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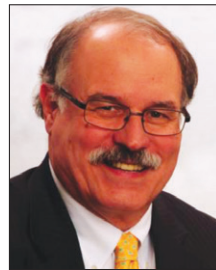
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Moody on The Market

Pat
Moody

Dablon Winery Seeks to Prove SWMI is "World-Class" Region, Langhe set for Summer Release

By Ryan Yuenger

Perceptions can be difficult to change in the wine world, but that is not going to stop Dablon Vineyards and Winery owner William Schopf from trying.

Whether he is growing rarely seen grape varieties thought to be impossible to grow in Michigan or showing customers one-by-one that world-class wine can be produced in the region, Schopf remains determined to make Dablon a tidal wave that helps lift all boats in the Michigan wine community.

While he spent most of his professional career in Chicago, Schopf said he's had a house in southwest Michigan for about 40 years. During much of that time, he thought the views of Michigan as a subpar wine region were not unfounded.

"Historically, the wines weren't that good," he said. "Let's say I was looking for a \$35 bottle, and I had one from Sonoma, one from Napa, and one from Michigan. I never would've bought the Michigan one."

Schopf, who in 2009 planted his first grapevines along Baroda's glacial hillside at 111 W. Shawnee Road, has since structured his Baroda vineyard in the likeness of those found in the Burgundy and Bordeaux regions of France. He believes southwest Michigan's unique terroir can handle most cool weather grapes and has proven as much by growing 17 different varieties on-site.

Yet, the belief still exists that Michigan wines do not compare to those from revered regions around the world or even the United States. Wine Enthusiast Magazine even recently dropped Michigan from its review coverage.

"My biggest challenge starting this vineyard and winery is overcoming the reputation of Michigan wine as being sweet, white, and cheap," he said. "We're just the opposite. We're expensive, we're mostly dry and red - although our whites are great too."

These headwinds, however, are not stopping Schopf and Dablon Winemaker Rudy Shafer from pushing the limits of what Michigan wine can be.

Continued on page 14

Spring

will be here soon!



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Marcy Simpson

Executive
Director,
Southwestern Michigan
Tourist Council

Fun and interesting things to do in Southwest Michigan

Greetings MailMax readers!

February is coming to a close and spring is approaching quickly. It is a wonderful time to get out and take in a new experience in Michigan's Great Southwest.

If you're looking for some fun, fashion and friendship: grab a pal and make your way to Waterfront House of Framing and

Fashion on Sunday, February 26 at 3 p.m..

They will be hosting *Catwalk on the Waterfront*, a Spring fashion show, and mixer. This event will benefit The Children's Advocacy Center of Southwest Michigan (CAC). *Catwalk on the Waterfront* will feature a 70-foot runway with models wearing the

Continued on page 2

Inserts & Promotions

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Simpson *Continued from cover*

newest spring fashions from national and regional designers including: *KozySaila*, *Undercover Popular*, *Yellow Triangles* and more. The owners of Waterfront will also be previewing a piece from their own signature line *Grace & Glory*, set to launch in 2023. Over a dozen local models will be featured, including guest model Pawnee, the CAC therapy dog.

Get your hunt on and a chance to win a \$25.00 gift certificate to the gift shop at the History Center at Courthouse Square. All March long, visitors can participate in the garden-themed scavenger hunt. A donation of \$1.00 will get you going when you stop by the front desk to start your search. Happy hunting.

Twin City Players announces the fourth production of its 2022-2023 90th Mainstage Season of Comedy, *The Outsider* by Paul Slade Smith. Ned Newley doesn't even want to be governor. He is terrified of public speaking and his poll numbers are impressively bad. To his ever-supportive Chief of Staff, Ned seems destined to fail. Political consultant Arthur Vance sees things differently; Ned might be the worst candidate to ever run for office. Unless the public is looking for... the worst candidate to ever run for office. A timely and hilarious comedy that skewers politics and celebrates democracy. The show runs multiple days between March 3 through March 19

Celebrate and meet local makers of beer, wine, spirits, and ciders at the fourth annual *Makers Ball* at The Inn at Harbor Shores Saturday, March 4 at 7 p.m. Make your reservations now for one of the best parties of the year.

Get your tickets now and join the folks at The Acorn, along with The Dirty Dozen Brass Band, for a Mardi Gras celebration Thursday, March 9 at 7 p.m. The Dirty Dozen Brass Band is arguably one of the most influential ensembles to emerge in New Orleans over the last 25 years. The Dirty Dozen revolutionized the New Orleans brass band style by incorporating funk and bebop into the traditional New Orleans jazz style, and since has been a major influence on local music. They won the Grammy Award for Best American Roots Performance in 2023.

Watch storefronts of participating businesses come alive during March Mannequins in downtown St. Joe Friday, March 10. Windows will display community volunteers as they pose perfectly still, like mannequins. This year's theme is board games, so it's sure to be an exciting event. Vote for your favorite window at stjoetoday.com/vote.

Head out to Journeyman Distillery Sunday, March 12 at 1 p.m. for the *Weddings and Whiskey Winter Bridal Show*. Weddings and Whiskey brings together your favorite vendors and beverages for a day of celebration and inspiration. Wander the rustically elegant Warren Hall and Grainery event spaces, sample famous spirits, check out a live-styled shoot to see the latest trends, and connect with professionals who can take your wedding day from special to spectacular.

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

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Photo of the Week



Dogwood

Photo by Thom Goodyke

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Nick Christe

Real Estate Investor,
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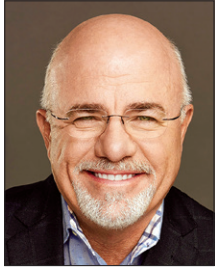
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Dave Ramsey

Financial Expert
The Ramsey Show

Dave Says
Are you willing to do what it takes?

Dear Dave,
I'm an anesthesiologist, and I make between \$260,000 and \$270,000 a year. My wife is a stay-at-home mom who takes care of our preschool-age kids. We have about \$50,000 in a retirement fund, \$50,000 in consumer debt, \$220,000 in student loan debt, and we owe \$280,000 on our house, which is worth around \$500,000. We're thinking about using our retirement fund to pay off credit cards and such, then selling the house and using the money to pay off the student loans. After that, we'd live in an apartment for a while, save up 20% or more for a down payment on the next home, and do things right financially moving forward. What do you think about this game plan?

Jake

Dear Jake,

Wow, I really appreciate your motivation, man. You're willing to do whatever it takes, and that's pretty cool. Not many people have the determination to do the kinds of things you're talking about.

