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**Moody on The Market**

*Pat Moody*

**Walsworth Purchases St. Joseph Real Estate, Points to Growth**

There was good news recently about a 'quiet' company that's growing in St. Joseph—and around the country. The printing company known simply as 'Walsworth' says it's now the third largest printer of both books and magazines in the nation! That success is leading to long-term investment locally.

Walsworth has purchased the real estate that houses its St. Joseph operation, located on Maiden Lane in St. Joseph Township. Walsworth acquired IPC Print Services (a/k/a Imperial Printing) in 2010, taking over the building's lease in the process, and has been utilizing the plant's printing capabilities since then. Now, it has taken full ownership of the real estate.

"Purchasing this building tells our employees, and the St. Joseph community, that we're here to stay," said Phil Archer, General Manager of Walsworth – St. Joseph. "It's another step in showing our commitment to this location."

Lucas Vandermolen, the Manufacturing Support Manager at Walsworth – St. Joseph, feels that the purchase is a big step for the future of the plant. "The investment to own our facility is a huge commitment by the Walsworth family to our employees, customers, and community," said Vandermolen. "This purchase shows how much Walsworth values our plant and our people. This will help with our mission to create opportunities for our team, customers, and communities through print."

The company said the purchase was driven by the success of the St. Joseph plant and its workers. "This is a culmination of our relationships with our customers, our growth as a plant, and how we've been able to make the most out of our past capital investments," Archer added. "Bottom line, it's a reflection on all the hard work our employees have put in to satisfy our customers' needs."

CFO Jeff Vogel feels that this decision speaks to the company's overall strategy and values. "This just reaffirms that we are not short-term people," Vogel said. "Our company is long-term-minded, and we feel strongly

*Continued on page 13*

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**Marcy Simpson**

*Executive Director,  
Southwestern Michigan  
Tourist Council*

**Fun and interesting things to do in Southwest Michigan**

Season's greetings MailMax readers! Whether you're interested in outdoor activities, cultural experiences, or simply enjoying the local charm, Southwest Michigan has a lot to offer throughout the holiday season and beyond.

Complete 2023 by stimulating your chakra system from Root to Crown in an immersive electronic music and yoga experi-

ence at The Collective on Saturday, December 30 at 5:00 p.m. Participants will embark on a 2-hour journey of sound healing by fusing high-fidelity bass with specific Solfeggio frequencies and instruments tuned to stimulate each Chakra one at a time. Yoga and meditation guided by Adrienne Alane White. All

*Continued on page 2*

**Inserts & Promotions**

- Aldi • Family Fare
- Hardings Friendly Market
- Martin's Super Markets
- Save A Lot
- Sudoku Game Page 5

*Inserts may vary by zip code*

## Simpson *Continued from cover*

music is produced and improvised live by Detroit producer, Gar Den Boi, alongside Adri and Luke of The Collective with gongs, bowls, chimes, chanting, and energy-healing.

The Inn at Harbor Shores presents Bubble into the New Year on Sunday, December 31 at 7:00 p.m. This will be an evening of exceptional food and dancing. The party includes a DJ, champagne toast, fireworks, a selfie station, and late-night popcorn. Ultimate New Year's Eve Party Package includes an overnight stay in a guestroom. Dinner and party-only tickets are also available.

You're invited to the watch party at Sister Lakes Brewing Company as Chef Justin Paruskiewicz competes on Food Network's Guy's Grocery Games. The kitchen will be closed so the culinary team can join the party, but the beer will be flowing, and Propaganda Pizza will be on site serving up salads and slices of their delicious pizza. Don't miss the fun on Wednesday, January 3 at 7:30 p.m.

Join JLN Studio for a variety of fun classes beginning Thursday, January 4 with painting a wintery tree. Follow that up with an

Italian Window Painting class on Tuesday, January 16. No experience is necessary. All painting supplies and instructions are included.

Calling all history buffs! Test your knowledge of Michigan history in a friendly, light-hearted competition on Friday, January 5 at 6:00 p.m. at The Heritage Museum. Bring your team of up to eight or join with fellow history aficionados that you meet after you arrive. There will be a 50/50 raffle, games, and a cash bar available throughout the night.

Take a dive into the brewing process and see how River Saint Joe Brewery goes from "Plant-to-Pint" on Saturday, January 6 at 3:00 p.m. at this winter brewery tour. Groups will be guided by one of our brewing staff and learn about the brewing process, our methods, as well as the sustainable and organic practices we employ both as brewers and as a company. On the tour, you'll be treated to three 5oz. beer samples to taste as well as a souvenir pint glass to take home with you.

Terrapin Flyer comes to The Acorn on Saturday, January 13 at 8:00 p.m. For the past 25 years, Terrapin Flyer has been touring with the finest in the Grateful Dead community of musicians and has become a fixture of the national music scene, playing regularly at venues around the country and appearing at music festivals. The band has a dedicated following among fans of the Grateful Dead and other jam bands and is known for their authentic interpretations of rare and classic Dead songs.

As the end of the year approaches, I want to take a moment to wish everyone well and thank you for being part of this journey throughout 2023. Here's to the sense of community, shared experiences, and the collective efforts that make Southwest Michigan a unique and cherished home for many. May your days be filled with love, laughter, and meaningful connections. Happy New Year!

If you would like more information on these and many more events and activities in the area, please visit our website at [swmichigan.org](http://swmichigan.org).

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## Photo of the Week



### Santa's Snoozers

Photo by Caitlin Davis

Please email your favorite photo with a brief description to [Photos@MailMaxOnline.com](mailto:Photos@MailMaxOnline.com)

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

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**Don  
Stuart**

*Humorist*

### On the Loose in Aarhus

I usually write columns this time of year that drop names – the names of guys playing in college football bowl games. But this year I face a choice: Write a couple of those, or sail on sail on sailor with further tales of my Baltic Sea cruise.

Guess I'll keep it on cruise control. But I'm still collecting bowl names, and will put forth a couple of those columns in January, if Farrell and Head are okay with that. Or if they're not.

Today's port of call is Aarhus, Denmark. (Pronunciation guide: Our cruise director said it like so: "ORE-oose.") I include this tidbit not just to edify you but to direct you momentarily back to this column's headline, which you might now read differently than you first did!

Aarhus is really into Bluetooth. As in Harald Bluetooth, the Viking king of Denmark in the late 900s. Bluetooth was his nickname; his real last name was Gormsson. (My guess is there probably wasn't very much debate among the leaders of Bluetooth Special Interest Group, the people who give us Bluetooth wireless technology, over naming the company Bluetooth or Gormsson.)

Herewith, glimpses of Aarhus:

The Well of Pigs: This is a sculpture-slash-fountain near the Aarhus city hall. It depicts a massive sow with seven piglets scrambling around her to suckle. The fountain has built-in mechanical workings which enable quite a – let's say slightly abnormal – sight: At

different intervals, the sow "drools," and the piglets, ummm, "pee." I don't know what artistic vision spurred the creation of this piece, but one Danish blog I stumbled across says it's an homage to Denmark's pork producers, because "bacon is a mandatory dish on the table of every Dane." Mandatory bacon?! -- my kids heard this and now all want to visit Denmark!

We visited a large open-air museum called Den Gamle By (translation: "The Old City"). One tour through "neighbourhoods" populated by genuine relocated historic buildings from around 1864, 1927, 1974 and 2014. In the 1864 neighbourhood, we toured a cobbler's shop. Upstairs of the shop is a section devoted to the life of the shoemaker's 14-year-old apprentice.

The display is aimed at elementary-age kids. And somewhat to my surprise, right at a grade-schooler's eye level, is a comic-book style depiction of the apprentice visiting a female friend and engaging in, ahem, consensual, clothing-free, not-safe-for-work activity.

Feeling a mite peckish, we checked out the menu at a cozy place called Café Harepus. (Their logo features a little bunny that's reaching for a gigantic mug of hot beverage and a huge croissant, but its arms are waaaaay too small to grab either! Poor thing! That must be one sourpuss Harepus!)

