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## Moody on The Market



### Pat Moody

### Cupcake Queen Ready to Hang Up Her Apron

What began as a seasonal cupcake truck business has really *risen* to the occasion in St. Joseph. Mimi's Cupcakes lives at 610 Broad Street, and has served over 350 weddings and countless corporate events and gatherings, providing sweet, hand-held happiness to its patrons for the last eight and a half years.

Elvie Walsh, owner, baker, and Southwest Michigan's aptly named 'Cupcake Queen', is eager to dust the flour off of her cheeks and retire happy and fulfilled. "It was more of a part time business idea for me," says Elvie. "I think with the right team, the next owner can do things I never imagined."

With the arrival of five grandchildren in recent years, and one more on the way, Elvie has made the difficult, but welcomed decision to become a full time 'Mimi', and spend more time with her growing family.



"I believe Mimi's can be taken to the next level with a new owner's fresh vision and energy," she says. "We have earned a stellar reputation for not only our cupcakes, but for our customer service as well. We are

*Continued on page 7*



### Arthur Havlicek, President, SMR Chamber

## Encouraging the State to "Buy Michigan"

No one hustles harder or works smarter than businesses right here in Southwest Michigan. But sometimes the deck is stacked against them, especially when it comes to doing business with the state of Michigan.

Fortunately, there is bipartisan legislation in Lansing that would help Michigan

businesses by giving them one more chance to beat a competing bid from an out-of-state company and keep Michigan's tax dollars working in Michigan.

*Continued on page 2*



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**Arthur** Continued from cover

The Buy Michigan Program, as outlined in SB 117 and HB 4902, would allow Michigan businesses bidding on state work to have an additional seven days to sharpen their pencils and provide a stronger, better-priced proposal if the contract is at-risk of being awarded to an out-of-state company.

The Southwest Michigan Chamber of Commerce supports the Buy Michigan Program because our members believe it is important to keep Michigan tax dollars in right here working to strengthen and grow our local economy.

Each year, the state of Michigan, through the Department of Technology, Management and Budget, awards more than \$16 billion in contracts for everything from soap dispensers to cyber security services. Of that amount, almost \$3.2 billion in taxpayer revenues leaves Michigan in the form of contracts awarded to out-of-state companies.

How many more jobs, or better-paying jobs could Michigan have if that money remained percolating in our state's economy?

There is nothing wrong with non-Michigan businesses, however, they are typically based in states where the tax and regulatory burdens are quite different from what Michigan business owners must operate under. This often places Michigan businesses at a competitive disadvantage, which is why we are asking they have one final opportunity to offer a last, best price on a bid before the contract – and the money – leaves the state.

Some people have objected, saying this program lets the government pick winners and losers. Nothing could be further from the truth. Buy Michigan is based on sound, free-market principles where the better proposal wins -- always. All this proposal would do is give Michigan companies one last chance to come up with that better proposal.

If the Michigan company can beat the proposal from a business in Ohio or Indiana, then it should get the contract. If not, Michigan taxpayers still benefit from knowing the work was awarded based on the most competitive price the market could bring. That's a win for everyone.

Another benefit of the Buy Michigan program is it would put out-of-state companies on notice they need to come with the most competitive price from the get-go. For taxpayers and the state of Michigan this is nothing but a good thing.

When the playing field is level, Michigan businesses can compete and beat the competition from other states. Buy Michigan levels that playing field and will help keep billions of our hard-earned tax dollars where they can do the most good - in Michigan.

It's time our lawmakers in Lansing recognize this bipartisan opportunity, pass this legislation, and deliver a win for Michigan businesses and taxpayers alike.

*Editor's Note: Arthur Havlicek is the President and CEO of the Southwest Michigan Regional Chamber of Commerce, a 501c6, member-driven organization working to achieve economic prosperity throughout the region.*

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

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## Photo of the Week



**Tiny Turtle Train Trekking Atop a Toppled Tree**  
Photo by Vickie Toner

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

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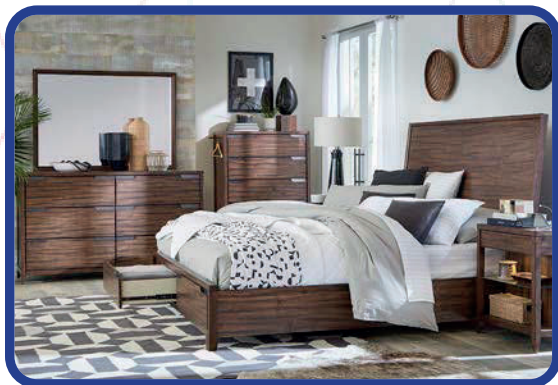
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Harbor Shores Resort

## Journey into Junior Golf

in college and beyond. The great thing about golf is you can start at any age; most of us wish we had started when we were kids. Our goal is to create a passion and love for golf early in their journey; we do this through games and contests while teaching the basics and fundamentals. If you're helping your child grow in the game, consider a few tips:

- **Attention Span** – we all know kids attention spans are limited and to make your time most impactful we use a general rule of thumb. Take the child's age and double it, this is the time you have to captivate them with real focus and instruction.
- **Quit When They Do** – fostering the passion for the game becomes easier when it's not forced. If you take your child to the course to practice, let them stop when they've had enough. I've witnessed too many parents who force the child to continue to practice when they don't want to. This has an adverse impact on both the swing and love for the game.
- **Get Equipment That Fits** – my first set of clubs were built by my grandfather out of heavy forged irons and steel shafts; things have changed since! Get your child a set that fits them in height and weight. This will be important for their growth and will make learning easier. If you need help, come see us at Harbor Shores!