I almost never tell people to sell their homes. If you actually can't afford it, that's

one thing—and in that case, we'd sell the house. If it's the only way to avoid bankruptcy, we'd get rid of it in a heartbeat. But in your case, things are a little different. You're in a pretty deep hole, but your income as an anesthesiologist gives you a really big shovel you can use to carve out some steps, get up out of that hole, and fill it in so you never fall in again.

Now, this is going to mean some real lifestyle changes for a few years. I'm talking about beans and rice, and no vacations. There's no more living like a rich doctor, because you're not a rich doctor—you're a broke doctor. We're going to temporarily stop adding to your retirement fund, not cash it out, and we're going to start living on a written, monthly budget where every single dollar is given a name and a purpose.

Cleaning up \$270,000 of debt sounds scary. But with a \$260,000 income and the other changes we talked about, you could put \$90,000 a year toward all this and have it completely cleaned up in just three years. That's what I'd do if I woke up in your shoes. It will set you free for the rest of your lives to invest and save.

Get on it, doc. You can do this!

– Dave

*Description automatically generated **
Dave Ramsey is an eight-time national bestselling author, personal finance expert and host of "The Ramsey Show." 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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Sarah Spoonholtz

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Business Recognition Award Winners!

Over the next few weeks, we will be highlighting our nominees and winners from Friday's Business Recognition Breakfast. Starting this week, we are focusing on the Best New Business, Small Business of the Year, and Rising Star Awards:

BEST NEW BUSINESS AWARD - The category recognizes businesses that are brand new to Southwest Michigan within the last two years. Nominees for the Best New Business Award included:

- The Aware Lab for Movement & Creativity
- Local Pour
- Mosquito Mob Services
- Nature Therapy of Michiana
- Stacey Martin | Freelance Writer
- Sturgis Bank & Trust St. Joseph & Niles Banking Centers.

And the winner is... LOCAL POUR

Local Pour opened their doors in June of 2021. Owners Chalet Sturgeon and Jayme Neumann created Local Pour to be a different kind of tasting room, one that provides people the unique opportunity to discover an assortment of Michigan wines with the guidance of friendly, educated hosts. They have continued to be a favorite for visitors and residents in

the Sawyer area to enjoy craft beers, ciders, and cocktails from the best Michigan makers, and have expanded their offerings to include live music, fundraisers, and more.

SMALL BUSINESS OF THE YEAR AWARD

This award highlights a local small business that stands out for developing an outstanding, growing business. The nominees are:

- Crystal Springs Florist & Garden Center
- Family Physicians of St. Joseph
- Full Circle Cafe and Espresso Bar
- Parrett Company
- Ravitron
- Willwocks Outdoor Living

And the winner is.... FULL CIRCLE CAFE & ESPRESSO BAR

Full Circle Café & Espresso Bar exists for one sole purpose - to show the Southwest Michigan food scene some love. Longtime Southwest Michigan locals, and husband and wife team, Ryan and Jayme Bendoski believe in creating a space that is equal parts comfort as it is seasonality, sustainability, and locally sourced. All the while, they're focusing on giving back to the community that has given them so much in the six years their doors have been open. Jayme and Ryan work with their dedicated Full Circle crew to offer a variety of delicious breakfast, lunch, and dinner items, along with scratch-made baked goods and a full-service coffee bar, featuring locally roasted coffee and espresso drinks. The best part? You are guaranteed to be greeted with a genuine smile every single time you walk through the door. They love what they do and are on a mission to ensure that that love shines through in every delicious bite.

Our final award to feature this week is the **Rising Star Award** - The under 40's nominated for this award demonstrated excellence, creativity, and have shown leadership in their field of business or profession. This year's nominees are:

- Josh Kitchell
- Derek Niedzwiecki
- Maureen Stroud

And the winner is.... JOSH KITCHELL, MOSQUITO MOB SERVICES

Josh Kitchell graduated high school from Bridgman in 2001. He then went on to get his undergraduate degree from Siena Heights University and his MBA in International Business from Cornerstone University. Being an entrepreneur at heart, Josh owned and operated two Anytime Fitness gyms located in Grand Haven and Holland from 2010-2018, before working at Mosquito Squad as director of Operations. This led to Josh once again returning to the entrepreneurship world and starting his own pesticide company Mosquito Mob. One of his core beliefs is helping his team grow, in doing so he's assisted them in obtaining their GED's and enrolling in college courses. When not running his own company, Josh teaches middle school at Benton Harbor Charter Academy focusing on financial literacy and Introduction into Business, volunteers for Junior Achievement of Berrien and Cass Counties, has worked as an adjunct professor at Lake Michigan College and coaches middle school football and basketball.

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Don Stuart
Humorist

With such obsessive attention to detail, I figured some weather wonk would've already separated every March 1st and every March 31st since the dawn of recorded history into "Lions" and "Lambs."

No dice. So I tried to figure it out for myself, but with measures piled higher and deeper everywhere I turned, my brain was quickly benumbed. Seeking relief, my attention wandered to how the whole "in like a lion/lamb, out like a lion/lamb" thing got started.

The story begins in ancient times, when ancient persons gazed at the nighttime skies and tried to creep each other out by connecting the stars to form nightmare-inducing images of serpents, wolves and senate filibusters.

Two of these constellations came to be known by ancient persons as "The Lion" and "The Lamb." After years of constant, devoted scientific study of the night sky, several ancient persons observed that they'd permanently damaged their necks. But they also noticed that every March 1st, "The Lion" constellation would rise in the east ("come in"), and on every March 31st, "The Lamb" would set in the west ("go out").

But their keen observations didn't stop there. They ALSO noticed that, every March 1st and every March 31st, there would always be - without fail - weather. Sometimes nice, sometimes not so much. Finally, after years of talking about these phenomena, but not doing anything about them, the ancients finally linked their astrological and meteorological observations into a cohesive, scientific and reliable formula that they believed could be relied upon at the beginning and end of every March, for centuries to come, for predicting the NCAA basketball tournament.

I tried the ancient formula last year, and it's as accurate as today's ultra-scientific weather forecasts, meaning it's not. Then again, maybe I just boogered up the delicate combinations of star charts and strength of schedule. How else to explain my championship game matchup of Purdue vs. Eva Longoria? (I picked Eva.)

Weathering the lions and lambs

After weeks of intensive research and study, I'm prepared to answer the question that's on every thinking person's mind this time of year: "If the country that wins the upcoming World Baseball Classic has a player or players who will suit up for the Chicago Cubs during the regular major league baseball season, would that count as a 'championship' for the Cubs?"

I posed this question to my siblings and got two responses: "The World Baseball *what?*" and "Ha-ha-ha-ha-ha-ha-ha-ha-ha-ha-ha-ha-ha-ha-ha-ha-ha-ha-ha!"

