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## Moody on The Market

Pat  
Moody

### A Lilac (Loft) Sprouting in Downtown St. Joseph

What started out as a Valentine's Day date in South Carolina has turned into a successful and growing online and brick and mortar business that's on the move in Southwest Michigan.

The Lilac Loft shop and workspace, currently located above the Broad Street Cafe, is preparing to breathe new life into the former Bagatini's storefront at 418 State Street in St. Joseph. The opening of the new space is set for January 21.

Owner Denisse Santos said the journey of how she arrived at the landmark music store space "...is a really crazy story."

Since the early 2010s, Santos had been living in South Carolina. On a Valentine's Day date in 2022, her husband took her to a candle-making workshop in Charleston. She enjoyed it so much, the experience led Santos to start making candles at home – first for herself and friends and then as a business. Santos sold her candles at nearby flea market events and online through social media. The venture proved successful enough that she eventually turned her kitchen into a part-time candle-making factory.

Being from the St. Joseph area and with a desire to be closer to family, Santos and her husband moved from South Carolina back to Southwest Michigan later that year. Santos brought with her the ongoing passion for candle making.

Santos is a music teacher and worked for the Benton Harbor School District for 10 years before leaving the area. Because music is what she grew up studying, she remembers Ed Bagatini and on a trip from South Carolina, she wanted to stop in the shop and say hello.

*"We were walking down State Street a year ago, literally about this time, and I, being a music teacher, remembered Ed Bagatini being in that space. I told my husband, 'Hey, we need to go by and see Mr. Bagatini.' So, we walked by his shop, and it was completely empty."*

Continued on page 14

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**Culver's**



## Sarah Spoonholtz

Regional  
Director,  
SMR Chamber

## January Events

Now that we've gotten winter's arrival out of the way we can look ahead to the second half of January with events such as **Ribbon Cuttings, NextGen/Young Professionals**, and a few Chamber staples gearing back up! Here's a quick look at what you can attend through January:

Tuesday morning **Chamber Chats** are back! Happening every-other-week at 8:00

a.m. on Zoom. We launched these during Covid, took a few months off for the summer and decided winter was the perfect time to bring them back! These calls are a great opportunity to connect with fellow businesses, share leads, and information on what's happening. Plus, it's all from the comfort of your house or business! The next Tuesday

Continued on page 2

## Inserts & Promotions

- Aldi
- Dollar General
- Family Fare
- Jets Pizza
- Martin's Super Markets
- Save A Lot

Inserts may vary by zip code

**Spoonholtz** *Continued from cover*  
 morning Chamber Chat happens on **January 30th**.

Also, back by popular demand, and happening on **January 30th is Chamber 101**. This session is perfect for anyone who is a new member, someone who has been a member for a while but wants a refresher, or for those who are looking at joining the Chamber and want to see what we are all about. They'll be taking place during the **Noon hour** on the last Tuesday of the month at **our office in St. Joseph**. Space is limited, so pre-registration is required!

**NextGen Young Professionals** kicks off their 2024 schedule at **Kingfisher Cocktails & Tacos** in downtown St. Joe on **Wednesday, January 24th from 5:00 - 7:00 p.m.** Once inside guests are welcomed with a wash of color that makes them feel like they are back on the beach. The energy is upbeat and casual. Murals, air plants and sunny lighting bring a coastal feel to the table—even before the tiki drinks come out.

Hand-mixed cocktails arrive from the bar at Kingfisher with a colorful presentation that is as appealing to the eye as it is to the tastebuds. The overarching idea with the cocktails is that they're fun and easy drinking. They are not pretentious cocktails; they are meant to be enjoyed after you come off the beach or while walking around the social district.

The tacos on the menu are street taco-sized and loaded with flavorful fillings. The birria taco includes braised beef, chihuahua cheese and ghost pepper pickled onions, and the fish tacos are made with sea bass, pineapple salsa and cilantro. Other offerings include the popular King Wrap, which riffs on a familiar fast-food favorite with elevated fill-

ings like braised beef, queso fundido and pickled onions. The rice bowl is also a satisfying meal, with the fresh flavors of mango, jalapeno and cilantro mingling with a poached egg and island fried rice—and options for added meat. Diners wishing to sample multiple flavors can easily fill up on shareable starters like empanadas and tacos.