Golf is a game that can be enjoyed for a lifetime. Get your kids started early through good programming; they will use the skills both on and off the course!

If you have questions about Harbor Shores, or just golfing in general, tee up an email at [JDoxtator@harborshoresresort.com](mailto:JDoxtator@harborshoresresort.com)

Growing up in Upstate New York, there weren't many options for junior golf. You had your typical 3-day clinic at a local club followed by one Junior PGA Championship qualifier. All season long I would practice for my one shot at glory! It's great to see how far we've come and the PGA of America's commitment to growing the game. Golf is great for kids, and its impact goes far beyond the fairway.

At Harbor Shores, we're extremely fortunate to have so many opportunities for kids to get involved. The First Tee program is a great way to introduce your little ones to the game; pairing golf instruction and life skills is hard to beat! Our First Tee currently serves over 1,000 youth across Southwest Michigan and some of the graduates have gone on to play collegiately at top programs across the country.

An additional opportunity is Harbor Shores PGA Junior League. We started this program in 2019, and the growth has been phenomenal. PGA Junior League offers weekly practices and competitive 5-hole matches for participants 13 years of age and under. It's more than just instruction, it's learning how to compete as part of a team and play under pressure...we all love that!

If you're thinking about getting your junior engaged, let us help! I've been fortunate to coach and mentor multiple juniors who went off to play

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

## INVESTOR SPOTLIGHT – JUSTIN MEGNA

We've all heard the saying, "Good workers are hard to find." I'll add that GOOD PEOPLE are even scarcer. I'd like to think I have fairly good intuition so when I first met Justin Megna, I knew I had a winner on my hands. I couldn't be more proud of Justin and his most recent seller interaction which ended successfully, both the seller getting out from under a challenging property, the buyer - a grateful investor, and now Justin, an accomplished southwest Michigan real estate investor.

Justin Megna - "Justin is a real estate investor and wholesaler in southwest Michigan. He studied church ministry in college and has worked in nonprofit fundraising for seven years. Justin became interested in investing after learning the principles in wealth building through the writings of Robert Kiyosaki. He chose to focus on real estate investments due to the unique advantages real estate offers as an asset class, including highly leveraged purchases, the potential for forced appreciation, and ways for beginners to start earning and purchasing with little cash down. Justin believes the best way to learn is through mentorship and a hands-on experience so joining Nick and his team was an easy decision. Nick considers each member of the team a partner from day one sharing equally in the collective earnings which has been both a dream come true and highly motivating. Justin aspires to master the skills of investing, business building and to explore how philanthropic entrepreneurship can make a positive impact in the world."



Personal training and real estate are not all that different from a business management perspective. Within a training company, you have personal trainers (of course), and their clients, very much like Realtors and their clients. As a fitness business owner, I had to train Fitness Directors for each club to handle local marketing and inside sales, much like a local area Broker does for their staff. As my fitness company grew statewide, I promoted well-earned Fitness Directors to District Managers, who would oversee a specific region of clubs, similar to a managing Broker over several brokerages. Although my award-winning personal training company is no longer around today, the wisdom gained in growing a network of independent professionals continues in real estate.

My biggest lesson from that experience is I'm only one person. I can't do it all. There's a lot of ego in the fitness business, and I'm speaking for myself, especially when you're on top. What I couldn't see then, is my leadership may have assisted in the growth of the company, but it was my team of professionals who did all the heavy lifting as leading community service providers. If I would have spent more time exposing their talents and allowing them the spotlight, Images Personal Training may have grown beyond Michigan. Now imagine if I would have shared in the profits equally as I do now with **Home-Team Wholesalers**, I may have had a national brand on my hands.

Column Writer is a REALTOR® with Five Star Real Estate.  
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## The Pet Corner

Summer is well and truly here, and some words of caution come to us from the American Veterinary Medical Association. It is never a good idea to leave your pet in a parked car, even for just a short time, on a warm day. After one hour the interior of a vehicle can rise 40 degrees above the outside temperature. Cracked windows and parking in the shade do not help, and as an added threat, a car's interior can release dangerous toxins in the heat. The dashboard, door handles, upholstery, and flame retardants, to name just a few, are sources of possible chemicals that, when added to the heat, can create a fatal situation. New cars are worse, as the chemicals are fresh, but even older vehicles will still have them present. Hundreds of pets a year are lost needlessly because they were left in a parked car, and while many pets do love to ride along with us, if you know you'll have to leave them alone in the car, it's best to for them to stay at home.

Dogs also love to ride with their heads sticking out the car window, but it does put them at risk of eye, ear, face, and mouth injuries. We wouldn't allow our children to ride that way, and so pets should also ride safely and keep their heads inside the car. We use a harness and doggy seat belt tether and allow a small "sniffing space" in the window, if fresh air is needed.

The Berrien County Animal Control shelter is in need of volunteer dog walkers. If interested,

please contact Ashely or Melissa at 269-927-5648 or through email [aherr@berriencounty.org](mailto:aherr@berriencounty.org).

Seven Star Rescue will hold a Dog Day at the Vineyard on Saturday, July 30, from 1-5pm at the 12 Corners Vineyards Tasting Room, 1201 N. Benton Center Rd., Benton Harbor. Bring an item to donate to the rescue and receive a BOGO coupon for wine tasting. The Vineyard will donate 10% of all wine bottle sales to Seven Star that day.