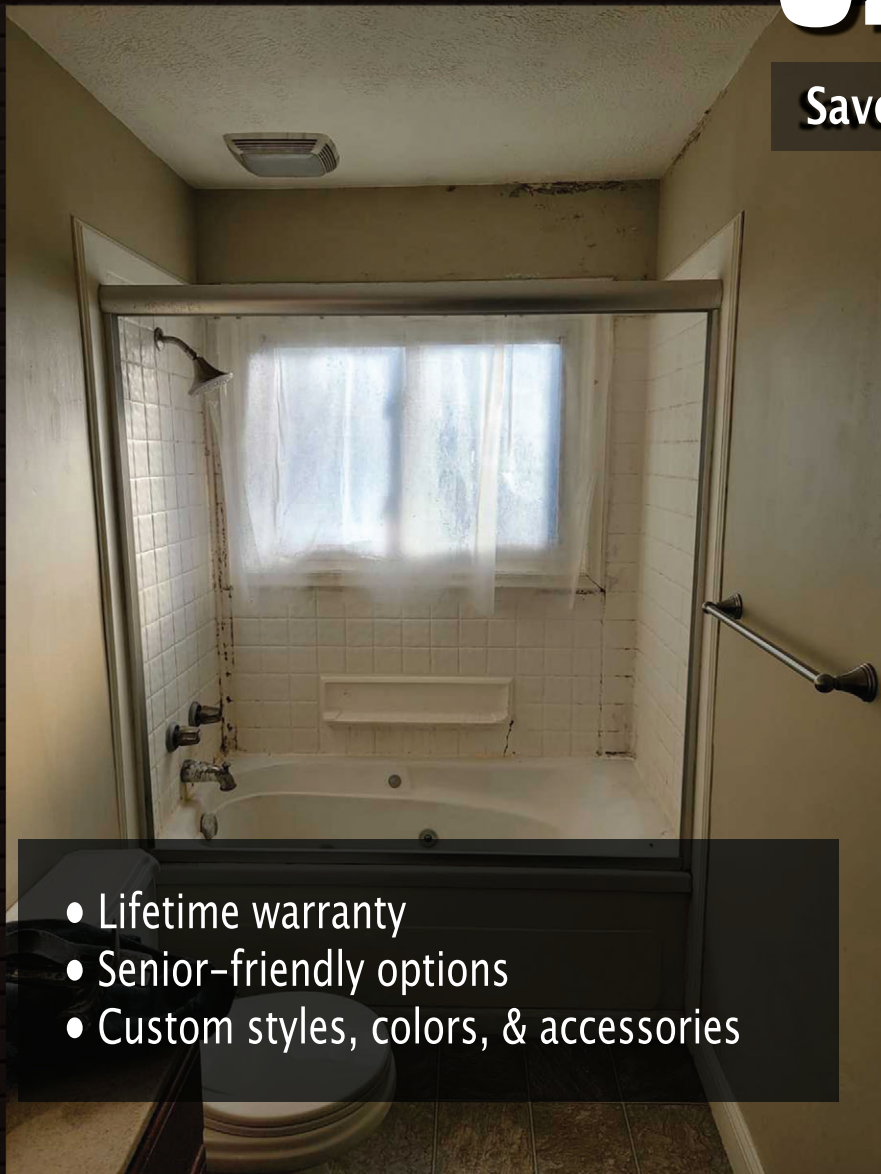
So maybe, instead we, should consider something else we're all avidly curious about: "Will March come in like a lion, or a lamb?" Well, I've exhaustively analyzed mountains of historical weather statistics, and I'm going on the record with this guaranteed forecast: "Yes."

Okay, maybe there's a smidgen of wiggle room in this prediction, but holy guacamole, have you ever tried exhaustively analyzing mountains of historical weather statistics? Weather records feature not just "highs" and "lows," but also "cumulatives" and "medians" and "deviations from norms" (instances when the actual weather didn't match the predictions of weatherpersons named "Norm"). Heck, I'm a sports fan, wherein part of the attraction is the huge flow of numbers; but sports stats are to meteorological stats as the Paw Paw River is to the Amazon.

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2022 FORD ESCAPE TITANIUM ALL WHEEL DRIVE

Iced Blue Silver Metallic, Leather Seats, 2.0 EcoBoost Engine, Wireless Charging Pad, 19 Inch Luster Nickel Aluminum Wheels, B&O 10 Speaker Sound System, Heads-Up Display, Panoramic Vista Roof, Navigation, Remote Start System, Adaptive Cruise Control, Heated Front Seats, Heated Steering Wheel, and Much More! F22266

MSRP.....\$42,255
 SIEMANS DISCOUNT.....- 760
SALE PRICE FOR EVERYONE.....\$41,495
 TRADE-IN ASSISTANCE BONUS CASH*.....- 2,000
 2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH*.....- 500
AS LOW AS.....\$38,995
 PLUS 0.0% FOR 36 MONTHS, 2.9% FOR 48 MONTHS, or 3.9% FOR 60 MONTHS (WITH APPROVED CREDIT)
 (* MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



2023 FORD EXPLORER XLT 4X4

Stone Blue Metallic, ActiveX Seating Material, Heated Steering Wheel, Heated Front Seats, Remote Start, Power Passenger Seat, Power Liftgate, and Much More! F23034

MSRP.....\$45,730
 SIEMANS DISCOUNT.....- 735
SALE PRICE FOR EVERYONE.....\$44,995
 2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH*.....- 500
AS LOW AS.....\$44,495
 PLUS 0.0% FOR 36 MONTHS or 4.9% FOR 48 MONTHS, or 5.9% FOR 60 MONTHS (WITH APPROVED CREDIT)
 (*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



2022 FORD MUSTANG GT CONVERTIBLE

Oxford White, Leather Seats, Active Valve Performance Exhaust, Navigation, Adaptive Cruise Control, and Much More! F22304

MSRP.....\$55,460
 SIEMANS DISCOUNT.....- 465
SALE PRICE FOR EVERYONE.....\$54,995
 2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH*.....- 500
AS LOW AS.....\$54,495
 PLUS 1.9% FOR 36 MONTHS OR 2.9% FOR 48 MONTHS, or 3.9% FOR 60 MONTHS (WITH APPROVED CREDIT)
 (*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



2022 FORD F-250 SUPERCAB SERVICE BODY

Oxford White, Locking Rear Axle, Power Windows and Locks, Trailer Brake Controller, Rear Camera, Knapheide Service Body, and Much More! F22229