Our first official **ribbon cutting** of 2024 happens on **Wednesday, January 31st at 11:00 a.m. at LifePlan's new Benton Harbor location: 1161 E. Napier Ave.** LifePlan is a non-profit, faith-based holistic resource center serving individuals and young families. It was started in 1985 in Niles (then known as the Pregnancy Resource Center) in response to the need of young mothers in the community who lacked the necessary resources to care for their babies.

Their Niles office services as both their administrative and a services site. In February of 2019, LifePlan expanded their offices, opening a second location on Main Street in Benton Harbor. 2024 they will be opening a 3rd site in South Bend, IN.

By 2023, they had outgrown the space in downtown Benton Harbor and made the decision to search for a larger site, which is how they discovered the availability of property at 1161 E. Napier. After 2 months of renovation, they officially opened on October 30, 2023. Not only does it provide the space they need, but a more visible location and yet still accessible to those who use their services.

To get more information on upcoming Chamber events or to learn how the Chamber can help your business and Southwest Michigan grow, visit our website at [smrchamber.com](http://smrchamber.com). You can also connect with me directly at [sspoonholtz@smrchamber.com](mailto:sspoonholtz@smrchamber.com) or 269-932-4040. I look forward to seeing you around Southwest Michigan!

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**Photo of the Week**



**Winter Feather Advisory**

Photo by Don Tomasi

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

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**Lucy Kubash**

*Pet Lover*

**The Pet Corner**

I've written about them often, two kittens rescued from the streets in a small northern Michigan town. We were never really sure if they were brothers or not, but Zombie and Sandwich were raised that way. Since they were pretty much feral at the beginning, it took a while for them to calm down and learn to live as house-cats. Even then, it was a challenge to keep them from escaping when a door opened, but fortunately, they fit right in with our two dogs and an older cat we had at that time. Everybody got along and the two rascally newcomers knew they were home for the last time.

They could not have been more different, in looks as well as personality. Sandwich, because of a serious infection he suffered as a kitten, only has three legs, and even now he is a rather skinny, bony-looking orange tabby cat. Zombie was a beautiful black Bombay with big eyes, who blended in perfectly with our Halloween decorations every year. He loved to ride on shoulders, and climb, and often attempted, to my dismay, to scale bookcases, shelves, and cabinets. Strangely enough, neither cat ever attempted to climb a Christmas tree, but Zombie did like to sit beside it and swat at low-hanging branches. He and I had stare-downs when he was up to his shenanigans, and I'm sure he knew what would push my button and couldn't wait to see if he could pull it off. He would poof up his tail like a bottle brush when excited or startled. Zombie was a good sport, though, and wore decorative

bandannas without complaint. He ate whatever you put in front of him (unlike his finicky brother) and seldom turned down a treat. So, on the occasions when he didn't want to eat, we always knew something was up. He had bouts with respiratory infections, and we could hear him snoring across the room. But even on trips to vet, he was amiable and only meowed a little.

Sadly, his last illness was more than he could overcome, and Zombie crossed the Rainbow Bridge on November 17, at the age of 12, after bravely fighting for a number of weeks. To say we miss him is an understatement. I am sure I saw his shadow slipping around the house a few days later, as if he wanted to tell us he was okay now and back to his happy self. Any pet owner will tell you that when a pet is suddenly gone, there is an empty spot, and if there are other pets, the pack is no longer complete. Sandwich is more clingy, especially at night, when he would snuggle in the kitty bed with his brother, and in spite of all his trickster ways, I miss that darn cat so much. Thank you goes out to Sunset Coast Veterinary Clinic, Dr. Banghart and Dr. Helgoth for caring for Zombie over the years and their kindness in his last weeks. It's a comfort to know Zombie got to spend a good summer, was able to sit outside with us, enjoy catnip, and watch the birds and squirrels at the feeders.

If you would like to help make the holidays merrier for the pets awaiting their forever homes, radio station 98.3 The Coast is sponsoring Caring 'bout Critters until Saturday, December 23. Donations of pet food, pet toys, and supplies may be dropped off at Scottdale True Value, Wolverine Ace Hardware in South Haven, and also at the Renaissance Athletic Club in Benton Harbor and Country Carpet Shoppe in St. Joseph. You may donate online at [www.983thecoast.com/critters-at-christmas](http://www.983thecoast.com/critters-at-christmas). No donation is too small and all are appreciated.