Seven Star is also playing the Match Game. A generous donor has pledged to match all donations up to \$5,000, so if you donate \$10, it becomes \$20. The funds raised will help pay off the mounting vet bills accrued for the many special needs pets the rescue has taken in. Seven Star is known for taking on those animals who require more care and veterinary attention. If you would like to play the Match Game and make a donation, please visit their website: [www.sevenstarrescue.org](http://www.sevenstarrescue.org) or if you would prefer to send a check, please mail it to: Seven Star Rescue, 5019 N. Watervliet Rd., Watervliet, MI 49098. They are also looking for folks who would like to foster pets. Fostering is an important step to finding an animal their forever home, and that is always the primary goal for any rescue. If you are interested, you can find an application at the website.

Our dog Ace came to us through Seven Star over 5 1/2 years ago, and he is doing well. He wishes every dog who needs a home could find one just like he did.

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

PET OF THE MONTH



Looking for a cuddle buddy who will give you lots of love and kisses? Then look no further! Copter is a very sweet 2 year old Mountain Cur Mix who loves to be held. He is up to date on his vaccinations, neutered, and housebroken. He would make a wonderful emotional support dog for someone and/or family who have older children. He loves to make you laugh until your tummy hurts. He knows sit, down, and is working on stay and not pulling as much on leash.



**Humane Society**  
of Southwestern Michigan  
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To put in an application for the pet of the month and others, please visit the Humane Society of Southwestern Michigan  
5400 S. Niles Rd. St. Joseph, MI 49085  
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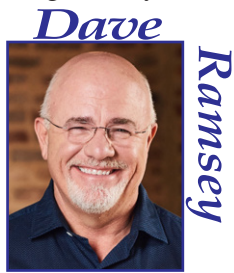
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Dave Ramsey

### Dave Says

#### There's a process here...and it works!

Dear Dave,  
My husband and I have a beginner emergency fund set aside, and we're working on paying off \$30,000 in credit card debt and two cars in Baby Step 2. He would also like us to start putting money aside for a couple of trips and a few other things we have always wanted. This makes me nervous, because we have made so much progress over the last year in getting control of our finances, paying off debt and living on a budget. I understand wanting something to look forward to, but I would hate to see us slow down when we are doing so well. How do you feel about this?

Marie  
Dear Marie,  
Okay, so you have two car payments hanging over your heads, plus a bunch of credit card debt, and your husband wants to throw saving for toys and vacations into the mix? I'm sure he's a good guy, and he has obviously been on-board with your financial overhaul so far, but I wouldn't recommend doing this.

The reason people are successful following my plan is because I teach common sense methods, wrapped up in unbridled, scorched-earth intensity. There's a process here. There's an idea combined with passion. And when you plug into it full force, you're going to move in a positive direction so quickly it'll make your head spin.

You know how I say personal finance is 80% behavior and only 20% head knowledge? It's true. Behaviors have to change. The more dramatically they change, the better the results and the faster you progress. But if you don't plug into it, you'll fall back into the same old things.

It's okay to save up for a trip or buy some fun stuff in the general philosophy of life. But getting out of debt, and having control of your finances should come first. Remember when you were a kid, and you had to finish your dinner or clean up your room before going out to play? That's what I teach. Work first, play later.

Trust me. It'll pay off in the long run!  
— Dave

\* Dave Ramsey is an eight-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.

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

**BARODA BIBLE CHURCH  
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**SPARK STUDIOS!**

**DATE: July 25th – 29th  
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**FOR: Children Pre-K (potty trained) through 6th grade graduates**

**WHERE: Baroda Bible Church,  
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Pastor Rosenbaum

### Access to God

*Therefore, since we have been justified through faith, we have peace with God through our Lord Jesus Christ, through whom we have gained access by faith into this grace in which we now stand. And we boast in the hope of the glory of God. ~ Romans 5:1,2*

There is a lot of privilege and prestige that comes with free access. Very few people have direct and free access to the world's most powerful leaders. It's a privilege granted only to a few. For the average person to gain even one encounter with someone like the President of the United States, it would take a lot of back-channeling and knowing the right people. Most of us don't have that access.

Which makes the words in the Bible reading today even more amazing. The apostle Paul writes that we have gained access to the almighty and holy God. But it gets even more amazing. God is holy and perfect and just. And we are not. We sin, make mistakes, and mess up. If we stood before God in this sinful condition, we could not survive.

Someone not only needed to give us access to God but also make us ready to stand before God. That person is Jesus. Jesus opened the door to God's throne room for us because he fixed our relationship with God.

Jesus lived the perfect life we never could, and now he gives us his perfection.

Jesus takes our sin and gives us his holiness through faith. Simply by believing that Jesus has done this for us, we can stand in the grace of God.

To stand in God's grace means we know Jesus has won peace between God and us, and that we will live forever in the presence of God's glory.

*Prayer: Dear Jesus, thank you for giving me access to God and for giving me your perfect life. Help me to always make use of the privilege you have given to me to go before God with every care and concern. Amen.*

Submitted by: Pastor Glenn T. Rosenbaum  
Administrative Pastor  
Grace Evangelical Lutheran Church, St. Joseph  
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**MOODY** *Continued from Cover*

listed as a preferred vendor with the best caterers and venues in the area.”