MSRP.....\$46,420
 ADD FOR SERVICE BODY.....+12,295
 SUBTOTAL.....\$58,715
 SIEMANS DISCOUNT.....- 1,720
SALE PRICE FOR EVERYONE.....\$56,995
 2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH*.....- 500
AS LOW AS.....\$56,495
 (*MUST QUALIFY)



2022 FORD F-150 SUPERCREW LARIAT 4X4

Agate Black Metallic, 2.7 EcoBoost Engine, Integrated Brake Controller, 360 Degree Camera Package, Leather Seats, Lariat Black Appearance Package, Power Tailgate, Tailgate Step, B&O Unleashed 18 Speaker Sound System, Twin Panel Moonroof, Navigation, and Much More! F22237

MSRP.....\$69,875
 SIEMANS DISCOUNT.....- 1,380
SALE PRICE FOR EVERYONE.....\$68,495
 2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH*.....- 500
AS LOW AS.....\$67,995
 PLUS 0.0% FOR 36 MONTHS, 1.9% FOR 48 MONTHS, or 2.9% FOR 60 MONTHS (WITH APPROVED CREDIT)
 (*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



2022 FORD F-450 4X4 DUMP TRUCK

Oxford White, Cloth Seats, 6.7 Power Stroke DIESEL Engine, Limited Slip Rear Axle, Power Windows and Locks, Running Boards, Skid Plates, Trailer Brake Controller, VOTH Aluminum Drop Side Dump Body, and Much More! F22297

MSRP.....\$62,245
 ADD FOR DUMP BODY.....+30,064
 SUBTOTAL.....\$92,309
 SIEMANS DISCOUNT.....- 1,314
SALE PRICE FOR EVERYONE.....\$90,995
 2023 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH*.....- 500
AS LOW AS.....\$90,495
 (*MUST QUALIFY)

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2022 DODGE CHALLENGER GT ALL WHEEL DRIVE

Go Mango, Blacktop Package, Navigation, Power Sunroof, Heated Front Seats, Heated Steering Wheel, 20 Inch Black Aluminum Wheels, Alpine Speakers, and Much More! C22176

MSRP.....\$44,170
 SIEMANS DISCOUNT.....- 1,175
 NATIONAL RETAIL BONUS CASH...- 2,000
SALE PRICE FOR EVERYONE \$40,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$40,495

(*MUST QUALIFY)



2023 JEEP CHEROKEE ALTITUDE LUX 4X4

Diamond Black Crystal, Leather Seats, 18 Inch Black Spoke Wheels, Remote Start, Heated Steering Wheel, Heated Front Seats, Power Liftgate, Blind Spot and Cross Path Detection, Adaptive Cruise Control, Lane Departure Warning, Parallel and Perpendicular Park Assist, Navigation, and Much More! C23048

MSRP.....\$41,230
 SIEMANS DISCOUNT.....- 235
SALE PRICE FOR EVERYONE \$40,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$40,495

(*MUST QUALIFY)



2022 RAM 1500 QUAD CAB 4X4 NIGHT EDITION

Billet Silver Metallic, Navigation, Trailer Brake Controller, Bucket Seats, 20 Inch Wheels, Anti-Spin Rear Axle, Heated Front Seats, Heated Steering Wheel, Remote Start, Power Seat, Rear Power Sliding Window, Power Adjustable Pedals, and Much More! C22264

MSRP.....\$55,935
 SIEMANS DISCOUNT.....- 1,940
 2022 CHRYSLER CAPITAL BONUS CASH* - 1,000
 NATIONAL RETAIL CONSUMER CASH - 1,000
 BONUS CASH.....- 2,000
SALE PRICE FOR EVERYONE \$49,995
 STELLANTIS LEASE LOYALTY BONUS CASH* - 2,000
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$47,495

(WITH APPROVED CREDIT)*

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



2022 RAM 1500 CREW CAB BIG HORN 4X4

Patriot Blue Pearlcoat, Bucket Seats, Sport Appearance Package, Power Seat, Touchscreen Radio, Power Adjustable Pedals, Rear Power Sliding Windows, Anti-Spin Rear Axle, Navigation, Remote Start, 20 Inch Aluminum Chrome Clad Wheels, and Much More! C22230

MSRP.....\$57,305
 SIEMANS DISCOUNT.....- 2,510
 NATIONAL RETAIL CONSUMER CASH - 1,000
 2022 CHRYSLER CAPITAL BONUS CASH* - 1,000
 BONUS CASH.....- 2,000
SALE PRICE FOR EVERYONE \$50,795
 STELLANTIS LEASE LOYALTY BONUS CASH* - 2,000
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500

AS LOW AS \$48,295

(WITH APPROVED CREDIT)*

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



2022 JEEP GRAND CHEROKEE TRAILHAWK 4X4

Bright White, CAPRI Leather/Suede Seats, Navigation, Front Passenger Interactive Display, Dual Pane Panoramic Sunroof, Wireless Charging Pad, Hands-Free Power Liftgate, 2nd Row Window Shades, Heated Seats, Heated Steering Wheel, and Much More! C22198

MSRP.....\$62,030
 SIEMANS DISCOUNT.....- 3,035
AS LOW AS \$58,995



2022 RAM PROMASTER 3500 WITH KUV BODY

Bright White, Cloth Seats, Adaptive Cruise Control, Wide Power Heated Mirrors, Knapheide KUV Body, and Much More! C22232

MSRP.....\$43,295
 ADD FOR KNAPHEIDE BODY.....+21,306
 SUBTOTAL.....\$64,601
 SIEMANS DISCOUNT.....- 2,606
 2022 ON-THE-JOB COMMERCIAL EQUIPMENT UPFIT** - 1,000
SALE PRICE FOR EVERYONE \$60,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$60,495

(*MUST QUALIFY/** BUSINESS OWNERS ONLY)



2022 RAM 2500 CREW CAB LARAMIE 4X4

Delmonico Red, Night Edition, LED Box Lighting, Leather Bucket Seats, 6.4 HEMI V8 Engine, Snow Chief Group, 20 Inch Black Painted Aluminum Wheels, Heated Seats, 17 Speaker Harman Kardon Premium Sound, Heated Steering Wheel, and Much More! C22168

MSRP.....\$72,170
 SIEMANS DISCOUNT.....- 3,175
 BONUS CASH.....- 1,000
 SELL-DOWN BONUS CASH.....- 1,000
SALE PRICE FOR EVERYONE \$66,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$66,495

(*MUST QUALIFY)