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**PET OF THE MONTH**

Jen is an 8-year-old, full blooded, AKC Registered, Labrador Retriever. She weighs 72 pounds, is spayed, and up to date on all her vaccinations. Jen is a friendly, happy dog but does not do well with cats. She would be the perfect (duck) hunting dog.

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To put in an application for the pet of the month and others, please visit the Humane Society of Southwestern Michigan  
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### The Names That Play(ed) the Games

The "slow boat" of my series of columns about my Baltic Sea cruise kept me from getting to my usual year-end hilarity about college football bowl games, wherein I not only admire and offer for your edification the most interesting names on the rosters of bowl teams, but also make sure that you're up to speed on astounding talking-head-speak such as this:

Announcer #1, in admiration of a player giving it his all: "He's a real stallion!" To which announcer #2 immediately replied, "Yeah, he's their bell cow!"

How's that for some serious species-methaphor confusion! And to top it off, they were talking about University of Texas-San Antonio (UTSA) linebacker Pig Cage! (Pig will also answer to Quinton.)

Speaking of stallions and bell cows, what do you think of this collection of "Names That Sound Like Characters In A Western Movie"?: Kenny and Kaleb Gallop, defensive backs from Howard U; UCLA linebackers Grant Buckey and Wyatt Mosier; Boise State QB Colt Fulton; Northwestern tight end Marshall Lang; Minnesota linebacker Maverick Baranowski; Howard defensive lineman Darrian Brokenburr; and Louisiana State linebacker West Weeks.

I don't know if folks use this term for "exuberant" much anymore, but I think it's a pretty good nickname for this Virginia Tech running back: Bayshul "Rootin'" Tuten.

Places without valet car service don't bother this Georgia Southern wide receiver: Parker Self.

Now, you can call this Georgia Southern tight end J.J., or you can call him Jay Jay, or you can call him Jae Jae. . .but you'd be wrong every time - he's Jjay McAfee.

In perusing all the rosters on this year's bowl scene, I decided - **initially** - that Georgia Southern is #1 - they have QB J.C. French, running back O.J. Arnold, tight end J.P. Mikhael, offensive lineman C.K. Carter, defensive lineman M.J. Stroud, and defensive back T.J. Smith.

This year's "All Sounds Like a Faculty of Hogwarts Professors" team: Callum Wither, QB, Ohio University; Sieh Bangura, Ohio running back; Xander Karagosian, Ohio defensive back; Judah McJimpsey, Howard linebacker; J. Augustus Olidge, Howard defensive back; Kebba Secka, Georgia Southern defensive lineman; Salathiel Hemphill, University of Mississippi tight end; and Aireontae Ersery, Minnesota, offensive lineman.

You'd be tempted to say there are three guys named "Williams" on the Howard U roster. And you'd also be tempted to say there's one. And you'd be right both times, because they have QB Quinton Williams, defensive back Ray Williams, AND wide receiver One Williams.

If I were his teammate, I'd be tempted to nickname UCLA defensive lineman Jake Heimlicher "Manuever."

Gary, Indiana produced the Jackson 5. The North Carolina State Wolfpack can top that, by two, with: wide receiver Jackson Silva; offensive lineman Rico Jackson; offensive lineman Jackson McRae; defensive end De Savion Jackson; defensive tackle D. J. Jackson; defensive back Jackson Vick; and wide receiver Jaxon Godbey.

Remember a band from the early 1990s named Right Said Fred? It was led by the brothers Fred and Richard Fairbrass, and they produced a big hit with a song called "I'm Too Sexy." Well, I don't know if this is actually in homage to Right Said Fred, but maybe it could be?:

NC State has the Seabrough brothers, both tight ends, named Cedd and Fred.