The hefty cupcake menu, with over seventy options, has delighted the area with tantalizing flavor combinations both in the store and on-the-go with the Cupcake Truck. The bakery on wheels has traveled to many locations, from Berrien County to Notre Dame, to Michigan City IN, and has made appearances at popular spots like the Berrien County Youth Fair, Lake Michigan College, Krasl Art Fair, and Whirlpool.

The brick and mortar storefront opened in 2014, instantly serving walk-ins and excited locals, and created a loyal fanbase that has been immensely supportive through the years. The on-site commercial bakery was completed in January of 2016, and allowed the catering aspect of the bakery to take off.

“It’s so rewarding to play a small role in my customers’ special moments,” says Elvie. “We have folks who drive hours just to visit our store. I will be forever grateful for the community support; I am truly blessed to live my passion for baking.”

Mimi’s Cupcakes generally takes a bit of a rest in the Winter, closing for a few weeks or so in January while the weather is blustery and cold, but reopens to the smiling faces of customers in February. Elvie says, “Business has picked up since the pandemic—the tourists are back, and the weddings that we cater are closer to the sizes that they were pre-pandemic,” Elvie says. After all, the world will always need dessert.



The entirety of the Mimi’s Cupcake business is up for sale, including all equipment, recipes, and Cupcake Truck with prime lakeview location. This is a perfect opportunity for that person who has always

dreamed of owning their own bakery, or someone looking to expand their current business to a coveted storefront on Broad Street. One-on-one training in all aspects of the business is included with the acquisition, to ensure a smooth and seamless transition. Lyle Hayden of Keller Williams Realty is overseeing the sale and can provide additional information and property tours to prospective buyers.

You can shop at the storefront of Mimi’s Cupcakes, at 610 Broad Street, on Saturdays and Sundays, adding tasty magic to your weekends in St. Joseph. The doors open at 11 a.m, and the decadent, sweet scent of mini confections floats through the air until 7 p.m, or until they sell out for the day (call to make sure they’re still stocked!) These gourmet, made from scratch treats are happiness in a box, and ‘bring you a smile, with every bite!’

By Jocelyne Tuszynski, MOTM Contributor

Pat Moody  
 Publisher, MoodyOnTheMarket.com  
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|  |                 |
|--|-----------------|
| MSRP.....  | \$39,480        |
| SIEMANS DISCOUNT.....                                      | - 285           |
| <b>SALE PRICE FOR EVERYONE.....</b>                        | <b>\$39,195</b> |
| 2022 FIRST RESPONDER/MILITARY EXCLUSIVE CASH REWARD* ..... | - 500           |
| <b>AS LOW AS.....</b>                                      | <b>\$38,695</b> |

**PLUS 1.9% FOR 36 MONTHS OR 2.9% FOR 48 MONTHS** (WITH APPROVED CREDIT)  
(\* MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)

**2022 FORD EDGE SEL ALL WHEEL DRIVE**

Carbonized Gray, Panoramic Vista Roof, ActiveX Seating Material, 18 Inch Bright Machined Aluminum Wheels, Heated Front Seats, Rear Parking Sensors, Rear Camera, and Much More! F22072

|  |                 |
|--|-----------------|
| MSRP.....  | \$40,980        |
| SIEMANS DISCOUNT.....                                      | - 185           |
| <b>SALE PRICE FOR EVERYONE.....</b>                        | <b>\$40,795</b> |
| 2022 FIRST RESPONDER/MILITARY EXCLUSIVE CASH REWARD* ..... | - 500           |
| <b>AS LOW AS.....</b>                                      | <b>\$40,295</b> |

**PLUS 1.9% FOR 36 MONTHS OR 2.9% FOR 48 MONTHS** (WITH APPROVED CREDIT)\*  
(\* MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2022 FORD F-350 4X4 SERVICE BODY**

Oxford White, Power Windows and Locks, Cruise Control, Locking Rear Axle, Running Boards, Trailer Brake Controller, Snowplow Prep Package, Knapheide Service Body, and Much More! F22177

|  |                 |
|--|-----------------|
| MSRP.....  | \$47,865        |
| ADD FOR SERVICE BODY.....                        | +12,571         |
| SUBTOTAL.....                                    | \$60,436        |
| SIEMANS DISCOUNT.....                            | - 441           |
| FORD COMMERCIAL CONNECTION UPFIT BONUS CASH..... | - 250           |
| <b>AS LOW AS.....</b>                            | <b>\$59,745</b> |

**2022 FORD EDGE ST LINE ALL WHEEL DRIVE**

Atlas Blue, Panoramic Vista Roof, Heated Steering Wheel, Adaptive Cruise Control, Navigation, Power Liftgate, Heated Seats, Wireless Charging Pad, Remote Start, 12 Inch Touchscreen, and Much More! F22153

|  |                 |
|--|-----------------|
| MSRP.....  | \$47,280        |
| SIEMANS DISCOUNT.....                                      | - 285           |
| <b>SALE PRICE FOR EVERYONE.....</b>                        | <b>\$46,995</b> |
| 2022 FIRST RESPONDER/MILITARY EXCLUSIVE CASH REWARD* ..... | - 500           |
| <b>AS LOW AS.....</b>                                      | <b>\$46,495</b> |

**PLUS 1.9% FOR 36 MONTHS OR 2.9% FOR 48 MONTHS** (WITH APPROVED CREDIT)\*  
(\* MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



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### 2022 JEEP RENEGADE LATITUDE 4X4

