed up his visit to Dablon this way:

What sets Dablon apart from its peers? A couple things do, in my view. First, their Burgundian-type wines are very good, but Dablon's overall strength is in age-worthy Bordeaux style reds. This puts them in relatively rare company in Michigan, but what sets them apart from even from the other winemakers that produce strong is their willingness to experiment with different varieties. Cabernet Sauvignon and Syrah are relatively rare in Michigan, but Malbec, Tannat, Tempranillo, and Petit Verdot are almost unheard of. Nebbiolo is only grown one other place in the state to my knowledge, and as noted above Carmenere is probably unique to Dablon. You're not going to get to taste Michigan Carmenere anywhere other than at Dablon's tasting room, and varietally bottled Michigan Malbec is nearly as rare.

Second, there's an independent streak to Bill, and Dablon in general. The winery is not a part of the Lake Michigan Shore Wine Trail or the Michigan Wine Collaborative, so Dablon doesn't appear on wine trail maps or participate in many Michigan wine events. They're a little too big to be called a cult winery, but they do have a dedicated group of fans that have sought them out despite their rugged individualism and remain loyal year after year. After this visit, I think Liz and I consider ourselves a part of that group.

What's the future have in store for Dablon? Besides new vintages of their current line-up, they're very excited about the upcoming Tempranillo and Nebbiolo releases. According to Rudy, the 2020 unoaked Tempranillo was released in September, with the 2022 vintage due to be released in the summer of 2022. The 2019 Tempranillo blend may be released this November (2021). As for the Nebbiolo: "The 2021 Nebbiolo will be made as a 100% varietal and aged in French oak. We will taste it every few months to determine for how long we age it in oak. It could be as long as four years."

Continued on page 18

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**MOODY** *Continued from page 17*

**\$500,000 State Grant To Michigan Maritime Museum in South Haven**

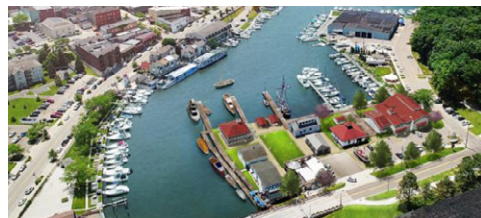
Michigan Maritime Museum is receiving a \$500,000 capital project grant from the State of Michigan. The Michigan Maritime Museum has a goal of being a premier destination that preserves the rich heritage of the Great Lakes and provides the community and visitors with educational and cultural opportunities. This grant, in combination with millions of dollars in privately raised funds, will add a new Maritime Heritage Center building, expand exhibit and community event space both indoor and outdoor, and protect the harbor's infrastructure and access. Senator

Aric Nesbitt, a Member of the Senate Appropriations Committee, successfully helped secure this grant.

"The Michigan Maritime Museum is a treasure, their team is tremendous, and I am very grateful the Museum is in our community. Whether they are hosting community events, providing educational opportunities for students, or drawing more visitors to our area, the Michigan Maritime Museum is a blessing, and the capital project will be incredible," said Senator Nesbitt.

"This grant will enable the Museum to enhance our ability to attract more tourists to South Haven and serve our community. We are grateful for the numerous supporters of the Museum and look forward to the completion of this project, so we can expand our educational and community service," said Michigan Maritime Museum Executive Director Patti Montgomery Reinert.

For more information about the project and how you can help support the Museum in their campaign, visit [www.michiganmaritimemuseum.org/launching-a-legacy](http://www.michiganmaritimemuseum.org/launching-a-legacy).



Pat Moody  
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**Don**



**Stuart**

For those with a LOT of pictures with your cell phones, answer me this: Do you struggle to limit the number of images in your photo library?

I sure do. I'm routinely shocked to find as many as 500 pix on my phone. Then I start being nagged "You're running out of cloud storage." So, being way too much of a skinflint to pay for more cloud space, I force myself to peruse every photo, hoping I can make - however reluctantly - wise decisions about which ones to delete.

Now mind you, every phone photo I've ever taken is downloaded on my home computer. It's not as though I'll never again be able to look at and enjoy these images. But - surprise to my long-time

readers - I'm fairly neurotic, and there are some pix that I simply MUST be able to look at ANY TIME I WANT!

Plus there are photos I snapped thinking to myself, "I will DEFINITELY be able to write a dopey column about this!" Unfortunately, the inspiration I had in the moment doesn't always seem justified when I sit down at the computer, open the image, and begin thinking about what to say about it.

For example: I have a photo of a holiday card we once received. The sentiment on the front is one word, printed in gold on white card stock: "JOYFUL." But there was an inking fail; "J" and "L" are in a whitish ink so pale they're invisible from more than a couple inches away. So it looks like we're being encouraged to feel "OYFU." And it's now a tradition in my family to describe our happiest moments as absolutely "oyfu."

Here's another: A photo of a wonderful "Rhymes with Orange" comic, by Hilary Price. It's titled "The Insomnia Cure." A man and his cat are seated on an exam table wearing hospital gowns while a doctor explains the cure: "We take a tiny piece of Mittens' genetic code and splice it into yours." I keep this to share with anyone who complains they don't get enough sleep.

Here's another: I've taken several images or screen shots that feature the Beatles, the greatest rock and roll band OF ALL TIME. One is a painting by an artist named Elizabeth McAfee, showing the group on Abbey Road. However, they're standing off to the side; the stars of the painting, strolling along the famous crosswalk, are four very smug-looking cats. Another is from an AARP web page promoting a pumpkin carving festival, and it features a jack o'lantern sporting a mind-blowing photorealistic masterwork of the Fab Four's faces.

Another is a screenshot from the 2020 election season; Ringo Starr has his arms raised in a celebratory pose, under the headline "I love America peace and love." The background shows the electoral map; all states are colored lavender - connoting they all voted for Ringo!

Why do I retain these? Because, well, they're the Beatles! And I love the Beatles! Plus, I can always use them to amuse my great friend Charlie, who's from Liverpool (and met Paul McCartney once!).

Well, I could go on and on about this, and hey!, maybe I will in future columns. That is, as long as enough readers tell me this one made them feel oyfu.

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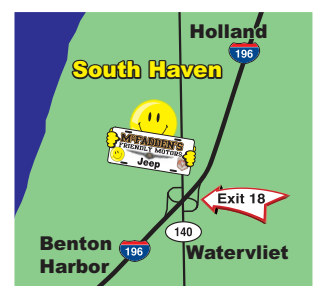


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