2022 RAM 3500 4X4 DROP SIDE DUMP

Bright White, 6.7 Cummins DIESEL Engine, Rear Back-Up Camera, Chrome Tubular Side Steps, Electronic Shift-On-The-Fly Transfer Case, Power Windows and Locks, Chrome Appearance Package, MAX Tow Package, Airflow 11 Foot Drop Side Dump, and Much More! C22227

MSRP.....\$67,225
 ADD FOR DUMP BODY.....+21,673
 SUBTOTAL.....\$88,898
 SIEMANS DISCOUNT.....- 1,903
 2022 ON-THE-JOB COMMERCIAL EQUIPMENT UPFIT** - 1,000
SALE PRICE FOR EVERYONE \$85,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$85,495

(*MUST QUALIFY/** BUSINESS OWNERS ONLY)

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WAS \$26,886



**2019 JEEP CHEROKEE
LATITUDE 4X4**

NOW \$25,995

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 33K Miles, Power Driver's Seat, Touchscreen Display, Blind Spot and Cross Path Detection, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Billet Silver Metallic, U22182

WAS \$29,614



2018 LINCOLN MKX

NOW \$26,995

3.7 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 49K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Climate Control, Hands-Free Liftgate, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Blue Diamond Metallic, F2225H

WAS \$28,432



**2019 BUICK
ENVISION ESSENCE AWD**

NOW \$27,377

2.5 EFI Engine, 6 Speed Automatic, Chrome Wheels, 42K Miles, Remote Start, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Blind Spot Monitor, Cross-Traffic Alert, Back-Up Camera, Rear Parking Aid, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! Chili Red Metallic, U22178

WAS \$55,255



**2017 FORD F-150
SRW CREW CAB**

NOW \$51,995

6.2 V8 EFI Engine, 6 Speed Auto, Alum Wheels, Remote Start, Nav, SYNC 3, Chrome Pkg, Power Leather Seats, Heated Front Seats, Heated Steering Wheel, Blind Spot Monitor, Cross-Traffic Alert, Back-Up Camera, Rear Parking Aid, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! Technology Bundle, Remote Keyless Entry System, Oxford White, U22178A

WAS \$30,806



**2021 HONDA
HR-V EX-L AWD**

NOW \$26,824

1.8 EFI Engine, 1 Speed CVT Automatic, Styled Steel Wheels, 35K Miles, Leather Heated Front Seats, Power Moonroof, Auto Climate Control, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Start, Remote Keyless Entry System, Balance of Factory Warranty! Crystal Black Pearl, C22137C

WAS \$39,729



**2018 FORD TRANSIT 350 HR
DRW CARGO VAN**

NOW \$35,423

3.2 I5 DIESEL Engine, 6 Speed Automatic, Aluminum Wheels, 126K Miles, SYNC, Preferred Equipment Package, CD-Player, Single Slide Side Door, Reverse Park Aid, Back-Up Camera, Limited Slip Axle, Trailer Brake Controller, Remote Keyless Entry System, Oxford White, F22263A

MANANA SPEC

JUST A SHORT DRIVE TO BRIDGMAN FOR GREAT DEALS SEE OUR

WAS \$54,569



**2020 TESLA MODEL 3
LONG RANGE AWD**

NOW \$39,995

Electric, 1 Speed Automatic, 40K Miles, Memory Power Leather Heated Front Seats, 2nd Row Heated Seats, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Aerial View Display System, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Balance of Factory Warranty! Deep Blue Metallic, C22166A

WAS \$21,488



2016 FORD FLEX SEL AWD

NOW \$19,828

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 90K Miles, Remote Start, Memory Power Leather Heated Front Seats, Power Adjust Pedals, Multi-Panel Vista Roof, Auto Climate Control, Blind Spot Monitor, Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Kona Blue Metallic, F2226A

WAS \$33,467



**2019 FORD
EXPLORER XLT 4X4**

NOW \$30,390

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

WAS \$40,995



**2022 HONDA
ACCORD EX**

NOW \$37,995

2.0 EFI Engine, 1 Speed CVT Automatic, Aluminum Wheels, Heated Front Seats, Power Moonroof, Auto Climate Control, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Drive Assist, Blind Spot Monitor, Back-Up Camera, Remote Keyless Entry System, Oxford White, U22178A



**2019 FORD
EDGE TITANIUM AWD**

NOW \$32,744

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Nickel Plated Aluminum Wheels, 24K Miles, Remote Start, SYNC 3, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Panoramic Vista Roof, Auto Climate Control, CD Player, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Hands-Free Power Liftgate, Remote Keyless Entry System, Ford Certified! White Platinum Metallic, U22191



**2020 FORD F-250 SRW
REGULAR CAB 4X4**

NOW \$45,995

7.3 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 32K Miles, Security Cover, Bedliner, Running Boards, STX Appearance Package, Roof Clearance Lights, Uppfitter Switches, Back-Up Camera, Remote Keyless Entry, Balance of Factory Warranty! Race Red, F22273A



**2017 FORD E-350 SUPER
DUTY CUTAWAY BOX TRUCK**

NOW \$34,797

6.8 V10 EFI Engine, 6 Speed Automatic, Steel Wheels, 100K Miles, Cruise Control, Power Windows and Locks, Black Vinyl Floor Covering, Remote Keyless Entry System, Oxford White, U22185



2018 DODGE JOURNEY SXT

NOW \$19,671

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 33K Miles, Blacktop Package, 3rd Row Seating, CD-Player, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Dodge Certified! Pitch Black Clearcoat, C22252A



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**250 LARIAT
CAB 4X4
NOW \$34,187**

50K Mi, Bedliner, Running Boards, Remote Start, Heated Front Seats, Power Adjust Pedals, Adaptive Steering, Lane Keeping Alert, Blind Spot Camera, Trailer Brake Controller, Tow Control System, Shadow Black, F22294A

**2019 BUICK ENCORE
ESSENCE AWD
NOW \$23,301**

1.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 25K Miles, Remote 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

**2016 FORD FLEX SEL AWD
NOW \$18,684**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 82K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Power Adjust Pedals, Multi-Pane Vista Roof, Auto Climate Control, CD-Player, Blind Spot Monitor, Reverse Sensing System Back-Up Camera, Power Liftgate, Remote Keyless Entry System, White Platinum Metallic, F22202B

**2020 GMC TERRAIN SLE AWD
NOW \$25,816**

1.5 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 41K Miles, Lane 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

SIEMAN'S SPECIALS

**2021 JEEP WRANGLER
UNLIMITED RUBICON 4XE
NOW \$53,995**

2.0 Hybrid EFI Engine, 8 Speed Automatic, Aluminum Wheels, 23K Miles, Remote Start, Navigation, Leather Heated Front Seats, Heated Steering Wheel, SKY 1-Touch Power Top, Adaptive Cruise Control with Stop, Full Speed Forward Collision Warning, Blind Spot and Cross Path Detection, Rear Park Assist System, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Sting-Gray, M22023A