Bikini Metallic, 1.3 Turbo Engine, GPS Navigation, Heated Front Seats, Heated Steering Wheel, Remote Start, Blind Spot and Cross Path Detection, and Much More! C22127

|   |          |
|---|----------|
| MSRP.....                                 | \$31,880 |
| SIEMANS DISCOUNT.....                     | - 185    |
| NATIONAL RETAIL CONSUMER CASH.....        | - 750    |
| GREAT LAKES BC RETAIL BONUS CASH.....     | - 500    |
| <b>SALE PRICE FOR EVERYONE \$30,445</b>   |          |
| RETURNING LESSEE*.....                    | - 500    |
| MILITARY OR FIRST RESPONDER BONUS CASH* - | 500      |
| <b>AS LOW AS...\$29,445</b>               |          |
| (*MUST QUALIFY)                           |          |



### 2022 RAM 2500 TRADESMAN PICKUP

Bright White, 6.4 V8 Engine, Power Windows and Locks, 4X2, Remote Keyless Entry, Anti-Spin Rear Axle, and Much More! C22072

|  |          |
|--|----------|
| MSRP.....  | \$42,545 |
| SIEMANS DISCOUNT.....                              | - 1,050  |
| <b>SALE PRICE FOR EVERYONE \$41,495</b>            |          |
| MILITARY OR FIRST RESPONDER CONSUMER CASH* -       | 500      |
| <b>AS LOW AS...\$40,995</b>                        |          |
| <b>PLUS 0% FOR 36 MONTHS OR</b>                    |          |
| <b>1.9% FOR 48 MONTHS (WITH APPROVED CREDIT)*</b>  |          |
| (*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL) |          |



### 2022 RAM 1500 TRADESMAN CREW CAB 4X4

Patriot Blue Pearl, Anti-Spin Rear Axle, Receiver Hitch, Back-Up Camera, Power Windows and Locks, and Much More! C22148

|  |          |
|--|----------|
| MSRP.....  | \$44,640 |
| SIEMANS DISCOUNT.....                              | - 695    |
| NATIONAL CONSUMER CASH.....                        | - 500    |
| CHRYSLER CAPITAL BONUS CASH*.....                  | - 750    |
| <b>SALE PRICE FOR EVERYONE \$42,695</b>            |          |
| (*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL) |          |



### 2022 RAM 1500 BIG HORN QUAD CAB 4X4

Bright White Clearcoat, Night Edition, Heated Front Seats, Heated Steering Wheel, Power Adjustable Pedals, Rear Power Sliding Window, Touchscreen Radio, Remote Start, ParkSense Front and Rear Park Assist with Stop, and Much More! C22147

|  |          |
|--|----------|
| MSRP.....  | \$50,850 |
| SIEMANS DISCOUNT.....                              | - 300    |
| NATIONAL RETAIL CONSUMER CASH.....                 | - 1,500  |
| NATIONAL RETAIL BONUS CASH.....                    | - 1,000  |
| GREAT LAKES BC RETAIL BONUS CASH.....              | - 2,500  |
| 2022 CHRYSLER CAPITAL BONUS CASH*.....             | - 500    |
| <b>SALE PRICE FOR EVERYONE \$45,050</b>            |          |
| NATIONAL CONQUEST BONUS CASH*.....                 | - 1,250  |
| MILITARY OR FIRST RESPONDER CONSUMER CASH* -       | 500      |
| <b>AS LOW AS...\$43,300</b>                        |          |
| (*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL) |          |



### 2022 DODGE DURANGO GT ALL WHEEL DRIVE

Octane Red Pearl, Leather Seats, Trailer Tow Group, Adaptive Cruise Control, Power Sunroof, Heated Seats, Wireless Charging Pad, Navigation, Power Liftgate, Heated Steering Wheel, and Much More! C22178

|  |          |
|--|----------|
| MSRP.....  | \$53,885 |
| SIEMANS DISCOUNT.....                              | - 290    |
| NATIONAL RETAIL CONSUMER CASH.....                 | - 1,500  |
| CHRYSLER CAPITAL BONUS CASH*.....                  | - 750    |
| <b>SALE PRICE FOR EVERYONE \$51,345</b>            |          |
| RETURNING LESSEE*.....                             | - 500    |
| MILITARY OR FIRST RESPONDER BONUS CASH* -          | 500      |
| <b>AS LOW AS...\$50,345</b>                        |          |
| (*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL) |          |



### 2022 RAM 1500 REBEL CREW CAB 4X4

Granite Crystal, 5.7 HEMI V8 Engine, Navigation, Remote Start, Heated Front Seats, Heated Steering Wheel, Touchscreen Radio, Rear Power Sliding Window, and Much More! C22150

|  |          |
|--|----------|
| MSRP.....  | \$62,120 |
| SIEMANS DISCOUNT.....                              | - 125    |
| NATIONAL RETAIL CONSUMER CASH.....                 | - 500    |
| GREAT LAKES 2022 CCAP BONUS CASH*.....             | - 1,000  |
| SELECT INVENTORY BONUS CASH.....                   | - 500    |
| <b>SALE PRICE FOR EVERYONE \$59,995</b>            |          |
| RETURNING LESSEE*.....                             | - 500    |
| MILITARY OR FIRST RESPONDER BONUS CASH* -          | 500      |
| STELLANTIS LEASE LOYALTY BONUS CASH* -             | 1,000    |
| <b>AS LOW AS...\$57,995</b>                        |          |
| (*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL) |          |