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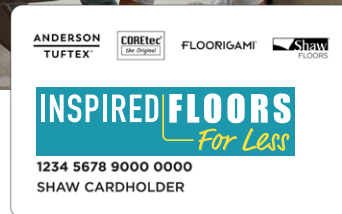
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 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 2,250  
**SALE PRICE FOR EVERYONE \$30,245**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$29,745**  
**PLUS 0.0% FOR 36 MONTHS, 0.9% FOR 48 MONTHS, or 1.9% FOR 60 MONTHS**  
 (WITH APPROVED CREDIT)(\*\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)(\*\*MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



**2023 FORD BRONCO SPORT BADLANDS 4X4**  
 Shadow Black, Roof Rail Cross Bars, First Aid Kit, Ford Co-Pilot 360 Plus, and Much More! F23283  
 MSRP.....\$41,245  
 SIEMANS DISCOUNT.....- 750  
 TRADE-IN BONUS ASSISTANCE CASH\*\* - 1,500  
**SALE PRICE FOR EVERYONE \$38,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$38,495**  
 (\*\*MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



**2024 FORD EDGE SEL ALL WHEEL DRIVE**  
 Atlas Blue Metallic, Active X Seating Material, Heated Steering Wheel, 18 Inch Bright Machined Aluminum Wheels, Panorama Vista Roof, Wireless Charging Pad, Remote Start, Power Liftgate, and Much More! F24015  
 MSRP.....\$44,750  
 SIEMANS DISCOUNT.....- 1,255  
**SALE PRICE FOR EVERYONE \$43,495**  
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 2,000  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$40,995**  
 (\*\*MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



**2023 FORD EXPLORER XLT 4X4**  
 Forest Green Metallic, Twin Panel Moonroof, Trailer Tow Pkg, 20 Inch Premium Painted Aluminum Wheels, Adaptive Cruise Control, Navigation, B&O Sound System with 12 Speakers, Wireless Charging Pad, and Much More! F23319  
 MSRP.....\$51,915  
 SIEMANS DISCOUNT.....- 920  
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 1,000  
**SALE PRICE FOR EVERYONE \$49,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$49,495**  
 (\*\*MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



**HARD TO FIND**  
**2024 FORD TRANSIT CARGO VAN 150 MEDIUM ROOF**  
 Oxford White, Power Windows and Locks, Rear Compartment Lighting, Vinyl Floor Covering, Tie Down Cargo Hooks, Reverse Sensing System, Trailer Tow Pkg, Hitch Brake Controller, and Much More! F24073  
 MSRP.....\$52,285  
 SIEMANS DISCOUNT.....- 790  
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 2,000  
**SALE PRICE FOR EVERYONE \$51,495**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$50,995**  
 (\*\*MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



**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)



**2024 FORD E450 15 FOOT BOX TRUCK**  
 Oxford White, Cloth Seats, Remote Keyless Entry, Power Mirrors, Cruise Control, Rear View Camera, Power Windows and Locks, Exterior Upgrade Pkg, Limited Slip Rear Axle, and Much More! F24037  
 MSRP.....\$43,140  
 ADD FOR BODY.....+ 18907  
**SALE PRICE FOR EVERYONE \$62,047**  
 SIEMANS DISCOUNT.....- 2,052  
**AS LOW AS \$59,995**



**2024 FORD F250 CREW CAB 4X4 XLT TREMOR**  
 Iconic Silver, Power Sliding Rear Window, Tremor Off Road Package, 35 Inch Off Road Tires, 18 Inch Machined and Painted Aluminum Wheels, 7.3 V8 Engine, Skid Plates, Trailer Brake Controller, Power Seat, Remote Start, and Much More! F24062  
 MSRP.....\$62,835  
 SIEMANS DISCOUNT.....- 840  
**SALE PRICE FOR EVERYONE \$61,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$61,495**

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# START SOMETHING NEW

## SALES EVENT



### 2023 RAM 1500 CREW CAB 4X4 DEMO

Bright White, Vinyl Seats, Anti-Spin Rear Axle, 3.6 V6 Engine, Trailer Hitch, Back-Up Camera, Touchscreen Radio, and Much More! C23110

**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](http://jdpower.com/awards))

MSRP.....\$46,390  
 SIEMANS DISCOUNT.....- 2,437  
 STANDALONE 15% OFF MSRP RETAIL BONUS CASH - 6,958  
**SALE PRICE FOR EVERYONE \$39,995**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$36,495**  
 (\*MUST QUALIFY)



### NEW 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

MSRP.....\$57,605  
 SIEMANS DISCOUNT - 12,610

**AS LOW AS \$44,995**



### 2023 JEEP GRAND CHEROKEE LIMITED 4X4 DEMO

Diamond Black, 20 Inch Gloss Black Aluminum Wheels, Black Appearance Package, Heated Front and Rear Seats, Heating Steering Wheel, Navigation, Touchscreen Radio, Remote Start, Power Liftgate, Adaptive Cruise Control, Blind Spot and Cross Path Detection, and Much More! C23031

