

Moody on The Market



The executive decision last year by the team at Moody on the Market to add a significant new award to recognize

the growing ranks of dynamic women populating the business community of Michigan's Great Southwest continues to be rewarded with a substantive field of nominations and a tough winnowing process to produce the winners list of 20 Bold Women of Business from 85 nominations submitted. Last Monday morning, the 2022 Class of Bold Women of Business was released over the air on the Morning Show with Jonny Reinhardt at WSJM -94.9FM, it's another intrepid class of women who are tackling business and community issues head on and making a significant difference for the entire tri-county region and beyond. Sponsored by the Southwest Michigan Regional Chamber, McGhee's Heating & Air Conditioning, The Inn at Harbor Shores, Lake Michigan College, and Silver Beach Pizza with support from the Parrett Company, the Mason Jar Cafe and United Way of Southwest Michigan, the Bold Women of Business this year includes women from a broad array of business sectors. Included are women engaged in retail, hospitality, business education, professional services, media, education, finance, the not-for-profit community and beyond. They live in communities from Buchanan to Hartford, and work in towns from South Haven to Niles, bringing a diverse background of talent and experiences to their current endeavors. You can read their stories, and learn of their bold moves, in some cases to walk away from a dead end job, to take a huge risk at developing their own plan for success move through the ranks as they have a long-running career. Best of all, you can see how they define the bold factor for women in today's business world and the best advice they have to offer for women looking to follow in their footsteps. Our thanks to the selection committee which was chaired this year by Nicole Railsback from The RISE in St. Joe, along with Maria Kibler from United Federal Credit Union and Nils Petzke from RE/MAX By the Lake. We sincerely appreciate your work. Click online link to see the full roster of 20 Bold Women of Business for 2022 as well as the inaugural list of 20 who joined the class of 2021. Congratulations one and all! Find them at:

www.moodyonthemarket.com/boldwomenofbusiness/

Continued on page 6

right here in our area.



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

Two Michigan music groups team up to Greetings MailMax readers! The wonderful bring their joyful storytelling lyrics to the Box businesses and organiza-Factory for the Arts stage Saturday, November tions of Southwest 12 at 7:30 pm. Blue Water Ramblers will lead off Michigan are thrilled to with their bluegrass sound and then the folk duo bring you more fun and of Mustard's Retreat will end the evening. The interesting things to do Blue Water Ramblers, est. 2002, write their own songs and take turns harmonizing with each other to create a colorful tapestry of sounds. Their rep-

ertoire comes out of their Michigan life experiences and the history of the Great Lakes region. "Banjo-Jim" Foerch on his acoustic and electric banjos and R.H. "Bear" Berends on his big Martin guitar are the core of the Rambler vocal and writing team. Then add "California Dan" Lynn laying down the steady rhythm on his doghouse. Mustard's Retreat has been telling stories *Continued on page 2*

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Page 2 November 12, 2022 Fun Continued from cover

tales of small-town memories and places you may have only seen in your dreams. David Tamulevich and Libby Glover, of Ann Arbor, will bring laughter and an invitation to the audience to ioin in the fun.

The Lake Michigan College Visual and Performing Arts Department presents Antigonick November 17-20. Antigonick adapts one of the earliest tragedies (by Sophocles) in Anne Carson's playful, bittersweet, and profoundly poetic translation. When King Kreon forbids the burial of Antigonick's brother, announcing a sentence of death on anybody who touches his body, her decision to defy his ruling unravels families and the ruling order. This adaptation breaks the play open, breaks down the fourth wall and reveals its messiness and complications. Antigonick is directed by Pat King and is presented by special arrangement with United Talent Agency.

Stroll through downtown St. Joe as luminaries light your way to kick off the holiday season by visiting participating locations to shop, eat, drink and be merry on Friday, November 18. Continue your holiday shopping by celebrating small businesses in all Southwest Michigan on Saturday, November 26. Local businesses are excited to welcome the community into their stores to find unique, one-of-a-kind merchandise. Small Business Saturday promotes shopping small to support your neighbors, family, friends and local economy.