As we decided what to order, I realized that I recognized the song playing on the café's sound system! – and it warned this Hoosier boy's heart! It was a jazzy version of "Back Home Again in Indiana"! I mentioned it to the barista but she just gave me a kind of sourpuss Harepus look.

We noshed on chocolatey delights called Flodebollers. They were soooooo goooood. Google later claimed the name in English means "River Balls." But I dug a little deeper and found a much more satisfying translation: "Creamy Buns."

(Note to Farrell and Head: I PROMISE those last two sentences are certified safe-for-work.)

# Heartwarming Holiday Giveaway Furnace Winners CONGRATULATIONS!



**George Eddy**



**Kaitlyn Eichler**



We received hundreds of nominations since mid-November, and we are so happy to announce our Heartwarming Holiday Giveaway furnace winners were Kaitlyn Eichler of Benton Harbor, Michigan and George Eddy of St. Joseph Michigan. Thank you to Annie Elston, Kaitlyn's grandma for nominating her, and to Dirk Cook, George's son for nominating him! Both winners were incredibly deserving.

Have a Warm and Wonderful New Year!  
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# Gotcha Doin' Good

## Pink Hat Ladies

What started with a phone call to go on a walk during COVID has turned into a group of women doing wonderful things for their community! The Pink Hat Ladies have held a fashion show fundraiser for the Coloma splash pad, they've done trunk or treats and they've set up a holiday gift store for Readiness Center students to shop at for their parents!



Thanks for being **AWESOME!**

Do you know someone doing good in Berrien County?



Help us recognize them! Nominate them for our Gotcha Doin' Good feature to celebrate acts of kindness in our community! Email [kellygampel@berriencommunity.org](mailto:kellygampel@berriencommunity.org)

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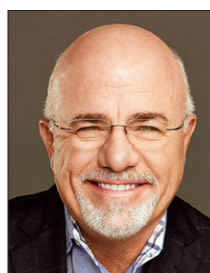
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**Dave Ramsey**

**Financial Expert**  
*The Ramsey Show*

**Dave Says**

### For Starters, Have A Plan

Dear Dave,

My mom and dad always told me to live within my means. As an adult, I've made some mistakes with money, including falling right back into debt after paying off everything. I'm tired of this rollercoaster, and I want to get control of my finances for good. Can you give me some advice on where to start?

Melissa

Dear Melissa,

It's frustrating, isn't it? But making mistakes with money means just one thing. It means you're human. We've all done it. Think about this, though. We're approaching a traditional time of the year for changes. On top of that, you're smart enough to have realized what you've done in the past hasn't worked.

Believe it or not, I was once in the exact same spot you are now. When it happened to me, there were three pieces to the puzzle that helped me break the cycle. One was fear. Specifically, I was scared to death that I wouldn't be able to take care of my family, and that I'd retire broke. Now, don't misunderstand me. No one should live their lives in fear. But a healthy, reasonable level of fear can provide needed motivation.

Another was disgust. I realized what I was doing was stupid. I was tired of living

that way, and I made a conscious, purposeful decision that things were going to be different.

The third piece, and maybe the most important because it's connected to our spiritual walk, was contentment. We live in a society that's constantly having the idea that we'll be happier, or more successful, or more admired, if we'll only buy this or that product. We're constantly marketed to, and when we have this stuff in our faces day after day, we can become unsatisfied with just about every aspect of our lives. Don't let it drag you down. It's all just an illusion.

One of the things I did to combat this, was to start living on a strict, written, monthly budget. Also, I stopped going places where I was tempted to spend money. You shouldn't give a drunk a drink, right? So, don't put yourself in a bad situation when it comes to your behavior with money. If you go wandering through the mall without a specific plan, you'll lose every single time.

When you go to the store make a list of only the things you need. On top of that, take only enough cash with you to buy what you need. If you can walk in and back out without buying a bunch of stuff that wasn't on your list, it's a win. Every time you do this, it's another win and another step away from your old habits and in the right direction.

You can do this, Melissa. God bless you.

—Dave

*\* 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 take control of their money, build wealth and enhance their lives. He also serves as CEO for Ramsey Solutions.*

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

Level: Advanced

## WORD SEARCH

G	B	P	J	K	P	P	E	C	O	U	N	T	D	O	W	N	G	P	I
N	U	N	J	N	O	I	S	E	M	A	K	E	R	C	H	E	R	S	U
S	O	L	Q	Y	C	H	V	K	C	H	A	M	P	A	G	N	E	R	S
R	I	I	A	U	A	B	V	H	G	O	A	L	S	N	M	K	J	Q	L
R	E	V	T	P	C	O	N	F	E	T	T	I	F	I	V	C	B	V	M
G	J	M	P	U	A	M	Q	A	Y	G	E	T	A	R	B	E	L	E	C
U	V	Y	A	A	L	V	C	D	J	I	L	L	A	B	S	B	D	G	P
K	V	W	Y	E	C	O	R	A	D	N	E	L	A	C	N	N	J	J	G
Y	T	P	T	G	R	Q	S	J	W	Q	Q	T	E	U	Y	Y	A	T	F
L	S	A	M	P	M	T	K	E	Q	W	B	W	O	R	T	B	N	H	T
U	A	R	S	S	I	K	S	P	R	B	U	K	T	F	R	A	U	V	A
V	O	T	W	E	R	A	U	Q	S	S	E	M	I	T	O	B	A	H	R
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U	G	B	T	I	Y	V	P	P	L	E	U	J	M	Y	T	W	H	B	W
H	T	Q	N	I	E	S	A	U	A	O	K	P	S	F	K	L	D	U	E
Y	U	D	M	O	C	N	D	Q	I	R	O	U	I	Q	J	I	Y	T	N
J	I	A	E	G	L	Q	H	W	B	L	U	N	J	K	M	H	C	D	S
M	C	L	O	C	K	B	R	F	L	B	L	I	S	C	F	U	G	B	R

Find the words hidden vertically, horizontally, diagonally, and backwards.

### NEW YEAR'S WORD SEARCH

- |           |            |              |
|-----------|------------|--------------|
| BABY      | COUNTDOWN  | NEW YEAR     |
| BALLOONS  | GAMES      | NOISEMAKER   |
| CALENDAR  | GOALS      | PARTY        |
| CELEBRATE | HAPPY      | RESOLUTION   |
| CHAMPAGNE | INVITATION | STREAMER     |
| CHEERS    | JANUARY    | TIMES SQUARE |
| CLOCK     | KISS       | TOAST        |
| CONFETTI  | MIDNIGHT   |              |

Answers can be found on Page 15

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**PLUS 2.9% FOR 36 MONTHS, 3.9% FOR 48 MONTHS, or 4.9% FOR 60 MONTHS**  
(WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2023 FORD EXPLORER TIMBERLINE 4X4 DEMO**

Agate Black Metallic, 18 Inch Black Painted Aluminum Wheels, B&O 12 Speaker Sound System, Power Liftgate, Heated Steering Wheel, Remote Start, Class IV Trailer Tow Package, Navigation, Wireless Charging Pad, and Much More! F23268

MSRP.....\$51,600  
SIEMANS DEMO DISCOUNT.....- 1,605  
HOLIDAY BONUS CASH\*\*.....- 1,000  
FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 1,500

**SALE PRICE FOR EVERYONE \$47,495**

MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$46,995**

**PLUS 0.0% FOR 36 MONTHS, 0.9% FOR 48 MONTHS, or 1.9% FOR 60 MONTHS**  
(WITH APPROVED CREDIT)(\*\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)(\*\*MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



**2024 FORD F-250 4X4 PICKUP**

Oxford White, Cloth Seat, Snow Plow Prep Package, Locking Rear Axle, Platform Running Boards, Roof Clearance Lights, Chrome Package, Dual Battery, 410 Amp Alternator, Rear View Camera, Trailer Brake Controller, Power Windows and Locks, and Much More! F24054

MSRP.....\$51,500  
SIEMANS DISCOUNT.....- 505  
**SALE PRICE FOR EVERYONE \$50,995**

MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$50,495**

(\*MUST QUALIFY)