**2020 FORD ESCAPE SE AWD
NOW \$25,995**

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, SYNC 3, Power Driver's Seat, Heated Front Seats, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black Metallic, U22158

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**HONDA
EX-L HYBRID
NOW \$34,665**

24K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Blind Spot Monitoring, Cross-Traffic Alert, Rear Parking Aid, Blind Spot Control, Balance of Factory Warranty, Crystal Black Pearl, F22039B

**2021 JEEP WRANGLER
UNLIMITED WILLYS 4X4
NOW \$44,708**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 17K Miles, Remote Start, 3-Piece Black Hardtop, Heated Front Seats, Heated Steering Wheel, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Sarge Green, U22131

**2019 FORD ESCAPE SEL 4X4
NOW \$25,756**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 15K Miles, Remote Start, SYNC 3, Power Driver's Seat, Leather Heated Front Seats, Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Oxford White, U22174

**2021 JEEP GLADIATOR
HIGH ALTITUDE 4X4
NOW \$46,995**

3.6 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

**2017 JEEP GRAND
CHEROKEE SUMMIT 4X4
NOW \$33,995**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 38K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Moonroof, Touchscreen Display, Adaptive Cruise Control, Blind Spot and Cross Path Detection, Lane Keeping Assist with Departure Warning, Front and Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Diamond Black Crystal Pearlcoat, C23038A

**2021 JEEP RENEGADE
TRAILHAWK 4X4
NOW \$32,806**

1.3 TURBO, 9 Speed Automatic, Aluminum Wheels, Only 7K Miles! Remote Start, Navigation, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Climate Control, Dual Pane Panoramic Sunroof, Blind Spot and Cross Path Detection, Lane Keeping Assist, Lane Departure Warning, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Silver Glacier Metallic, C23038A

**2022 RAM 1500 CLASSIC
TRADESMAN REGULAR CAB
NOW \$29,995**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 16K Miles, 8 Foot Box, Anti-Spin Rear Axle, Trailer Brake Control, Back-Up Camera, Ram Certified! Diamond Black Crystal Pearlcoat, C22148A

**2015 CHEVY SILVERADO
1500 LS DOUBLE CAB 4X4
NOW \$19,995**

4.3 V6 EFI Engine, 6 Speed Automatic, Styled Steel Wheels, 99K Miles, Security Cover, Remote Start, Power Windows and Locks, CD-Player, Remote Keyless Entry System, Summit White, U22140A

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2016 FORD ESCAPE S
NOW \$11,995

2.5 EFI Engine, 6 Speed Automatic, Steel Wheels, 105K Miles, Power Windows and Locks, SYNC, CD-Player, Back-Up Camera, Remote Keyless Entry System, Shadow Black, C23014B



2020 FORD EDGE SEL
NOW \$28,995

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 27K Miles, Remote Start, Navigation, SYNC 3, Ford Co-Pilot 360 Assist, Power Heated Front Seats, Auto Climate Control, Adaptive Cruise Control, Evasive Steering Assist, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Hands Free Power Liftgate, Remote Keyless Entry System, Ford Certified! Desert Gold, F22200A



2019 FORD RANGER SUPERCREW FX4 ROCKY RIDGE
NOW \$43,995

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 28K Miles, Rocky Ridge Conversion Package, Security Cover, Bedliner, Step Bars, Remote Start, SYNC 3, Power Leather Heated Front Seats, Power Slide Rear Window, Climate Control, Blind Spot with Cross Traffic Alert, Lane Keeping System, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Hot Pepper Red Metallic, C22087C



2018 GMC SIERRA 2500HD DENALI CREW CAB 4X4
NOW \$59,980

6.6 V8 DIESEL EFI Engine, 6 Speed Automatic, Aluminum Wheels, 44K Miles, Allison Duramax Transmission, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, Power Moonroof, Auto Temp Control, Lane Departure Warning, Front Collision Warning, Back-Up Camera, Locking/Limited Slip Differential, Remote Keyless Entry System, Balance of Factory Warranty! Onyx Black, C23052A



2018 JEEP GRAND CHEROKEE ALTITUDE 4X4
NOW \$29,995

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 58K Miles, Remote Start, Navigation, Power Driver's Seat, Heated Suede Front Seats, Heated Steering Wheel, Auto Climate Control, Rear Parking Aid, Rear Collision Mitigation, Power Liftgate, Remote Keyless Entry System, Diamond Black Crystal Pearlcoat, M23019A



2019 FORD F-150 XLT SUPERCREW 4X4
NOW \$38,997

5.0 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 48K Miles, Bedliner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Heated Steering Wheel, Power Adjust Pedals, Power Slide Rear Window, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Stone Gray, Ford Certified! U23009



2021 CHEVY TRAILBLAZER LT AWD
NOW \$27,688

1.3 EFI Engine, 9 Speed Automatic, Aluminum Wheels, Only 14K Miles! Remote Start, Power Driver's Seat, Heated Front Seats, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Front Collision Warning, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Dark Copper Metallic, U23007



2017 CHEVY CRUZE LT HATCHBACK
NOW \$14,986

1.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 83K Miles, Power Driver's Seat, Heated Front Seats, Power Moonroof, CD-Player, Navigation, Back-Up Camera, Remote Keyless Entry System, Summit White, C22199B

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2014 CHEVY EQUINOX LT
NOW \$8,982

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 148K Miles, Remote Start, Power Driver's Seat, CD-Player, Back-Up Camera, Remote Keyless Entry System, Champagne Silver Metallic, C22203B



2020 FORD EDGE TITANIUM AWD
NOW \$33,995

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 23K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Iconic Silver Metallic, U23004A



2012 JEEP WRANGLER UNLIMITED SAHARA 4X4
NOW \$21,870

3.6 V6 EFI Engine, 6 Speed Manual Transmission, Aluminum Wheels, Only 81K Miles, Dual Top Group, Black 3-Piece Hard Top, Leather Heated Front Seats, Remote Keyless Entry System, Black Clearcoat, C23033A



2020 CHEVY TRAVERSE LT AWD
NOW \$29,714

3.6 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 79K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, 3rd Row Seating, Blind Spot Monitor, Cross-Traffic Alert, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Summit White, U22193

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2015 KIA SOUL +

2.0 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 101K Miles, Navigation, Panoramic Sunroof, Back-Up Camera, Remote Keyless Entry System, Shadow Black, C22243A