On Saturday, November 19, Rudolph the Red-Nosed Reindeer will make a special visit to the Niles History Center. Santa will join Rudolph next door at the Niles District Library. Doors open at 10:00 am and our special guests will

in song for 40 years. They delight audiences with arrive at 11:00 am. Rudolph will also bring friends with him! Visitors will meet live reindeer, courtesy of Reindeer Ranch in Kalamazoo, from 11 am-2 pm. The Fort St. Joseph Museum and Chapin Mansion will also be open during the event. Visitors can see the buildings dressed up for the holidays, by various individuals and community groups, in the theme for the year: 'Season's Greetings."

> Dancing Queen: An ABBA Salute is the ultimate tribute to the music of ABBA - sure to capture the hearts of fans and audiences of all ages. This live show is full of musical precision, fabulous flair, and fashion, and promises a mesmerizing ABBA experience for every Chiquitita, Super Trouper, Fernando, and Dancing Queen around. Fronted by a dynamic Agnetha and Frida duo, the music of the greatest pop band in history comes to life in a joyful celebration of these timeless tunes. Dancing Queen: An ABBA Salute is the Midwest's long-standing resident ABBA tribute, with a repertoire of over 40 all-time favorite hits including: "Waterloo", "Mamma Mi", "S.O.S.", "Knowing Me, Knowing You", "Honey,

> Honey", "Voulez-Vous", and more. Audiences won't be able to help singing and dancing along with their high-energy homage to everything ABBA. Catch this show at The Acorn Theater Wednesday, November 23 and Friday, November 25

> If you would like more information on these and more events and activities in the area, please visit our website at swmichigan.org.

Read more at www.MailMaxOnline.com

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The all-important Midterms Elections took place this past Tuesday and, as promised, I wanted to provide loyal MailMax readers with a brief recap of notable outcomes at the national, state, and local level. One important caveat: none of the results will have been officially certified by the time I submit this column and, in some races, there are still votes that need to be counted. With this in mind, I'll keep my recap high-level and include specifics where I can.

Backdrop: Historically speaking, the party that controls the White House has typically lost



seats in Congress in the midterm elections - a phenomenon dating all the way back to the mid-1800s. The size of the loss is correlated, to varying degrees, with disappointment in the president, the president's party, the economy, and general enthusiasm within the opposition party. This historical backdrop coupled with historic inflation, high gas prices, and rising crime rates led most to believe Republicans would carry a significant advantage heading into Tuesday's election. As it stands Wednesday morning, however, the outcome of this election was more of a "red ripple" than a "red wave."

National Results: Democrat Governors across the country successfully fended off their challengers and, as of writing this, wrestled at least Maryland and Massachusetts from Republican control. The battle for the U.S. Senate was still up for grabs and, with several races too close to call and a likely run-off in Georgia, we may not really know who has control until next month. Republicans did manage to reclaim the U.S. House of Representatives but did so much more narrowly than expected.

Here in Southwest Michigan, residents found themselves without an incumbent to reelect to the U.S. House for the first time in over thirty years. Following the Independent Redistricting Commission's decision to carve up the old MI-06 and split Berrien County into two congressional seats, longtime Congressman Fred **Upton** (R-St. Joseph) decided to retire and the ensuing domino effect paved the way for new(ish) names on that part of the ballot. In his place, Congressman Bill **Huizenga** (R-Zeeland) prevailed over Joseph Alfonso in the new MI-04 (encom-

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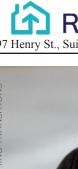
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Midterm Election Recap

MailMax for Michigan's Great Southwest passing N. Berrien) and Congressman Tim Walberg (R-Tipton) prevailed over Bart Goldberg (D) in the new MI-05 (encompassing S. Berrien). Both were incumbents from other areas of Michigan, the old MI-03 and MI-07 respectively.

Michigan's other key toss-up Congressional Seats look like they'll fall as follows: • MI-03 saw: Hillary Scholten (D) defeat John Gibbs (R) resulting in a flip for Democrats;

• MI-07 saw incumbent Congresswoman Elissa Slotkin (D) defeat state Sen. Tom Barrett (R) resulting in a hold for Democrats:

• MI-08 saw Congressman Dan Kildee (D) defeat challenger Paul Junge (R) resulting in another hold for Democrats; and

• MI-10 saw former U.S. Senate Candidate John James (R) top Carl Marlinga (D) resulting in a flip for Republicans.

All told, Michigan's Congressional Delegation now has a one seat Democrat advantage (7 Democrats vs. 6 Republicans). Prior to the Independent Redistricting Commission eliminating a House Seat due to population loss, Michigan's delegation was evenly split at 7-7.