**2023 FORD F-150 LIGHTNING ALL ELECTRIC**

Azure Gray, 18 Inch Machined Aluminum Black High Gloss Wheels, Mobile Power Cord, Heated Front Seats, 360 Degree Camera, Blind Spot Detection with Cross Traffic Alert, Forward Sensing System, Lane Keeping System, Reverse Sensing, and Much More! F23262

MSRP.....\$58,285  
SIEMANS DISCOUNT.....- 590  
**SALE PRICE FOR EVERYONE \$57,695**

MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$57,195**

**PLUS 1.9% 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)

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**2023 JEEP CHEROKEE  
ALTITUDE LUX 4X4**

Bright White, Leather Seats, 18 Inch Gloss Black Spoke Wheels, Remote Start, Heated Steering Wheel, Heated Front Seats, Power Liftgate, Blind Spot and Cross Path Detection, Lane Departure Warning, Front and Rear Collision Mitigation, Navigation, and Much More! C23049

**2.0L TURBO POWERTRAIN WITH THE HIGHEST STANDARD HP AND TORQUE IN ITS CLASS**

(Disclaimer: Based on Jeep's "Compact UV" sub-segmentation using 2023 SIR and Edmund's cross-shopping segmentation data, excludes PHEV, MHEV, HEV and EV entrants. Based on the latest available competitive information.)

MSRP.....\$44,825  
SIEMANS DISCOUNT.....- 2,830  
RETAIL BONUS CASH.....- 1,000  
**SALE PRICE FOR EVERYONE \$40,995**  
MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$40,495**

(\*MUST QUALIFY)



**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

**RAM 1500 IS AMERICA'S BEST LIGHT DUTY PICKUP FOR NEW VEHICLE QUALITY**

(Disclaimer: For J.D. Power 2023 U.S. Initial Quality Study award information, visit jdpower.com/awards.)

MSRP.....\$57,305  
SIEMANS DISCOUNT - 12,310  
**AS LOW AS \$44,995**



**2022 RAM 1500 BIG HORN  
CREW CAB 4X4**

Diamond Black Crystal, Bucket Seats, Sport Appearance Package, Navigation, 20 Inch Aluminum Chrome Clad Wheels, Remote Start, Anti-Spin Rear Axle, Power Seat, Rear Power Sliding Window, Power Adjustable Pedals, and Much More! C22245

**RAM 1500 IS AMERICA'S BEST LIGHT DUTY PICKUP FOR NEW VEHICLE QUALITY**

(Disclaimer: For J.D. Power 2023 U.S. Initial Quality Study award information, visit jdpower.com/awards.)

MSRP.....\$57,605  
SIEMANS DISCOUNT - 12,255  
**AS LOW AS \$45,350**



**2023 JEEP GLADIATOR  
FREEDOM EDITION 4X4**

Firecracker Red, Freedom Edition Package, Trailer Tow Package, Remote Start, Heated Front Seats, Heated Steering Wheel, Navigation, Black 3-Piece Hardtop, and Much More! C23018

**#1 FOR NEW VEHICLE QUALITY AMONG MIDSIZE TRUCKS**

(Disclaimer: Tied in 2023. For J.D. Power 2023 U.S. Initial Quality Study award information. Visit jdpower.com/awards)

MSRP.....\$57,060  
SIEMANS DISCOUNT.....- 2,001  
NATIONAL STANDALONE 15% OFF MSRP - 8,559  
**SALE PRICE FOR EVERYONE \$46,500**  
MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$46,000**

(\*MUST QUALIFY)



**BUSINESS OWNERS GET MORE! ASK HOW!**  
**BUSINESS LINK**  
ON THE JOB

**2022 RAM  
2500 4X4 PLOW**

Flame Red, Cloth Seats, Power Windows and Locks, 6.4 V8 Engine, Trailer Brake Controller, Touchscreen Radio, Western 8 Foot Plow, Power Mirrors, Rear Sliding Window, Anti-Spin Rear Axle, Clearance Lamps, and Much More! C22278

**RAM HD'S BEST IN CLASS AVAILABLE 50- GALLON FUEL TANK KEEPS YOU ON THE ROAD LONGER**

(Disclaimer: Class based on 250/2500 and 350/3500 Pickups and the latest available competitive information.)  
MSRP.....\$54,150  
ADD FOR WESTERN PLOW.....± 8,220  
SUBTOTAL.....\$62,370  
SIEMANS DISCOUNT.....- 11,375  
**SALE PRICE FOR EVERYONE \$50,995**  
2022 ON-THE-JOB SNOW PLOW UPFIT\*\*\* - 1,000  
**AS LOW AS \$49,995**

(\*\*\*BUSINESS OWNERS ONLY)



**BUSINESS OWNERS GET MORE! ASK HOW!**  
**BUSINESS LINK**  
ON THE JOB

**2022 RAM 2500 4X4  
WESTERN V-PLOW**

Bright White, Cloth Bench Seat, Protection Group, Snow Chief Group, Trailer Brake Controller, 6.4 V8 Engine, Touchscreen Radio, Power Windows and Locks, Rear Sliding Window, Anti-Spin Rear Axle, Clearance Lamps, Keyless Entry, Western 8.5 MVP3 Steel V-Plow, and Much More! C22271

**RAM HD'S BEST IN CLASS AVAILABLE 50- GALLON FUEL TANK KEEPS YOU ON THE ROAD LONGER**

(Disclaimer: Class based on 250/2500 and 350/3500 Pickups and the latest available competitive information.)  
MSRP.....\$54,150  
ADD FOR WESTERN V-PLOW.....± 9,834  
SUBTOTAL.....\$63,984  
SIEMANS DISCOUNT.....- 11,989  
**SALE PRICE FOR EVERYONE \$51,995**  
ON-THE-JOB \$1000 SNOW PLOW UPFIT \*\*\* - 1,000  
**AS LOW AS \$50,995**

(\*\*\*BUSINESS OWNERS ONLY)



**2022 RAM 1500 REBEL  
CREW CAB 4X4**

Bright White, Leather Bucket Seats, Dual Pane Panoramic Sunroof, 9 Amplified Speakers with Subwoofer, 5.7 HEMI V8 Engine, Heated Front and Rear Seats, Heated Steering Wheel, ParkSense Front and Rear Park Assist, Power Adjustable Pedals, Remote Start, Night Edition, Off Road Group, Trailer Tow Group, Wireless Charging Pad, and Much More! C22251

**RAM 1500 IS AMERICA'S BEST LIGHT DUTY PICKUP FOR NEW VEHICLE QUALITY**

(Disclaimer: For J.D. Power 2023 U.S. Initial Quality Study award information, visit jdpower.com/awards.)

MSRP.....\$74,150  
SIEMANS DISCOUNT - 12,155  
**AS LOW AS \$61,995**



**2022 RAM 5500 CREW CAB  
4X4 DUMP TRUCK**

Bright White, 6.7 Cummins Turbo DIESEL, Trailer Brake Controller, Chrome Appearance Group, Electronic Shift-On-The-Fly Transfer Case, Black Tubular Side Steps, VOTH Aluminum Dump Body, Tool Boxes, and Much More! C22265

**RAM HD'S BEST IN CLASS AVAILABLE 50- GALLON FUEL TANK KEEPS YOU ON THE ROAD LONGER**

(Disclaimer: Class based on 250/2500 and 350/3500 Pickups and the latest available competitive information.)