NOW \$11,972

2021 DODGE CHALLENGER R/T SCAT PACK

6.4 V8 SRT HEMI Engine, 6 Speed Manual Transmission, Aluminum Wheels, Only 2K Miles, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Alpine Audio Group, Back-Up Camera, Remote Keyless Entry System, Dodge Certified! Granite Pearlcoat, C23022A



NOW \$47,995

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2020 JEEP WRANGLER SPORT WILLYS 4X4


2.0 EFI Turbo Engine, 8 Speed Automatic, Aluminum Wheels, Only 27K Miles, Convertible Soft Top, Power Windows, Touchscreen Display, Adaptive Cruise Control, Blind Spot and Cross Path Detection, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Billet Silver Metallic, C23022H



NOW \$35,512

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Moody *Continued from cover*

While Dablon features some of the more common grape varieties found in Michigan – Riesling, Pinot Grigio, Cabernet Franc and Merlot – the vineyard stands apart from others with grapes like Syrah, Tempranillo and Petit Verdot grown on-site.

“We want good vinifera wines – particularly French, Spanish or Italian,” Shafer said. “But the grapes have to grow here, too. California’s a lot warmer climate than we have, so we can’t grow Zinfandel, for example. We have to pick cool climate grapes. That’s primarily why we’re sticking with the French model.”

One of the new grape varieties Dablon has been growing is the Nebbiolo, which traces its origins to the Piedmont region of Italy. Schopf said the winery first planted this variety about six years ago, and it grows quite well in the southwest Michigan terroir.

“Commonly, it has been thought that Nebbiolo grapes are best grown and made into wine in the Piedmont region,” Schopf said. “Our Nebbiolo will, of course, not taste the same as the Nebbiolo grown in Piedmont,” Schopf said. “Perhaps it will be worse, perhaps better, but definitely different. In that regard, I think Nebbiolo has a future in the regions of the United States, such as southwest Michigan, where world-class wine grapes can be successfully grown.”

Shafer said he has not run into many problems growing any varieties they produce – at least ones that can’t be solved by integrated pest management. Both he and Schopf credit Lake Michigan and the rich, sandy soil of Michigan’s Fruit Belt for Dablon’s ability to grow so many grapes well.

“Lake Michigan ... powerfully improves our climate, slowing down bud break in the spring, holding back the frost in the fall and moderating the falling temperatures in the middle of winter,” Schopf said. “Just as importantly, we do not have the severe drought problems seen recently in Europe and California.”

The first bottles featuring the Nebbiolo will be released this summer, in the Langhe style. Schopf said 50 percent of the Nebbiolo grapes are being used for this style, which ages for about a year in European oak barrels before being bottled.

“The Langhe style Nebbiolo ... has been provided to customers in our tasting room for barrel sampling,” Schopf said. “The response has been quite positive both from them and our team.”

The other 50 percent will be used for a Barolo/Barbaresco style, which needs a 25-day maceration and up to four years in European oak.

In addition to that four years, the process of getting the proper harvest from a new grape variety can take another five years.

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Dablon gets their red wine varietals from a nursery in California, which takes about a year before they are ready to plant in Michigan. After that, Schopf said it will take about four years before a commercial harvest is ready.

So how does the wine producer stay patient? "The better question is, how do you stay alive long enough?" said Schopf, with a laugh. "We'll see."

Schopf said with the time-intensive process of making the wine, it can be difficult to answer the question of "Will our customers like this one in 2028 or 2029?" So, instead he focuses on two questions:

"Will it improve the reputation of Dablon, and will it improve the reputation of Michigan as being a world-class place to grow wine grapes and make world-class wines?" Schopf said. "So, we just tend to go for the best wines that they make around the world."

Another challenge in changing the perception, according to Schopf, is getting the wines into restaurants and stores across the region. Right now, he said they have wholesale distributors in Michigan, Indiana and Illinois.

"That has been the biggest challenge, especially trying to sell wine in Chicago," Schopf said. "People who come here, come back and buy our wine. They understand what we're doing and can see it. But, if they've never been here, we're just a Michigan wine -

they're not even ready to taste a great Michigan wine."

Dablon only started selling their wines to the public in 2015, but Schopf said he has seen the perception slowly changing - like a good wine, he says, the opinions will only get better with time.

"We're doing stuff that nobody's done before," said Schopf, adding the parking lot is often filled with people from northern Indiana - with an increase in traffic from Chicago and Grand Rapids as well. "We're doing 17 grapes and making over 30 different kinds of wine. It's a juggling act, but I think it's worth it."

Pat Moody

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Debbie Sterling, founder and CEO of GoldieBlox, is a driving force in the STEM industry, a powerful voice for women, and a leader for the next generation of female engineers. Concerned that so few women have traditionally pursued engineering as a career track, Sterling founded GoldieBlox, a multimedia toy company designed to foster creative exploration, ignite creativity, and develop spatial skills in young girls. GoldieBlox's Kickstarter campaign led to \$1 million in sales. The GoldieBlox app now has over 1 million downloads and more than 1 million toys have been sold across more than 6,000 major worldwide retailers.

During her presentation "When 'No' Leads to Innovation," Sterling shares her entrepreneurial journey and the story of how she and her team overcame rejection by thinking audaciously about how to challenge the status quo.

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The Housing Market in Southwestern Michigan

The fast and furious pace of the SWMI housing market has run out of steam. In January 2022, the market started with a record low inventory of houses for sale at 514 houses, and in January 2023, the housing inventory ticked up to 639 houses. So our housing inventory is still at a very low level for buyers in Allegan, Berrien, Cass, and the westerly 2/3 of Van Buren counties. So what could we expect the market to do in 2023?

January usually tends to be the least productive month of any given year. January 2021 was the last time sales in January peaked and ended with setting new all-time records for sales, selling prices, and total dollar volume in the year-over-year comparison that dates back to 2006. Then January 2022 closed with a 23 percent drop in sales from January 2021 (210 vs. 271). Now January 2023 closed with a 28 percent plunge in sales from January 2022 (151 vs. 210). From our last peak January 2021 to this

January of 2023, the market has stepped back 44 percent from its peak.

The average selling price declined to \$299,531 from \$301,017 in January 2022, which was less than a 1 percent change.

The January 2023 median selling price tumbled 4 percent (\$202,000 vs. \$210,000).

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

The total dollar volume at \$45,229,257 was down 28 percent from the \$63,213,613 collected in January 2022.

There were three bank-owned or foreclosed homes as a percentage of all transactions in January, or 2 percent of the closed transactions. The highest percentage in January was 57 percent in 2009.