### 2022 RAM 1500 LARAMIE CREW CAB 4X4

Diamond Black Crystal, Sport Appearance Package, 5.7 HEMI V8 Engine, 20 Inch Aluminum Wheels, Anti-Spin Rear Axle, Blind Spot and Cross Path Detection, Power Tailgate Release, ParkSense Front and Rear Park Assist, Sport Performance Hood, Heated Seats, Heated Steering Wheel, and Much More! C22162

|  |          |
|--|----------|
| MSRP.....  | \$63,125 |
| SIEMANS DISCOUNT.....                              | - 230    |
| NATIONAL RETAIL CONSUMER CASH.....                 | - 500    |
| GREAT LAKES 2022 CCAP BONUS CASH*.....             | - 1,000  |
| <b>SALE PRICE FOR EVERYONE \$61,395</b>            |          |
| NATIONAL CONQUEST BONUS CASH*.....                 | - 1,250  |
| MILITARY OR FIRST RESPONDER CONSUMER CASH* -       | 500      |
| <b>AS LOW AS...\$59,645</b>                        |          |
| (*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL) |          |



### 2022 GRAND WAGONEER SERIES III 4X4

Diamond Black Crystal, Heads Up Display, Traffic Sign Recognition, 360 Surround View Camera, Night Vision with Pedestrian and Animal Detection, Active Lane Management System, Full Speed Collision Warning, Blind Spot and Cross Path Detection, Front Passenger Interactive Display, Navigation with 12 Inch Display, Rear Seat Monitoring Camera, Front Console Cooler, 20 Way Power Adjustable Driver's Seat, 2nd Row Captain's Chairs with Power Tilt and Slide, Tri-Pane Panoramic Roof, Power Deployable Running Boards, 22 Inch Polished Aluminum Wheels, Hands Free Power Liftgate, and Much More! C22077

|   |           |
|---|-----------|
| STARTING AT.....                          | \$112,235 |
| SIEMANS DISCOUNT.....                     | - 2,240   |
| <b>\$109,995</b>                          |           |
| MILITARY OR FIRST RESPONDER BONUS CASH* - | 500       |
| <b>\$109,495</b>                          |           |
| (*MUST QUALIFY)                           |           |

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**WAS \$34,463**



**2018 FORD EXPLORER XLT**  
**NOW \$33,999**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 26K Miles, Remote Start, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Front and Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Shadow Black, F22126A

**WAS \$31,991**



**2015 JEEP WRANGLER UNLIMITED SPORT 4X4**  
**NOW \$30,989**

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 81K Miles, Black 3-Piece Hardtop, Power Windows, Remote Keyless Entry System, Black Clear Coat, C22110A

**WAS \$33,570**



**2018 GRAND CHEROKEE ALTITUDE 4X4**  
**NOW \$30,956**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 76K Miles, Remote Start, Navigation, Power Driver's Seat, Suede Heated Front Seats, Heated Steering Wheel, Rear Parking Aid, Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Billet Silver Metallic, C22013A

**WAS \$29,995**



**2021 HYUNDAI KONA LIMITED**  
**NOW \$29,995**

1.6 EFI Engine, 7 Speed Automatic, Power Driver's Seat, Power Moonroof, Back-Up Camera, Remote Keyless Entry System, Factory Warranty, P

# MANAGER'S

**WAS \$44,740**



**2019 RAM 2500 BIG HORN REG CAB 4X4 W/SNOWPLOW**  
**NOW \$42,989**

6.4 V8 HEMI EFI Engine, 8 Speed Automatic, Steel Wheels, 76K Miles, Remote Start, Power Driver's Seat, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Anti-Spin Differential Rear Axle, Billet Silver Metallic, U21266A

**WAS \$62,856**



**2021 FORD F-150 LARIAT SUPERCREW 4X4**  
**NOW \$61,965**

3.5 V6 EcoBoost EFI Engine, 10 Speed Automatic, Dark Alloy Wheels, 18K Miles, Running Boards, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Twin Panel Moon Roof, 360-Degree Camera Package, Lane Keeping System, Pre-Collision Assist, Post-Collision Braking, Blind Spot with Cross Traffic Alert, Reverse Brake Assist, Reverse Sensing System, Back-Up Camera, Trailer Tow Technology Package, Remote Keyless Entry System, Ford Certified! Iconic Silver Metallic, F22146A

**WAS \$36,986**



**2019 FORD EDGE SEL AWD**  
**NOW \$31,955**

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 32K Miles, Remote Start, Navigation, Power Leather Heated Front Seats, Heated Steering Wheel, Panoramic Vista Roof, Auto Climate Control, Lane Keeping System, Pre-Collision Assist, Blind Spot Information System, Reverse Sensing System, Back-Up Camera, Hands-Free Lift Gate, Remote Keyless Entry System, Ford Certified! Aqate Black Metallic, F22049A

**WAS \$47,995**



**2021 JEEP GRAND CHEROKEE 80TH ANNIVERSARY EDITION 4X4**  
**NOW \$45,445**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 10K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Power Moon Roof, Adaptive Cruise Control, Lane Departure Warning, Forward Collision Warning, Rear Collision Mitigation, Blind Spot and Cross Path Detection, Back-Up Camera, Power Lift Gate, Trailer Tow Group IV, Remote Keyless Entry System, Jeep Certified! Bright White, C22048A

**WAS \$39,520**



**2018 FORD EXPLORER SPORT 4X4**  
**NOW \$35,978**

3.5 V6 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 53K Miles, Remote Start, Navigation, SYNC3, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Twin Panel Moon Roof, 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! Shadow Black, F22039A