State: At the state level, we saw Michigan's Democrat candidates fare even better than their resilient national counterparts. Incumbent Governor Gretchen Whitmer (D), Attorney General Dana Nessel (D), and Secretary of State Jocelyn Benson (D) all dispatched their Republican opposition. Similarly, Democrats took back control of the Michigan House for the first time in twelve years and reclaimed control of the Michigan Senate - a feat that hasn't happened since 1984 - giving them control of the Governor's office and the entire Michigan Legislature for the first time in nearly forty years.

Early analysis attributes the Democrat's showing to strong turnout from abortion rights supporters and a new map of legislative districts, courtesy of the Independent Redistricting Commission. The abortion ballot measure, despite being at the bottom of a lengthy ballot, even outperformed Whitmer who was at the top. With about 85 percent of all votes counted by Wednesday morning, 2,240,961 Michiganders had voted for Proposal 3, compared to 2,221,539 for the incumbent governor. On the topic of abortion, Proposal 3 passed, as did Proposals 1 (term limits and financial disclosures) and 2 (Promote the Vote). Democrats also maintained their advantage on the state Supreme Court and swept all eight statewide education posts.

Local: Republicans fared a little better locally than elsewhere in the state. Sen. Aric Nesbitt (R) won his election in the new SD-20 (N. Berrien) and newcomer Jonathan Lindsey (R) won in the new SD-17 (S. Berrien). Representatives Pauline Wendzel (R) and Brad Paquette (R) also won re-election in their new districts. The competitive new 38th State House seat, however, saw Joey Andrews (D) defeat Kevin Whiteford (R), making him the first Democrat Berrien County will send to the state legislature in over half a century.

As for the Chamber, our Advocacy efforts only become more important and we'll be hardat-work educating new lawmakers on our priorities for a vibrant Southwest Michigan next term. In the meantime, I think it's safe to expect a relatively tame 'lame duck' in Michigan while Governor Whitmer waits for the legislature to officially change hands.

Read more at www.MailMaxOnline.com

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Laura Hollister of Niles is characterized by her colleagues and friends in the very strongest of terms as "the heart and soul" of her highly successful enterprise of Apothica Teas.

Thanks to the incredible work ethic and dedication of Allie Kibler-Campbell, advocacy for children who are, or will become, victims of abuse or neglect, is gaining support with every passing day all over Southwest Michigan.

If you're looking for the human personification of a perpetual motion machine, find your way to the new Base Bowls & Company in Southtown St. Joseph and watch the whirlwind performance of owner and founder Stephanie Ott.

Seemingly every time that Tami Gould from the Center for Growth & Independence sets a goal for herself and her organization, she achieves that goal. More noteworthy, is that side-by-side with reaching her own goals, she encourages and assists everyone around her to accomplish their goals as well.

Think Tank Marketing Founder Julee Laurent brings a broad array of media, marketing, public relations, and journalism experience to the table for every client and organization who benefits from her talents.

When Mandy McDonald envisioned her plans for M Squared Modern Hair in St. Joseph, she wanted to not only create a unique experience for her customers, she planned to craft a training ground for new stylists as well, and her business soared.

Asked about the most important trait of a bold woman, Rebecca Medlin suggests it is displaying compassion for others and for your community. She certainly follows that mantra on multiple fronts serving as the owner of Market 2555 and her other endeavors.

Kelley Rich from the IDEA Center at Notre Dame has always been a "do-er," who builds momentum with those around her to get things done.

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Throughout her life, both professionally and personally, she has been a big thinker, and a prime motivator, driving towards the goal at hand.

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Professional Funeral Director Olivia Starks was a member of the inaugural class of the Moody on the Market 40 Under 40 back in 2018, and her star has continued to soar ever since.

If bold women keep clear priorities, our Class of 2022 has a prime example in the form of Sekenah Tennison who was at the height of her professional career several years ago when she realized that she was not living the life that she wanted. She quit in order to launch the Possibilities Network and hasn't looked back.

Lakeshore Middle School Principal Susan Toothman is a living example of author Tom Peter's quote, "True leaders don't create followers, they create more leaders.

"An unstoppable force, inspiring and supporting others individually and collectively." That's the opening salvo fired by the nominator of Christine Vanlandingham, the Chief Executive Officer of the Region IV Area Agency on Aging headquartered in St. Joseph.