At the end of January 2023, there were just 639 houses for sale, providing the market with a 3.3-month inventory for homebuyers. In 2013, the market had a 9.5-months supply of houses for sale.

Nationally, in January, the Freddie Mac mortgage rate was 6.13, down from 6.42 in December 2022 for a 30-year conventional mortgage. In January 2022, the mortgage rate was 3.55.

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

please contact your local REALTOR®.

When Selling a Home...

Take advantage of the low inventory of houses for sale during the winter by putting your home on the market now. If your home is well-maintained, it will be a stand out in cold, snowy weather. Draw perspective buyers into your home easier by keeping sidewalks, driveway, and steps shoveled and salted. Program your thermostat to stay at a nice, warm temperature throughout the day, so anytime buyers enter your house, it will feel warm and cozy. Open window shades to keep the house well-lighted, especially on dreary days, leave a few lights on to add appeal. Make your home look comfortable with simple touches by keeping a throw over the arm of a sofa and similar ideas, so buyers see themselves relaxing in the home. Appeal to buyers' sense of smell with the comforting smell of fresh baked brownies. To get a jump on the competition, ask your REALTOR® for specific or unique ideas that will make your home appealing to buyers.

When Buying a Home...

The internet is a wonderful thing. Online, you can find hundreds of calculators to determine if you are financially ready to be a homebuyer or if you should rent or buy.

And online, you can look at pictures of beautiful houses where you might want to live. However, using the internet to find your dream home is like looking

at adorable puppies in the window of a pet store. You know you want one, but how do you know which one will be right for you and your family now and over time?

There are so many steps in the home buying process requiring making life-changing and financial decisions, where the internet cannot help you weigh your options. Only the knowledgeable guidance of a REALTOR® can focus your efforts and give you the specific information you need to make a wise investment in your future.

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

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Pastor

Searches

*Seek the LORD,
all you humble of the land.
Zephaniah 2:3*

Want to know some of the top internet searches from 2022? Under the category of TV shows, top searches included: the *Star Wars* series, *Obi-Wan Kenobi*, the modern western series, *Yellowstone*, and the science fiction series, *Stranger Things*. Under movies, top searches included: *Jurassic World Dominion*, *The Batman*, and *Top Gun: Maverick*. Finally, in the overall category for top searches of 2022 included items such as: Powerball numbers, election results, and Queen Elizabeth.

When you take even a moment to consider what is at our fingertips to read, watch, research, and study—the prospect is staggering. Think about it: any contemporary figure, movie, event in history, scientific discovery, definition, culture, newsworthy headline, how-to video, book discussion, or speculation about

the future—all of it and more is just waiting for you to type the word in the search engine and hit, "Enter."

But even before the internet, humanity found itself surrounded by countless ways we could spend our time and energy. Countless ways we could use our eyes and ears.

Several hundred years before Jesus' birth, God's people had taken their spiritual search engines and hit "Enter" on all kinds of things—things that seemed important, that promised pleasure, happiness, purpose, and fulfillment. But they were wrong. They were wrong because all their searches were at the expense of spending time in the presence of their Lord and Savior.

And so, God called them to repentance. "Seek the LORD, all you humble of the land,"

February 25, 2023 MailMax Page 17
he said. He called upon them to acknowledge their sinful, wandering ways and look to him once again.

Many times, you and I have wandered in the same way. We searched the wrong places. We sought out the wrong people. And in doing so, we drifted from the Lord—the only one who gives us lasting peace, life, and joy.

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Prayer: Lord, I come to you in repentance. Forgive my foolish searches. Embrace me in your grace. Cleanse me in your blood. I am yours. Amen.

Submitted by Pastor Glenn T. Rosenbaum
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SUDOKU ANSWERS FROM PAGE 5

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

WORD SEARCH ANSWERS:



LEGALS

**Notice of Public Hearing
City of Bridgman
Berrien County, MI**

A public hearing is scheduled for 6:30 p.m. on Monday March 6, 2023, at a meeting of the Bridgman City Council to be held in the Council Chambers, 9765 Maple Street, Bridgman, MI to afford all interested parties the opportunity to comment on two DNR grant applications - Renovation of the Weko Beach Boardwalk to the Michigan Natural Resources Trust Fund program and Weko Beach East Campground Restroom Renovation to the Recreation Passport Grant Program.

Interested persons can request details of the proposed projects by contacting Sara Ball, Parks and Recreation Director at sball@bridgman.org or by calling Bridgman City Hall (269)465-5144

This notice is posted in compliance with Open Meeting Act Public Act 267 of 1976, MCL 15.261, et seq., and the Americans Disabilities Act. Individuals with disabilities requiring auxiliary aids should contact the City Clerk by writing or calling the following: Shelia Reitz, City Clerk (269)465-5144, 9765 Maple Street, Bridgman MI, 49106.

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 <p>2015 CHEVY EQUINOX LTZ AWD Just in! Perfect with all maintenance up to date!</p> <p>\$14,900</p>	 <p>★ 2019 HYUNDAI ACCENT SE Extra Extra Sharp!</p> <p>\$14,900</p>	 <p>JEEP WRANGLER SOX EDITION One of a kind!</p> <p>\$15,900</p>	 <p>★ 2013 FORD CMAX SE HYBRID Want 50+ MPG???? Whoop here it is!</p> <p>\$16,900</p>	 <p>★ 2016 FORD ESCAPE SE Just in! SAVE SAVE SAVE!!!!</p> <p>\$16,900</p>	 <p>★ 2015 NISSAN JUKE SV Every option with low miles!</p> <p>\$17,900</p>	 <p>2017 DODGE JOURNEY CROSSROADS Only 6,000 miles!</p> <p>\$18,900</p>
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 <p>★ 2018 FORD FLEX SEL AWD Showroom new, moonroof, with every option.</p> <p>\$26,900</p>	 <p>2020 CHRYSLER PACIFICA TOURING L Every option, even a moonroof!</p> <p>\$26,900</p>	 <p>★ 2020 HONDA CRV AWD Just in! Miles in the forties, saving in the thousands!</p> <p>\$29,900</p>	 <p>★ 2017 FORD EXPEDITION LIMITED 4X4 Every option, fully serviced, fully detailed.!</p> <p>\$29,900</p>	 <p>★ 2016 JEEP WRANGLER UNLIMITED 4X4 Hardtop Full power options, super clean widda price thats lean!</p> <p>\$29,900</p>	 <p>2019 RAM PROMASTER 2500 Like New, Low Miles!</p> <p>\$34,900</p>	 <p>2015 CHEVY 3500 DUMPBED Just in! Diesel, 12 ft dump bed!</p> <p>\$44,900</p>

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