MSRP.....\$72,320  
ADD FOR VOTH DUMP BODY AND TOOL BOXES ±30,115  
SUBTOTAL.....\$102,435  
SIEMANS DISCOUNT.....- 10,440  
2022 ON-THE-JOB \$1000 COMMERCIAL EQUIPMENT/UPFIT\*\*\* - 1,000  
**AS LOW AS \$90,995**

(\*\*\*BUSINESS OWNERS ONLY)

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December 30, 2023

**WAS \$31,285**



**2019 SUBARU FORESTER TOURING AWD**

**NOW \$28,261**

2.5 EFI Engine, 7 Speed CVT Automatic, Aluminum Wheels, 29K Miles, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheels, Climate Control, Power Moonroof, CD-Player, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Front and Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Crystal Black Silica, U23117A

**WAS \$29,862**



**2019 AUDI Q7 PREMIUM PLUS QUATTRO**

**NOW \$26,995**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 77K Miles, Navigation, Memory Power Leather Heated Front Seats, Power 3<sup>rd</sup> Row Seats, Panoramic Sunroof, Climate Control, CD-Player, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Orca Black Metallic, F23224A

**WAS \$37,995**



**2020 FORD F-150 XLT SPORT SUPERCREW 4X4**

**NOW \$34,536**

2.7 V6 EcoBoost, 10 Speed Automatic, Aluminum Wheels, 60K Miles, Running Boards, Remote Start, Navigation, Power Heated Front Seats, Power Adjust Pedals, Power Sliding Rear Window, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Iconic Silver, U23142

**WAS \$33,627**



**2020 FORD RANGER XLT SUPERCREW 4X4**

**NOW \$29,777**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 44K Miles, 5 Foot Box, Sport Appearance Package, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Rapid Red Metallic, U23118

**WAS \$45,301**



**2023 KIA SORENTO X-LINE PRESTIGE AWD**

**NOW \$44,406**

2.5 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 5K Miles, Navigation, Memory Power Leather Heated/AC Front Seats, 2<sup>nd</sup> Row Heated Seats, Panoramic Sunroof, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Front and Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Gravity Gray, C23232A

*Manage*

**JUST A SHORT DRIVE TO BRIDGMAN FOR GREAT DEALS SEE OUR ENT**

**WAS \$26,928**



**2021 FORD POLICE INTERCEPTOR UTILITY AWD**

**NOW \$25,843**

3.3 HYBRID Engine, 10 Speed Automatic, Heavy Duty Steel Wheels, 71K Miles, Ready for the Road Package, Console Mounting Plate, Spot Lamp, Power Driver's Seat, Interior Liftgate Release, Back-Up Camera, Keyless Entry System, Agate Black Metallic, C23217A

**WAS \$50,824**



**2022 FORD BRONCO ADVANCED OUTER BANKS 4X4**

**NOW \$45,727**

Aluminum Wheels, Less Than 7K Miles! High Package, Running Board, Cargo Area Protector, Remote Start, Navigation, SYNC 4, 2-Door, Heated Front Seats, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Cyber Orange Metallic, F23231A

**WAS \$28,707**



**2020 FORD EXPLORER XLT 4X4**

**NOW \$22,500**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels 129K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Twin Panel Moonroof, Climate Control, Adaptive Cruise Control, Evasive Steering Assist, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Agate Black Metallic, F23161A

**WAS \$26,682**



**2020 FORD ESCAPE**

**NOW \$22,500**

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 60K Miles, SYNC 3, Power Driver's Seat, Power Windows and Locks, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified!

**WAS \$25,901**



**2020 FORD EXPLORER XLT 4X4**

**NOW \$22,796**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 111K Miles, Power Heated Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Rapid Red Metallic, F23230A

**WAS \$69,995**



**2022 FORD F-350 XLT SUPER DUTY SRW CREW CAB 4X4**

**NOW \$68,474**

6.7 V8 Power Stroke DIESEL Engine, 10 Speed Automatic, Aluminum Wheels, 19K Miles, Running Boards, Remote Start, Power Driver's Seat, Blind Spot Monitor, Cross-Traffic Alert, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black, F23138A

**WAS \$28,793**



**2015 FORD F-450 SUPER DUTY DRW REGULAR CAB BOX TRUCK**

**NOW \$25,995**

6.7 V8 Power Stroke DIESEL Engine, 6 Speed Automatic, 166K Miles, Power Windows and Locks, Trailer Brake Controller, Limited Slip Axle, Remote Keyless Entry System, Oxford White, F22271A

**WAS \$54,764**



**2019 FORD SUPER DUTY SRW CREW CAB**

**NOW \$51,995**

6.7 V8 DIESEL Power Stroke Engine, 60K Miles, Security Cover, Bedliner, Power Driver's Seat, Power Adjust Pedals, Remote Keyless Entry System, Ford Certified!



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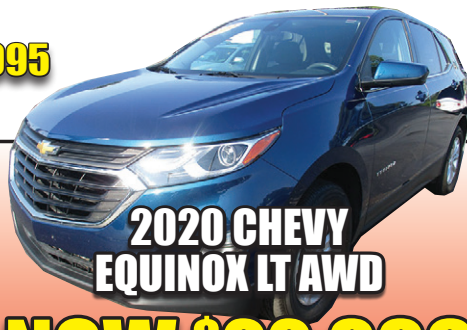
**WAS \$39,999**



**2020 RAM 1500 BIG HORN NIGHT EDITION CREW CAB 4X4**  
**NOW \$37,240**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 43K Miles, Bedliner, Remote Start, Power Driver's Seat, Power Adjust Pedals, Heated Front Seats, Heated Steering Wheel, Power Sliding Rear Window, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Diamond Black Crystal Pearlcoat, U23152

**WAS \$27,995**



**2020 CHEVY EQUINOX LT AWD**  
**NOW \$22,996**

1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 20K Miles! Power Driver's Seat, Auto Climate Control, Touchscreen Stereo, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Front Collision Warning, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Pacific Blue Metallic, U23115

**WAS \$42,259**



**2020 GMC SIERRA ELEVATION CREW CAB 4X4**  
**NOW \$38,332**

3.0 EFI DIESEL Engine, 10 Speed Automatic, Aluminum Wheels, 72K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Power Driver's Seat, Heated Steering Wheel, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Onyx Black, C23221A



**WAS \$42,887**



**2020 FORD F-150 XLT SPORT SUPERCREW 4X4**  
**NOW \$40,500**

3.6 V6 EcoBoost, 10 Speed Automatic, Aluminum Wheels, 48K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Max Trailer Tow Package, Remote Keyless Entry System, Ford Certified! Rapid Red Metallic, F23218A

**WAS \$44,995**



**2023 JEEP GRAND CHEROKEE LAREDO 4X4**  
**NOW \$36,980**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 8K Miles! Remote Start, Power Driver's Seat, Heated Steering Wheel, Heated Front Seats, Climate Control, Touchscreen Display, Wireless Charging Pad, Adaptive Cruise Control, Blind Spot Monitor, Lane Keeping Assist, Front and Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C23157A

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**FORD SE AWD**  
**NOW \$23,795**

Automatic, Aluminum Wheels, 17K Miles, Heated Front Seats, Auto Temp, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Dark Persian Green Metallic, U23131

**WAS \$29,704**



**2017 MERCEDES GLE350 4MATIC AWD**  
**NOW \$23,475**

3.5 EFI Engine, 7 Speed Automatic, Aluminum Wheels, 81K Miles, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Power Sunroof, CD-Player, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Black, F23163A

**WAS \$62,795**



**2019 FORD F-150 RAPTOR SUPERCREW 4X4**  
**NOW \$57,834**

3.5 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 37K Miles, Security Cover, Bedliner, Running Boards, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Panoramic Moonroof, Auto Climate Control, Power Slide Rear Window, 360 Degree Camera, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Ford Certified! Magnetic, F23209A

**WAS \$25,500**



**2022 FORD ECOSPORT SES 4X4**  
**NOW \$23,935**

2.0 EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 8K Miles! Navigation, SYNC 3, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Power Moonroof, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Diamond White, F23207A



**F-350 XLT CREW CAB 4X4**  
**NOW \$50,587**

8 Speed Automatic, Aluminum Wheels, Running Boards, Remote Start, Power Windows, Power Locks, Power Mirrors, Reverse Sensing System, Back-Up Camera, Ford Certified! Agate Black, C23155B

**WAS \$48,995**



**2021 HYUNDAI PALISADE CALLIGRAPHY AWD**  
**NOW \$43,500**

3.8 EFI Engine, 8 Speed Auto, Alum Wheels, 32K Miles, Remote Start, Nav, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated/Cooled Seats, 3RD Row Seats, Auto Climate Control, Power Sunroof, Adaptive Cruise Control, Lane Keeping Assist, Lane Departure Warning, Front & Rear Collision Mitigation, Blind Spot Monitor, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Moonlight Cloud, M24002A