MSRP.....\$54,385  
 SIEMANS DISCOUNT.....- 3,452  
 STANDALONE 10% OFF MSRP RETAIL BONUS CASH - 5,438  
**SALE PRICE FOR EVERYONE \$45,495**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$44,995**  
 (\*MUST QUALIFY)



### 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](http://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)



### NEW 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.....-11,909  
**SALE PRICE FOR EVERYONE \$52,995**  
 ON-THE-JOB \$1000 SNOW PLOW UPFIT\*\*\* - 1,000  
**AS LOW AS \$50,995**  
 (\*\*\*)BUSINESS OWNERS ONLY



### 2023 RAM 3500 REGULAR CAB 4X4 DEMO

Bright White, Heavy Duty Snow Plow Prep Group, Chrome Appearance Group, Heated Mirrors, Windows and Locks, Rear Sliding Window, Clearance Lamps, Trailer Brake Controller, Touchscreen Radio, Instrument Panel Auxiliary Switches, Weather Guard Aluminum Toolbox, Back Rack, and Much More! C23207

MSRP.....\$59,630  
 ADD FOR WEATHER GUARD TOOLBOX & BACK RACK + 3,987  
 SUBTOTAL.....\$63,617  
 SIEMANS DISCOUNT.....- 3,659  
 STANDALONE 10% OFF MSRP RETAIL BONUS CASH - 5,963  
**SALE PRICE FOR EVERYONE \$53,995**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$53,495**  
 (\*MUST QUALIFY)



### 2023 RAM PROMASTER 3500 HIGH ROOF EXTENDED LENGTH DEMO

Bright White, Convenience Group, Lower Side Wall Paneling, Heated Power Folding Mirrors, Speed Control, Dual Ladder Rack, Partition with Window, Bin Shelving Package and Much More! C23137

MSRP.....\$56,810  
 ADD FOR KNAPHEIDE UPGRADES +10,773  
 SUBTOTAL.....\$67,583  
 SIEMANS DISCOUNT.....- 4,500  
**SALE PRICE FOR EVERYONE \$62,995**  
 2023 ON-THE-JOB \$1000 COMMERCIAL EQUIPMENT/UPFIT\*\*\* - 1,000  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$61,495**  
 (\*MUST QUALIFY/\*\*\*) BUSINESS OWNERS ONLY



### 2024 RAM 1500 LARAMIE CREW CAB 4X4 DEMO

Patriot Blue Pearl, Leather Bucket Seats, Tailer Tow Group, 20 Inch Premium Painted/Polished Aluminum Wheels, 5.7 Hemi V8 Engine, Anti Spin Rear Axles, Class IV Receiver Hitch, Heated Steering Wheel, Remote Start, Navigation with 12 Inch Screen, Heated Front Seats, Power Tailgate Release, 19 Speaker Harmon Kardon System, Blind Spot and Cross Path Detector, and Much More! C24033

MSRP.....\$72,045  
 SIEMANS DEMO DISCOUNT - 4,550  
 REBATE.....- 4,500  
**SALE PRICE FOR EVERYONE \$62,995**

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**WAS \$32,500**



**2022 FORD BRONCO SPORT BIG BEND 4X4**

**NOW \$30,655**

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, F23252B

**WAS \$42,997**



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

**NOW \$41,348**

5.7 V8 HEMI Engine, 8 Speed Automatic, Aluminum Wheels, 29K Miles, Night Edition! Bedliner, Remote Start, Power Driver's Seat, Power Adjust Pedals, Heated Steering Wheel, Heated Front Seats, Rear Power Slide Window, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Diamond Black Crystal Pearlcoat, C24014A

**WAS \$46,555**



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

**NOW \$44,704**

5.7 V8 HEMI Engine, 8 Speed Automatic, Aluminum Wheels, 31K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, Panoramic Sunroof, Touchscreen Display, Blind Spot and Cross Path Detection, Front Collision Mitigation, Back-Up Camera, Remote Tailgate Release, Remote Keyless Entry System, Ram Certified! Ivory White Tri-Coat, C24234A