**WAS \$33,630**



**2019 TOYOTA TACOMA CREW CAB**  
**NOW \$30,606**

2.7 EFI Engine, 6 Speed Automatic, Styled Spoked Steel Wheels, 21K Miles, Security Cover, Bed Liner, Running Boards, Adaptive Cruise Control, Lane Departure Warning, Front Collision Mitigation, Driver Monitoring, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Silver, U21083B

**WAS \$32,995**



**2021 FORD ESCAPE**  
**NOW \$32,995**

1.5 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 10K Miles, Remote Start, Navigation, Power Windows, Power Driver's Seat, Power Moonroof, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Ford Certified! Anti

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**2015 JEEP CHEROKEE LATITUDE 4X4**  
**NOW \$18,582**

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 92K Miles, Remote Start, Power Driver's Seat, Heated Steering Wheel, Heated Front Seats, Panoramic Moonroof, Premium Alpine Speaker System, Touchscreen Display, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Deep Cherry Red Crystal Pearlcoat, C22171A



**2018 FORD F-150 XLT SPORT SUPERCREW 4X4**  
**NOW \$31,995**

5.0 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 128K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, Power Heated Front Seats, Power Adjust Pedals, Panoramic Moonroof, Back-Up Camera, Remote Keyless Entry System, Blue, C21311A



**2014 JEEP WRANGLER UNLIMITED SPORT 4X4**  
**NOW \$31,529**

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 61K Miles, Black 3-Piece Hard Top, Power Windows and Locks, Trailer Tow Group, Remote Keyless Entry System, Black Clearcoat, F22164A



**2020 RAM 1500 REBEL CREW CAB 4X4**  
**NOW \$52,861**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 25K Miles, Security Cover, Running Boards, Remote Keyless Entry System, Power Leather Heated Front Seats, Heated Steering Wheel, Power Adjust Pedals, Touchscreen Display, Back-Up Camera, Trailer Brake Control, Remote Keyless Entry System, Balance of Factory Warranty! Diamond Black Crystal Pearlcoat, U22083

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**2021 CHEVY SILVERADO 2500 HD HIGH COUNTRY CREW CAB 4X4**  
**NOW \$76,295**

6.6 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 22K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, 2nd Row Heated Seats, Auto Climate Control, Forward Collision Alert, Lane Departure Warning, Cross-Traffic Alert, Blind Spot Monitor, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Cherry Red, M23001B



**2014 FORD ESCAPE TITANIUM 4X4**  
**NOW \$15,832**

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 109K Miles, Remote Start, Navigation, SYNC, Power Driver's Seat, Leather Heated Front Seats, Panoramic Moonroof, Auto Climate Control, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, White Platinum, F22169B



**2017 JEEP CHEROKEE LIMITED**  
**NOW \$21,413**

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 83K Miles, Remote Start, Navigation, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Blind Spot & Cross Path Detection, Rear Park Assist System, Back-Up Camera, Remote Keyless Entry System, Bright White Clearcoat, C22137B



**2018 GMC CANYON SLE CREW CAB 4X4**  
**NOW \$36,552**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 48K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Power Driver's Seat, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Onyx Black, C22145B



**2020 TRANSIT CONNECT XL CARGO VAN**  
**NOW \$24,826**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 103K Miles, Sliding Side Doors, Power Windows and Locks, Pre-Collision Assist, Back-Up Camera, Remote Keyless Entry System, Frozen White Metallic, F22102H



**2015 FORD F-250 SRW LARIAT CREW CAB 4X4**  
**NOW \$33,725**

6.2 V8 EFI Engine, 6 Speed Automatic, Chrome Clad Aluminum Wheels, 145K Miles, Bedliner, Power Running Boards, Remote Start, Navigation, SYNC, Memory Power Leather Heated/AC Front Seats, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Oxford White, C22087B



**2019 JEEP GRAND CHEROKEE LIMITED 4X4**  
**NOW \$38,835**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 30K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Blind Spot Monitor, Rear Collision Mitigation, Rear Parking Aid, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Bright White Clearcoat, U22080



**2014 RAM 1500 TRADESMAN QUAD CAB 4X4**  
**NOW \$20,876**

3.6 V6 EFI Engine, 8 Speed Automatic, Semi-Gloss Black Aluminum Wheels, 113K Miles, Bedliner, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Black Clearcoat, F21201B

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**2016 LEXUS GX460 AWD**  
**NOW \$36,997**

4.6 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 75K Miles, Memory Power Leather Heated/AC Front Seats, Power Moon Roof, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Black, C21374D



**2020 FORD F-150 LARIAT SUPERCREW 4X4**  
**NOW \$52,971**

3.5 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Line PVD Wheels, 50K Miles, Remote Start, Navigation, SYNC 3, Bluetooth, Power Running Boards, Memory Power Leather Heated/AC Seats, Heated Steering Wheel, Power Adjust Pedals, 2nd Row Heated Seats, Twin Panel Moonroof, Front Collision Mitigation, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Driver Monitoring, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Iconic Silver, F21237A



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2.5 EFI Engine, 1 Speed CVT Automatic, Aluminum Wheels, 19K Miles, Remote Start, Power Driver's Seat, Adaptive Cruise Control, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Gun Metallic, F21254B



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3.6 V6 Ecoboost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 54K Miles, Running Boards, XL Sport Appearance Package, Power Windows and Locks, Vinyl Flooring, Back-Up Camera, Remote Keyless Entry System, Ford, Certified, Shadow Black, C22135A



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Don

Stuart

**Today's Special: Goulash and Spew-lash!**

Every so often, when ya can't make a column out of a wafer-thin morsel of an idea, ya just gotta mix a bunch of those morsels together in a sort of column goulash. Like this one! (Side note: My mom used to make something she called goulash that was, ummm, terrible. Except once, it was really awesome, because my brother sneezed while eating it, and some came out his nose! Along with gelatinous, slimy, green.....well, you know! Best goulash ever!)