**WAS \$25,995**



**2022 HONDA CIVIC SPORT 4 DOOR SEDAN**  
**NOW \$21,995**

2.0 EFI Engine, 1 Speed CVT Automatic, Aluminum Wheels, 26K Miles, Remote Start, Climate Control, Adaptive Cruise Control, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Lunar Silver Metallic, M24006A

**WAS \$46,995**



**2022 JEEP GLADIATOR OVERLAND 4X4**  
**NOW \$45,728**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 7K Miles! Security Cover, Running Boards, Remote Start, Navigation, High Altitude Package, MOPAR Hardtop Headliner, Heated Leather Seats, Heated Steering Wheel, Climate Control, Alpine Premium Audio System, Adaptive Cruise Control, Blind Spot & Cross Path Detection, Rear Park Assist, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Jeep Certified! Black Clearcoat, F23192A

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**2024 MAZDA CX-90 PHEV  
PREMIUM PLUS AWD**  
**NOW \$51,920**

Plug-In Hybrid/2.5 Gas Engine, 8 Speed Automatic, Aluminum Wheels, Only 7K Miles! Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, 3<sup>rd</sup> Row Seats, Panoramic Roof, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front and Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Mazda Certified! Machine Gray Metallic, S23015



**2020 FORD EDGE SEL AWD**  
**NOW \$26,894**

2.0 EcoBoost Engine, 8 Speed Automatic, Aluminum Wheels, 24K Miles, Remote Start, SYNC 3, Power Leather Heated Front Seats, Panoramic Vista Roof, Wireless Charging Pad, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Hands Free Liftgate, Remote Keyless Entry System, Ford Certified! Star White, F24043A



**2020 FORD EDGE ST AWD**  
**NOW \$33,883**

2.7 V6 EcoBoost Engine, 8 Speed Automatic, Aluminum Wheels, 23K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Panoramic Vista Roof, Auto Climate Control, Wireless Charging Pad, Adaptive Cruise Control, Lane Centering Assist, Evasive Steering Assist, Reverse Sensing System, Back-Up Camera, Hands Free Liftgate, Remote Keyless Entry System, Ford Certified! Magnetic Metallic, U23175



**2018 JEEP GRAND CHEROKEE ALTITUDE 4X4**  
**NOW \$25,828**

3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 66K Miles, Remote Start, Navigation, Power Driver's Seat, Suede Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Rear Parking Aid, Rear Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Diamond Black Crystal Pearlcoat, C23180B



**2018 FORD POLICE INTERCEPTOR UTILITY AWD**  
**NOW \$15,970**

3.7 V6 Engine, 6 Speed Automatic, Heavy Duty Steel Wheels, 85K Miles, Ready for the Road Package, Console Mounting Plate, Spot Lamp, Power Driver's Seat, Interior Liftgate Release, Back-Up Camera, Keyless Entry System, Shadow Black, C23234A



**2013 FORD F-250 XL SUPERCAB**  
**NOW \$15,994**

6.2 V8 Engine, 6 Speed Automatic, Aluminum Wheels, Only 47K Miles! Cruise Control, Preferred Package, Vinyl Flooring, Vermillion Red, C22269A



**2018 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$30,836**

3.5 V6 EcoBoost Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 78K Miles, Pickup Bed Cap, Bedliner, Remote Start, Navigation, Power Heated Front Seats, Power Adjust Pedals, Power Slide Rear Window, Back-Up Camera, Remote Keyless Entry System, Ingot Silver, F23020A



**2022 FORD BRONCO SPORT BIG BEND 4X4**  
**NOW \$32,500**

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, Less than 15K Miles! Power Driver's Seat, Heated Front Seats, Power Moonroof, Wireless Charging Pad, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Carbonized Gray Metallic, F23232B

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**2021 FORD EXPLORER XLT 4X4**  
**NOW \$32,562**

2.3 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, 41K Miles, Power Heated Front Seats, Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Agate Black Metallic, F23301A



**2014 FORD ESCAPE SE**  
**NOW \$9,995**

1.6 EcoBoost Engine, 6 Speed Automatic, Aluminum Wheels, 135K Miles, Power Driver's Seat, CD-Player, Back-Up Camera, Remote Keyless Entry System, White Platinum Tri-Coat, U23159



**2017 FORD FUSION SE**  
**NOW \$13,997**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 103K Miles, Remote Start, Power Seats, CD-Player, Back-Up Camera, Remote Keyless Entry System, Oxford White, U23066B



**2020 FORD EXPLORER ST 4X4**  
**NOW \$39,629**

3.0 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, 47K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Twin Panel Moonroof, PowerFold 3<sup>rd</sup> Row Seats, Wireless Charging Pad, Adaptive Cruise Control, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front and Rear Collision Mitigation, Back-Up Camera, Hands Free Liftgate, Remote Keyless Entry System, Ford Certified! Star White Metallic, U23167

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**Glenn Rosenbaum**  
Pastor

### Tribulation

*“These are the ones who are coming out of the great tribulation. They have washed their robes and made them white in the blood of the Lamb.” (EHV)  
Revelation 7:14*

From time to time, archaeologists unearth an item that tells a story. Some years ago, archaeologists were hard at work within the ruins of ancient Rome. They happened to be digging in the remains of a school for imperial pages. As they did, they found a picture dating back to the Third Century A.D. It shows a boy standing, his hand raised, worshipping a figure on a cross. The figure on the cross is a man with the head of a donkey. Scrawled in the handwriting of a child are the words: “Alex worships his God.”

In one old picture, the story emerges. Alex is a Christian. The God he worships is the one who came to this earth to die on a cross to wash his sins away. Others in his class find his Christian faith ridiculous. Someone decides to draw a picture of Alex to make fun of him and his Savior.

History tells us that the persecution of Christians went beyond the passing of pictures in class. Christians experienced contempt from the surrounding culture. Christians lost their jobs. They were arrested, tortured, and put to death. On top of all that, the devil used every hardship in their lives as an opportunity to discourage them from trusting in Jesus Christ.

Today, the tribulation continues, as the Lord said it would. Christians around the world face mockery and hostility, torture and death. In addition, Satan does all he can to use the griefs and disappointments of this life to convince Jesus’ followers to give up, to quit.

But in the book of Revelation, the Lord gives us a look ahead. On the Last Day, there are Jesus’ followers, coming out of the great tribulation. There they are, washed clean in the blood of the Lamb. There they are, basking in their Savior’s presence forever.

One more thing. The picture mocking Alex has an additional piece of writing. It says, “Alex is faithful.” The Lord sustained Alex. He remained faithful. He will sustain his followers today, too.

*Prayer: Lord Jesus, in this broken world, tribulations are part of my calling as a Christian. Sustain me and be my strength. Amen.*

Submitted by Pastor Glenn T. Rosenbaum  
Administrative Pastor  
Grace Evangelical Lutheran Church, St. Joseph  
Originated by: [www.WhatAboutJesus.com](http://www.WhatAboutJesus.com)



**Arthur Havlicek**  
President,  
SMR Chamber

### 2023 Year in Review

As is tradition with our last column of the year, we thought it fitting to offer a brief look back at some of the Southwest Michigan Regional Chamber’s accomplishments over the past twelve months. As I reflected on what to include, I am blown away by the progress made on behalf of our members and all who live and work in Southwest Michigan.

Among the first ‘success metrics’ often considered for chambers are the number of new members that signed on over the course of the year. On that front, I’m pleased to report *sixty-two new members* have joined from across Southwest Michigan and beyond. Not only is this a record number of new members, the growth occurred organically - i.e. without a membership drive or concerted outreach effort. We are thankful for the trust and support of those who invest in us, and take our role as the largest and most influential business network in the region very seriously.

To that end, while an increase in membership is always welcome, our focus is always on improving our offerings and increasing the value proposition we offer to the community. The metric we use to measure success in this area is engagement, and we’ve seen engagement in our organization dramatically increase over the course of the last year.