For Johanna White of Benton Harbor, if you are the best at what you do, you deserve to look like it. That's why she created Design by Jo, where for the past decade she has worked with individuals, startups, and even Fortune 200 brands worldwide, helping them attract more clients than they know what to do with.

These are just tiny flashes of the full story. Head to <u>www.MoodyOnTheMarket.com</u> for more.

Pat Moody Publisher, MoodyOnTheMarket.com moody@wsjm.com (269) 925-1111 Read more at www.MailMaxOnline.com



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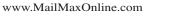
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1.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 25K Miles, Hemote Start, Memory Power Leather Heated Front Seats, Blind Spot Monitor, Cross-Traffic Alert, Forward Collision Alert, Lane Departure Warning, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Ebony Twilight Metallic, U22169



16 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, Bed Liner, Running Boards Navigation, Body Color 3-Piece Hard Top, Leather Seats, Rear Sliding Window, Alpine Premium Audio System, Touchscreen Display, Rear Assist System, Blind Spot & Cross Path Detection, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Black Clearcoat, C22135B



3.6 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 32K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Lane Change Alert, Side Blind Zone Alert, Rear Cross Traffic Alert, Rear Park Assist, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Red Hot, U22160



 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 12K Miles, SYNC 3, Power Driver's Seat, Heated Front Seats, Power Moonroof, Reverse Sensing System, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Race Red, U22145



36 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 33K Miles, Remote Start, Navigation, Power Driver's Seat, Heated Front Seat, Heated Steering Wheel, Power Moon Roof, Touchscreen Display, Blind Spot Monitor, Rear Collision Mitigation, Rear Parking Ad, Back-Up Camera, Power Liftgate, Remote Keviess Entry System. Balance of Factory Warrantyl Bright White Clearcoat. C23006A



Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Front Collision Warning, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Blue Emerald Metallic, U22147



Heated Front Seats, Heated Seering Wieel, 2" Row Heated Seats, Adaptive Cruise Control, Blind Spot Montor, Cross Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Evasive Steering Assist, Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified Attas Bue Metallic, F22217A



3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 40K Miles, SYNC, Power Front Seats, Rear Parking Aid, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! Blue Metallic, F22252A





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Pastor

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MailMax for Michigan's Great Southwest



the individuals, he will associate with, he regularly chooses the individuals who need the most help or feel the most invisible. "He defends the cause of the fatherless and the widow," Moses reminded Israel. There are people who have had to walk through life without father, whether that father left by their own choice or was taken

teams: the captains always chose the stron-

weakest. They chose the individuals whose

talent or skill could provide the most help to

and again in the Bible, when God chooses

God doesn't do the same thing. Time

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"While many say that people don't read newspapers anymore, *MailMax* is an anomaly in the print world. It is delivered to nearly 40,000 homes in Southwest Michigan every week, and based on advertising results for BOSS Services, it is evident that it's a must-read for many community members.

"They are constantly coming up with ways to make *MailMax* a communityfocused newspaper. They make it a goal to notify readers about what is happening in the area by giving valuable content from local contributors, restaurant coupons, and plenty of reasons to keep them coming back to open the paper week after week.

"We have been advertising weekly with *MailMax* for the past several years, and month after month, it continues to be one of our top call generators and one of our top returns on ad spend. So for those who say newspapers are dead, it's very much alive for our local community who reads MailMax every week."

- Jen Wagner, BOSS Services Marketing Manager

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Jen Wagner, **BOSS Services Marketing Manager**



the team.

When I was in from them by death. There are many people grade school, and teams were being picked for kickball,

who walk through life as a widow, living each day without the comfort of companionship they formerly enjoyed. There are many basketball, or baseball during recess, I regupeople who aren't fatherless or widowed yet larly witnessed what I think is the typical walk through each day feeling rejected, unplayground experience when choosing lovable, or invisible.

But we are never invisible to God. This gest first and made their way down to the is the God who chose Israel-the smallest nation-to bring the Savior into the world. This is the God who chose Moses—not the greatest speaker or bravest man-to deliver Israel from slavery. This is the God who chose David-an afterthought even in the minds of his own family-to defeat a giant and lead as a king. This is the God who chose to save all of us, though he is very familiar with all of our sins, by forgiving those sins entirely through the perfect life and sacrificial death of the one truly "good" person-Jesus Christ.



to this, please?