Morsel: My wife likes Yogi brand teas. Each box of teabags includes a brief description of a yoga pose, printed on a box flap. I particularly like this one: "Yoga to Let It All Go. Lie flat on your back. Arms are by your sides, palms up. Eyes are gently closed; breath is soft and normal. Totally and completely relax. Continue for 3 to 11 minutes."

But what I love *best* about this suggestion is the fine-print: "Please ask your doctor if this exercise is suitable for you."

Morsel: A while back I shared factoids I'd learned from old National Geographic magazines. But I couldn't fashion an entire column out of these amusing passages from a September 1977 article about Leonardo da Vinci:

Leonardo started, but never finished, a fresco depicting The Battle of Anghiari, a skirmish from the 1400s between opposing Italian states. The surviving preparatory sketches for the painting are full of dramatic muscular tension and fury. However, Nat Geo called the actual event "a foolish little fracas." Why? Because sources of the day say that of the many thousands of soldiers who "fought," only one died. By falling off his horse.

Morsel: I have *many* photos on my phone that I took thinking, "THAT could be a dopey column!" One is a screenshot from an article about the sandwich known as the Fluffernutter. I suppose most people know of this concoction – peanut butter and marshmallow crème on white bread.

But did you know that the first marshmallow crème was invented in Massachusetts in 1913, by Emma and Amory Curtis? Unless it was invented in 1917 by Archibald Query, also from Massachusetts. Emma Curtis, however, published the first known recipe for a fluffernutter, in 1918, and because World War I was raging at the time, she dubbed it the *Liberty Sandwich*. Earlier product labels and booklets published by the Curtises suggested other ways of enjoying their marshmallow creme on bread, such as combined with chopped nuts, or olives, the latter being moderately startling and also certifiably nauseating.

The word "fluffernutter" did not come into the public sphere until 1960, when the makers of Marshmallow Fluff (descended from Emma's crème) began promoting the sandwich in their advertising.

I better note that Fluffernutter is a name that's been tagged with an ® mark. I point this out because Durkee-Mower, the maker of Marshmallow Fluff – which gets a ™ – sued Williams-Sonoma, the huge kitchenware retailer, over their public use of the word fluffernutter. So, on a video call, where all participants were enjoying fluffernutters, I asked Farrell and Head to confirm they'd pay all my legal expenses Durkee-Mower sued *me* over a missing ®. They laughed so hard their sandwiches spewed out their noses. Along with gelatinous, slimy, green. . .no! Not those! Something *waaaaay* grosser! Olives!

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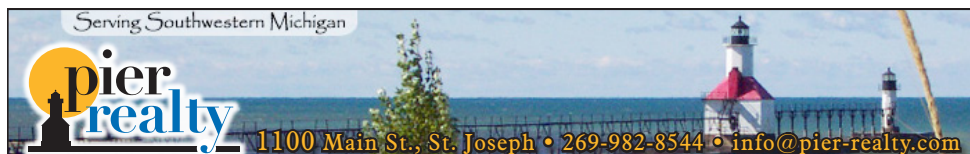
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Live Korf Auction Saturday, July 23, 2022, 10:00 a.m. 9527 Bender Rd. Frankenmuth, MI 48734. Chevy Silverado 4X4 w/98,000 miles; John Deere & Cub Cadet riding mowers; Woodworking tools, more. Details at www.SherwoodAuctionServiceLLC.com 800-835-0495.

Howard Ball Online Estate Auction. Antiques and Firearms including clocks, watches, phonographs, Roy Rogers .45, .357 mag, local items, and the unique. Petoskey MI. Closing July 29, 2022. MichiganAuction.com 833-323-2BID.

Sonney Kerr Farm Estate Absolute Auction, August 4, 2022 in Brimley MI. John Deere and Kubota tractors, Hay and Farm Equipment, Shop and Household MichiganAuction.com 833-323-2BID.

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Thomasville Elysee bedroom set. Dresser w/ mirror w/ hidden jewelry storage, king headboard, master chest, oval night stand w/ granite top, Burlwood, Contact for pics. \$2000.00 OBO 708-932-7996.

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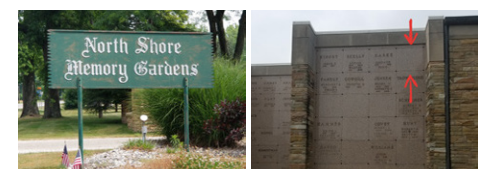
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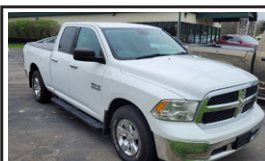
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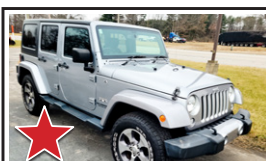
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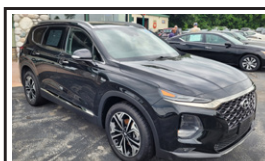
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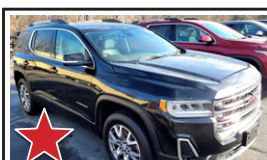
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