Our *Business Recognition Breakfast* last February had the largest number of attendees in years, due in part to the exciting implementation of live voting for our award categories. This momentum continued throughout the year, as our *Business After Hours*, *Ribbon Cuttings*, *Grand Openings*, various *Advocacy Events*, and *Marketing Seminars* all set new records for average attendance. We sold out our *Annual Golf Outing* as well as our first-ever *Wine and Nine Golf Outing*. The latter, a fun, female-focused event we created to offer female professionals an intimidating opportunity to play in an organized outing for the first time, was such a success we’re bringing it back on May 31 of next year. Credit for this increased engagement goes to Sarah and Jasmine, who strive to make every outing a meaningful experience for our members.

[www.MailMaxOnline.com](http://www.MailMaxOnline.com)  
This year also saw the launch of multiple new programmatic offerings. It was our first year partnering with Lake Michigan College on the *Leadership Accelerator* program, which graduated twenty-four new leaders in our community this past July. Leadership Accelerator is the region’s premier leadership development program designed to help emerging leaders excel in their roles, lead their organizations, and make a lasting impact on our community. We received a record number of applicants for next year’s cohort, which will see another thirty emerging leaders undergo this seven-month, transformative learning experience. We also relaunched our Young Professionals program as *NextGen*. Complete with its own board of directors, NextGen helps emerging leaders build a strong professional network and forge connections that may lead to new business, mentorship opportunities, or even future career advancement.

Those who frequent my columns know that I couldn’t close without mentioning one of our most important and impactful work areas - advocacy. We continue to work towards expanding *childcare access* in our region, directly helping a regional provider raise over \$100k in capacity building funds this past year. We made progress in our pursuit to increase *broadband access* across Southwest Michigan, having played a key role in helping Berrien County convene and coordinate a public-private coalition that successfully secured over \$50 million in Robin Grant Funds. This grant will help one of our members bring fiber-to-the-premises to over 15,000 new individuals in our community by the end of 2026. Last but certainly not least, we launched an aggressive education campaign in support of Lake Michigan College’s Millage Renewal. As their most outspoken ally, we helped secure a victory at the ballot that will raise over \$200 million for the college over the next twenty years, allowing them to continue the important training and technical education services they provide our region.

These are the types of endeavors we are working on in between the ribbon cutting ceremonies we are commonly known for. They are the underlying reason we exist and our contributions in this space are foundational to creating an economic environment where businesses can flourish and people can prosper. Your investment and engagement in our organization directly supports these activities, and we could not do it without you. Stay tuned - there’s much more to come in 2024.

A special thank you to MailMax for allowing us to share these weekly updates throughout the year. Most of all, thank you for your loyal readership. We wish you success and prosperity in the New Year.

Arthur, Sarah, and Jasmine  
- your Regional Chamber Team

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### Moody *Continued from cover*

about the commitments we make to our employees and our communities. We're just putting our money where our mouth is." Don Walsworth, president of Walsworth, concluded the company's statement: "Through this purchase, Walsworth proudly shows its commitment to the community of St. Joseph. We're thankful for the hard work of our Saint Joseph employees, and how it has contributed to our company's growth over the last decade."

Walsworth is a family-owned company with headquarters in Marceline, Missouri. The company has printing plants in Missouri, Wisconsin and here in St. Joseph.

By Gayle Olson, MOTM Contributor

### Arriba Taqueria Sold, Will Remain Open

A popular Mexican restaurant is changing ownership but will remain open in St. Joseph.

Arriba Taqueria at 2112 South Cleveland Avenue, across from Martin's Supermarket is being sold by its longtime owners, Maria and Moises Ferrer.

Maria Ferrer told MoodyOnTheMarket.com that she and her husband are so grateful to the St. Joseph community for first accepting and then popularizing Arriba Taqueria.

"They changed our lives. We are so glad and thankful for St. Joe!"

The Ferrer's were originally from the Chicago area and got involved in the St. Joseph restaurant almost by accident through mutual family acquaintances shortly after it opened eight years ago. They were partners initially and then assumed full ownership, seeing almost constant growth even during the difficult pandemic period.

Maria told us that at age 50 and 51, the couple is now ready for a different, new challenge on which they are already working. It is likely to be another food service business, and she says with a smile that they hope to be able to tell us about it in a few months.

The Ferrer's made the announcement in a Facebook post to their customers:

"After 8 incredible years of serving our wonderful community, it's with mixed feelings that I announce the sale of Arriba Taqueria. I want to express my heartfelt gratitude to each and every one of you for the unwavering support over the years. Your loyalty has been the driving force behind our success and we will forever be grateful.

Don't worry though, the essence of Arriba Taqueria will endure. The new owners are committed to preserving the cherished recipes that have become a part of our shared culinary experience. While change is a part of life, any adjustments made will be aimed at enhancing your dining experience. I believe the new chapter for Arriba Taqueria will bring exciting improvements that will resonate with the spirit of our community.

As for me and my family it's time for a well-deserved break. Keep your eyes and ears open for what might be coming next. We're exploring new opportunities and adventures for the next chapter of our lives.

Thank you for being a part of the Arriba Taqueria family. Your continued support has been the spice of Arriba Taqueria's success! It's been an honor serving all of you, and I look forward to the restaurant's continued success in the hands of its new owners. Cheers to the memories we've created together and for the new memories to be made as well. 2016 - 2023 Thank you."

The announcement garnered dozens of social media comments from Arriba Taqueria customers praising the quality of the restaurant's food and hoping that the recipes will be maintained by the new owners. Maria Ferrer responded that it is everyone's intention that it will be 'business as usual' both in taste and service after January 3<sup>rd</sup> when the sale takes effect January 3, 2024.

Arriba Taqueria's new owner will be Ruth Ortiz. She has worked alongside the Ferrer's the past year, according to Maria, who told us they would only sell the restaurant to someone who would maintain the food and service at a high level.

Maria pointed out that the recipes at Arriba came from her family and almost everything was "made from scratch" every day. She said anyone who wants to operate an authentic Mexican restaurant must be committed to being there personally every day, no matter how many hours it takes. She expressed great confidence that they have found that person in Ruth Ortiz, the new owner.

Pat Moody  
Publisher, [MoodyOnTheMarket.com](http://MoodyOnTheMarket.com)  
[moody@wsjm.com](mailto:moody@wsjm.com)  
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<p><b>Beautiful Lot</b></p>  <p><b>\$200,000</b></p> <ul style="list-style-type: none"> <li>Vacant Land - .48</li> <li>Paw Paw Lake Golf Course</li> <li>Deeded boat slip</li> <li>Buildable</li> <li>MLS # 23029268</li> </ul>	<p><b>New Listing!</b></p>  <p><b>\$199,900</b></p> <ul style="list-style-type: none"> <li>20+ acres</li> <li>Little Paw Paw Lake</li> <li>Blueberry Farm</li> <li>Waterfront</li> <li>MLS # 23145451</li> </ul>	<p><b>Waterfront Lot</b></p>  <p><b>\$139,000</b></p> <ul style="list-style-type: none"> <li>.24 acres</li> <li>White Creek</li> <li>Close to Lk MI</li> <li>Great Location</li> <li>MLS # 23016731</li> </ul>	<p><b>Great Location</b></p>  <p><b>\$89,000</b></p> <ul style="list-style-type: none"> <li>1.4 acres</li> <li>St. Joe public schools</li> <li>No HOA fees</li> <li>Close to shopping, wine&amp; hops trails</li> <li>MLS # 22002828</li> </ul>	<p><b>Vacant Lot</b></p>  <p><b>\$33,000</b></p> <ul style="list-style-type: none"> <li>.54 acre lot</li> <li>Wooded</li> <li>2 parcels</li> <li>Close to attractions</li> <li>MLS # 23014641</li> </ul>

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## SUDOKU ANSWERS FROM PAGE 5

SUDOKU ANSWERS:

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

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## LEGALS

LAKE CHARTER TOWNSHIP  
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Board of Trustees  
Regular Meeting Minutes  
December 19, 2023 - 7:00 p.m.  
Meeting called to order at 7:00p.m. Present: Mensinger, Clark, Companion, Carson, Essig, Drew, and Wilk.  
Motion to approve the November 19, 2023 Board of Trustees meeting minutes. All Ayes, motion carried.  
Motion to approve the December 12, 2023 Board of Trustees minutes for Annual Budget Hearing. All ayes, motion carried.  
Motion to approve November Bills of \$934,482.27. All ayes, motion carried.  
Motion to approve a tasting room permit for Solasta Winery LLC. 11945 Red Arrow Highway Sawyer MI. All ayes, motion carried.  
Motion to approve the final reading of an Ordinance to Prohibit Marijuana Establishments in the Township. All ayes, motion carried.  
Motion to approve a Brownfield Plan for 8556 Gast Rd. Brigman MI 49106. All ayes, motion carried.  
Motion to approve list of Lists of Boards and Committees. All ayes, motion carried.  
Motion to approve a Christmas stipend of \$50 to all non-elected Township employees. All ayes, motion carried.  
Motion to approve an agreement with Midwest Energy & Communications as presented, and authorize and direct the Township Supervisor to execute the agreement for and on behalf of the Township. All ayes, motion carried.  
Motion to approve a change in compensation for the treasurer to \$30,617.50. All ayes, motion carried.  
Motion to approve cost of living wage increase of 5% to Township employees and elected officials. All ayes, motion carried.  
Motion to approve the resolution for the salary of the Township Supervisor shall be \$72,515.93 annually. Roll call vote; 7 ayes, 0 nays, motion carried.  
Motion to approve the resolution for the salary of the Township Clerk shall be \$61,235.00 annually. Roll call vote; 7 ayes, 0 nays, motion carried.  
Motion to approve the resolution for the salary of the Township Treasurer shall be \$30,617.50 annually starting on January 1, 2024. Roll call vote; 7 ayes, 0 nays, motion carried.  
Motion to approve the resolution for the salary of the Township Trustee shall be \$9,066.95 annually. Roll call vote; 7 ayes, 0 nays, motion carried.  
Motion to approve a resolution to manage floodplain development for the national flood insurance program, and conduct the first reading of the ordinance addressing floodplain management provisions of the state construction code. All ayes, motion carried.  
Motion to postpone the approval of a contribution of \$20,000 to the CGA as a match to Bridgman and an AEP grant for further discussion with lawyers and committee. Roll call vote, 6 ayes, 1 nay, motion carried.  
Motion to approve the 2024 Budget as presented. All ayes, motion carried.  
Motion to approve the 2023 Budget Amendments as presented. All ayes, motion carried.  
Motion to send vote for approval of November 21, 2023 board meeting minutes to provide corrections. All ayes, motion carried.

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Motion to approve the resolution for the salary of the Township Treasurer shall be \$30,617.50 annually starting on January 1, 2024. Roll call vote; 7 ayes, 0 nays, motion carried.  
Motion to approve the resolution for the salary of the Township Trustee shall be \$9,066.95 annually. Roll call vote; 7 ayes, 0 nays, motion carried.  
Motion to approve a resolution to manage floodplain development for the national flood insurance program, and conduct the first reading of the ordinance addressing floodplain management provisions of the state construction code. All ayes, motion carried.  
Motion to postpone the approval of a contribution of \$20,000 to the CGA as a match to Bridgman and an AEP grant for further discussion with lawyers and committee. Roll call vote, 6 ayes, 1 nay, motion carried.  
Motion to approve the 2024 Budget as presented. All ayes, motion carried.  
Motion to approve the 2023 Budget Amendments as presented. All ayes, motion carried.  
Motion to send vote for approval of November 21, 2023 board meeting minutes to provide corrections. All ayes, motion carried.

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 <p>★ <b>2012 BMW 128i</b> Just in! Only 79k miles, mint condition!</p> <p><b>\$13,900</b></p>	 <p><b>2013 KIA OPTIMA</b> Low miles - 87k!</p> <p><b>\$13,900</b></p>	 <p><b>2014 LINCOLN MKZ</b> Just in! Mint condition and a sweet deal to boot!</p> <p><b>\$13,900</b></p>	 <p>★ <b>2017 TOYOTA YARIS</b> Just in! Like finding a unicorn!</p> <p><b>\$14,900</b></p>	 <p>★ <b>2019 HYUNDAI ACCENT</b> Just in! SAVE HUGE!</p> <p><b>\$14,900</b></p>	 <p>★ <b>2013 SCION XB</b> Rare as a unicorn!</p> <p><b>\$14,900</b></p>	 <p>★ <b>2018 FORD ECOSPORT TITANIUM</b> Just in! Leather seats &amp; moonroof, means you can be hot and cool!</p> <p><b>\$14,900</b></p>
 <p><b>2013 INFINITI G37 AWD</b> Yo G come get it U G!</p> <p><b>\$14,900</b></p>	 <p><b>2016 VW BEETLE</b> Cute as a bug!</p> <p><b>\$14,900</b></p>	 <p>★ <b>2017 JEEP CHEROKEE 4X4</b> Black Pack</p> <p><b>\$15,900</b></p>	 <p><b>2018 FORD EXPLORER XLT 4X4</b> Wanna deal explore this!</p> <p><b>\$17,900</b></p>	 <p>★ <b>2016 FORD F-250 SUPERCAB XLT</b> Itsa powerstroker!</p> <p><b>\$19,900</b></p>	 <p>★ <b>2019 FORD EDGE TITANIUM</b> Fully serviced with all the toys!</p> <p><b>\$19,900</b></p>	 <p>★ <b>2021 CHEVY TRAX LT</b> Only 22,000 miles!</p> <p><b>\$19,900</b></p>
 <p>★ <b>2018 TOYOTA RAV4 XLE AWD</b> Just in! Save thousands!</p> <p><b>\$19,900</b></p>	 <p>★ <b>2016 NISSAN MURANO SL</b> All the toys for you for less!</p> <p><b>\$19,900</b></p>	 <p>★ <b>2020 KIA OPTIMA LE</b> Low miles! Low price! Low Payments!</p> <p><b>\$21,900</b></p>	 <p>★ <b>2018 CHEVY CAMARO 1LT</b> Perfect with extra options, extra low miles!</p> <p><b>\$24,900</b></p>	 <p><b>2021 MAZDA CX9 PLATINUM AWD</b> Just in! Off lease every option, low miles!</p> <p><b>\$29,900</b></p>	 <p>★ <b>2020 BUICK ENCORE CX</b> Perfect with low miles!</p> <p><b>\$29,900</b></p>	 <p>★ <b>2020 NISSAN ARMADA SV 4X4</b> Perfect with low miles!</p> <p><b>\$29,900</b></p>
 <p>★ <b>2022 FORD EDGE TITANIUM AWD</b> Titanium widda cracked cranium</p> <p><b>\$29,900</b></p>	 <p>★ <b>2020 GMC TERRAIN DENALI</b> Loaded with every option!</p> <p><b>\$29,900</b></p>	 <p><b>2019 CHEVY COLORADO ZR2</b> Its the BOMB!</p> <p><b>\$33,900</b></p>	 <p>★ <b>2019 RAM PROMASTER 2500</b> High top, low price!</p> <p><b>\$39,900</b></p>	 <p><b>2022 KIA CARNIVAL EX</b> These deals are hard to come by</p> <p><b>\$39,900</b></p>	 <p>★ <b>2019 CHEVY 5500 DURAMAX</b> Only 50k, setup to haul!</p> <p><b>\$47,900</b></p>	 <p>★ <b>2021 CHEVY SILVERADO HIGH COUNTRY 4X4</b> Every option including the 30+ MPG, iil duty diesel!</p> <p><b>\$57,900</b></p>