Nick

Don't Buy Dear Nick,

Until the

First One

Sells

My wife and I are

Dear Dave,

looking to move from Washington, D.C., to

Greenville, South Carolina, in a couple of

months, and then sell our current home in Feb-

ruary or March after she gets things wrapped

up with her job. We are a little worried, though,

because of all the things we're hearing about

the housing market crashing. Could you speak

Your emotions and things you hear can creep up on you. I get that. But the fact is, there are still four buyers out there for every house that's up for sale. Now, are the buyers and the market as active and frenzied as they were several months ago? No. But you have to remember, the last couple of years have been crazy strange times for the housing market.

I've been in the real estate business since 1978, and I've never seen anything like it. Usually, it takes about 90 days to sell a house. You'll get some offers, and none of them will be at full price, but everyone will have time to think about things. That's normal, and it's

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probably a lot closer to how things will work themselves out for you now in Greenville.

But in any economy, my advice to you would be don't buy another house until yours has sold. If you end up with two house payments and your old house is sitting empty while you're having to pay for the mortgage, taxes, utilities and all the upkeep to make sure it's ready to show, you're going to become what's known as a motivated seller. I don't want you to just give it away, but you'll need to be very careful to make sure the timing on this deal makes sense.

Personally, I wouldn't buy another house until the first one sells.

— Dave

* Dave Ramsey is an eight-time national bestselling author, personal finance expert and host of "The Ramsey Show," heard by more than 18 million listeners. He has appeared on "Good Morning America," "CBS This Morning," "Today," 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 of Ramsey Solutions.

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I've been thinking about how many Veterans Days my dad observed as a veteran. Technically, since November 11 became officially named "Veterans Day" in June, 1954, it would be 56

days. But weren't there

thousands of ordinary days that he, not to mention my mom, siblings, and me, celebrated in some little way that he was simply here among us? I guess I don't really know the answer, but I do know that being in the limelight of this annual column always made him, and my mom too, feel a little embarrassed. But I always soothed their nerves with these tender words: "Tough toenails."

When I think of Veteran's Day, I mentally snap to 'ten-HUT for my mom and dad.

www.MailMaxOnline.com A Couple of Sure Vets

They're vets of "The Big One," World War II. My dad had enlisted in the summer of 1941, so he was already in uniform when America got involved, and he stayed in it throughout. (Well, he changed into clean uniforms once in while. I hope.)

While my dad was cultivating a taste for army food, my mom helped in all the ways that a teenage schoolgirl could. She assisted my grandpa with his duties as a block warden, finished her compulsory education, conserved and rationed. And praved.

Dad spent almost two years on the island of New Caledonia in the South Pacific. A couple years ago, I finally memorized the dates that he was overseas. He reached New Caledonia on April 21, 1942, the day after his 20th birthday. I figure the other end of the equation is one of the most important days of my life, even though it was 4,860 days before I was born: he headed home - all in one piece - on April 1, 1944.

Something tells me that on the voyage home, he didn't foresee a future that would bring him a degree from Wabash College (on the GI Bill). marriage to a DePauw University co-ed (58 years and counting), and long careers for both of them in elementary and high-school education - including their own "continuing education" at the hands of their five brilliant children.

I come from a family of readers, and at one time my parents owned scores of books about WWII. I was very fond of one of them when I was a kid. It's called "*Up Front.*" It's a book of wartime cartoons by a guy named Bill Mauldin, who honored the fortitude of ordinary GI's through two foot soldiers named "Willie and Joe."

Mauldin's drawings of Willie and Joe are wonderful - a couple of regular guys always balancing their weariness against their determination. They always need a shave, and a change of uniform. (Willie and Joe won a Pulitzer Prize for Mauldin, but I once read that General George Patton just HATED the way they looked.)

As a kid, I'd draw my own versions of Willie and Joe. They were about what you'd expect from a 10-year old, although I did do a pretty nice job with their stubbly whiskers. Of course, I could observe and touch the occasionally unshaven face of a reallive vet.

Lucky me.

PS - Thanks dad and mom (we miss you both). and thanks to every vet of the front lines or the home front

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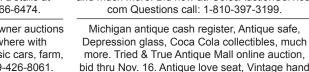
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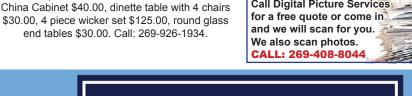
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