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# RING IN 2024

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## The Hottest Cars

<b>2022 FORD BRONCO</b>  <b>\$46,990</b>	<b>2019 FORD EDGE SEL</b>  <b>\$22,990</b>	<b>2020 SUBARU ASCENT PREMIUM</b>  <b>\$28,990</b>	<b>2023 HYUNDAI SONATA</b>  <b>\$26,920</b>	<b>2021 TOYOTA HIGHLANDER XLE HYBRID</b>  <b>\$39,490</b>	<b>2021 CHEVY EQUINOX LT</b>  <b>\$23,990</b>
<b>2019 RAM ALL NEW 1500 LIMITED</b>  <b>\$38,990</b>	<b>2018 TOYOTA CAMRY</b>  <b>\$23,990</b>	<b>2022 TOYOTA VENZA XLE HYBRID</b>  <b>\$34,990</b>	<b>2022 CADILLAC XT4</b>  <b>\$33,790</b>	<b>2021 TOYOTA RAV4 XLE</b>  <b>\$25,900</b>	<b>2020 FORD EDGE TITANIUM</b>  <b>\$32,690</b>
<b>2020 CHEVY SILVERADO 1500 7-71</b>  <b>\$44,390</b>	<b>2021 TOYOTA SIENNA PLATINUM HYBRID</b>  <b>\$44,990</b>	<b>2022 CHRYSLER PACIFICA</b>  <b>\$31,980</b>	<b>2023 HYUNDAI KONA SEL</b>  <b>\$26,290</b>	<b>2016 CHEVY SILVERADO</b>  <b>\$25,990</b>	<b>2011 TOYOTA HIGHLANDER LIMITED</b>  <b>\$11,990</b>
<b>2016 TOYOTA TACOMA TRD OFFROAD</b>  <b>\$31,490</b>	<b>2021 KIA SOUL LX</b>  <b>\$16,990</b>	<b>2021 FORD F-150 STX CREW CAB</b>  <b>\$36,360</b>	<b>2018 SUBARU OUTBACK</b>  <b>\$20,890</b>	<b>2014 JEEP WRANGLER UNLIMITED</b>  <b>\$19,990</b>	<b>2015 GMC ACADIA SLT</b>  <b>\$14,890</b>
<b>2019 TOYOTA TUNDRA 1794 EDITION</b>  <b>\$45,890</b>	<b>2012 TOYOTA FJ CRUISER</b>  <b>\$19,900</b>	<b>2021 MAZDA CX5</b>  <b>\$30,890</b>	<b>2021 CHRYSLER VOYAGER LX1</b>  <b>\$23,780</b>	<b>2016 TOYOTA RAV4 LE</b>  <b>\$18,990</b>	<b>2017 TOYOTA RAV4 LIMITED</b>  <b>\$21,990</b>
<b>2021 HYUNDAI IONIQ SPORT HYBRID</b>  <b>\$25,790</b>	<b>2011 TOYOTA CAMRY</b>  <b>\$10,990</b>	<b>2018 TOYOTA CAMRY SE</b>  <b>\$19,990</b>	<b>2023 TOYOTA RAV4 XLE</b>  <b>\$34,190</b>	<b>2020 CHEVY SILVERADO CREW CAB</b>  <b>\$39,990</b>	<b>2021 TOYOTA TACOMA SR</b>  <b>\$29,590</b>

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**2024 Kona SEL**

- 3.99% for 60-mos
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**2024 Palisade SEL**

- 3.49% for 48-mos
- Up to \$1,000 Bonus Cash (Limited)
- Sign and Drive (\$379/36/\$3,999)



**2023 Sonata Hybrid**

- 3.49% for 48-mos
- \$1,000 Bonus Cash
- \$402/36/\$3,499 (Blue)



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Hybrid Models  
**BUILT IN THE USA**<sup>1</sup>

**AMERICA'S BEST SELLING SUV!**<sup>2</sup>

new 2024 RAV4 Gas-Powered Models

**\$1,000 TFS APR CASH**<sup>3</sup>

When financed through Toyota Financial Services

-or- **\$500 TFS APR CASH**<sup>4</sup> on new '24 RAV4 HYBRID  
*excludes RAV4 Prime*



-or- remaining new 2023 RAV4 and RAV4 HYBRID  
*excludes RAV4 Prime*

**LOW APR FINANCING**<sup>5</sup>  
**UP TO 72 MOS.**



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**BEST SELLING MID-SIZE TRUCK 18 YEARS IN A ROW!**<sup>6</sup>

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**INCLUDES TRD PRO!**

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1. Toyota vehicles and components are built using U.S. and globally sourced parts. 2. Based on manufacturers' sales data CY 2022. 3. New 2024 RAV4 (excludes Hybrid & Prime), and remaining new 2023 & new 2024 Tundra Gas models. \$1,000 TFS Standard APR Finance Cash subject to approved credit when financed through Toyota Financial Services. APR Cash must be applied to deal. Not all customers will qualify - see dealer for details. 4. New 2024 RAV4 Hybrid (Excludes Prime), and remaining new 2023 & new 2024 Tundra Hybrid models (Excludes Model 8424 Tundra 4WD Hybrid CrewMax TRD Pro 5.5). \$500 TFS Standard APR Finance Cash subject to approved credit when financed through Toyota Financial Services. APR Cash must be applied to deal. Not all customers will qualify - see dealer for details. 5. Remaining new 2023 RAV4 (excludes Hybrid & Prime), and remaining new 2023 Tacoma (includes TRD). 3.99% APR for 48 Months with \$22.57 per \$1,000 borrowed OR 4.99% APR for 60 Months with \$18.87 per \$1,000 borrowed OR 5.49% APR for 72 Months with \$16.33 per \$1,000 borrowed. Remaining new 2023 RAV4 Hybrid. 4.99% APR for 48 Months with \$23.02 per \$1,000 borrowed OR 5.99% APR for 60 Months with \$19.33 per \$1,000 borrowed OR 6.49% APR for 72 Months with \$16.81 per \$1,000 borrowed. Subject to approved credit thru TFS. Tier 1+ & 1 only. See participating dealer for details. 6. Based on manufacturers' sales data from CY 2005-2022. 7. Tacoma Mid-size Pickup Class and Tundra Full-size Pickup Class. Vehicle's projected resale value is specific to the 2023 model year. For more information, visit Kelley Blue Book's KBB.com. Kelley Blue Book is a registered trademark of Kelley Blue Book Co., Inc. 8. Depending on model. Before towing confirm your vehicle and trailer are compatible, hooked up and loaded properly and that you have any necessary additional equipment. Do not exceed any Weight Ratings and follow all instructions in your Owner's Manual. The maximum you can tow depends on base curb weight plus the total weight of any cargo, occupants, and added additional equipment. "Added vehicle equipment" includes additional standard/optional equipment and accessories added by the manufacturer, dealers and/or vehicle owners. The only way to be certain of your vehicle's exact curb weight is to weigh your vehicle without passengers or cargo. 9. Qualified current, active-duty military personnel, inactive reserves, veterans honorably discharged within two years of service, retirees regardless of date of separation from active service, and household members of eligible qualifying military personnel are eligible for rebates in addition to all other incentives, depending on model, through Toyota Motor Sales USA, Inc., when leased or financed through Toyota Financial Services. Must take retail delivery from select new dealer stock (TCUV not eligible). The Toyota Military Rebate Program is not compatible with the Toyota College Rebate Program or Lease-End Refinancing Program. See participating dealer or visit buyatoyota.com for complete details. 10. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit buyatoyota.com for complete details. 11. ToyotaCare covers normal factory scheduled maintenance for two years or 25,000 miles, whichever comes first, and 24-hour Roadside Assistance is included for two years, unlimited mileage (NOTE: b24X, Mirai, Prius and Prius Prime include enhanced ToyotaCare and/or Roadside Assistance). Roadside assistance limits towing distances and locations and does not include parts and fluids, except emergency fuel delivery for certain vehicles. Excludes rental company fleet sale vehicles. See your Toyota dealer for additional restrictions and exclusions. Valid only in the continental U.S. 3, 4, 5, 9 & 10: Must take retail delivery from new remaining new 2023 and new 2024 dealer stock while supply lasts between 12/06/23 and 01/02/24. Delays in new vehicle shipments not in the control of dealer may impact customer delivery date and offer eligibility. Supply limited. See participating dealer for complete details. Individual dealer prices and document fees may vary. VEHICLE IMAGES USED FOR ILLUSTRATION PURPOSES ONLY. Expiration for these offers is 01/02/24.



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