**WAS \$40,995**



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

**NOW \$38,836**

3.5 Ecoboost EFI Engine, 10 Speed Automatic, Six Spoke Alloy Wheels, 36K Miles, Bedliner, Running Boards, Remote Start, Navigation, SYNC3, Power Heated Front Seats, Power Adjust Pedals, Power Side Rear Window, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, MAX Trailer Tow Package, Ford Certified! Iconic Silver, U23157

# MANAGER'S

**WAS \$31,285**



**2019 SUBARU FORESTER TOURING AWD**

**NOW \$27,678**

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 \$26,346**

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 \$33,818**

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

## JUST A SHORT DRIVE TO BRIDGMAN FOR GREAT DEALS SEE OUR ENTIRE INVENTORY

**WAS \$44,995**



**2023 JEEP GRAND CHEROKEE LAREDO 4X4**

**NOW \$36,426**

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

**WAS \$26,928**



**2021 FORD POLICE INTERCEPTOR UTILITY AWD**

**NOW \$22,570**

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 \$43,895**

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**

**NOW \$22,570**

2.3 Ecoboost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 36K Miles, Heated Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Evasive Steering Assist, Blind Spot Monitor, Cross-Traffic Alert, Front Collision Mitigation, Back-Up Camera, Power Liftgate

**WAS \$25,500**



**2022 FORD ECOSPORT SES 4X4**

**NOW \$22,787**

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

**WAS \$25,901**



**2020 FORD EXPLORER XLT 4X4**

**NOW \$21,886**

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 \$67,506**

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

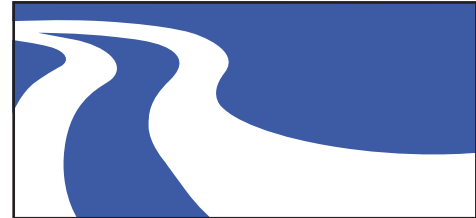
**WAS \$28,793**



**2015 FORD F-450 SUPER DUTY REGULAR CAB 4X4**

**NOW \$22,570**

6.7 V8 Power Stroke DIESEL Engine, 10 Speed Automatic, 166K Miles, Power Windows, Trailer Brake Controller, Remote Keyless Entry System



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**WAS \$42,559**



**2022 DODGE DURANGO GT PLUS AWD**  
**NOW \$40,565**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Navigation, Backup Package, Performance Hood, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Sunroof, Adaptive Cruise Control w/Stop, Blind Spot Monitor, Rear Collision Mitigation, Lane Departure Warning, Full Speed Forward Collision Warning, Back-Up Camera, Trailer Tow Group, Power Liftgate, Remote Keyless Entry System, Dodge Certified! DB Black Clearcoat, F23216B

**WAS \$26,665**



**2021 FORD ESCAPE SE AWD**  
**NOW \$24,430**

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 19K Miles, Remote Start, Navigation, SYNC 3, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Panoramic Roof, 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! Star White Metallic, U23154

**WAS \$28,559**



**2021 FORD EDGE SEL AWD**  
**NOW \$27,528**

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Remote Start, Navigation, SYNC4, Power Leather Heated Front Seats, Heated Steering Wheel, Panoramic Vista Roof, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System Ford Certified! Iconic Silver, U23162

**WAS \$42,887**



**2020 FORD F-150 XLT SPORT SUPERCREW 4X4**  
**NOW \$37,996**

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, F23216A

# SPECIALS

**WAS \$39,999**



**2020 RAM 1500 BIG HORN NIGHT EDITION CREW CAB 4X4**  
**NOW \$36,200**

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 \$33,627**



**2020 FORD RANGER XLT SUPERCREW 4X4**  
**NOW \$28,747**

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 \$42,883**

2.5 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 5K Miles, Navigation, Memory Power Leather Heated/AC Front Seats, 2nd 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

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**FORD R XLT 4X4**  
**NOW \$21,995**

129K Miles, Remote Start, Navigation, SYNC 3, Power Leather Seats, Twin Panel Moonroof, Climate Control, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Remote Keyless Entry System, Agate Black Metallic, F23161A

**WAS \$26,682**



**2020 FORD ESCAPE SE AWD**  
**NOW \$23,293**

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 17K Miles, SYNC 3, Power Driver's Seat, Heated Front Seats, Auto Temp Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Dark Persian Green Metallic, U23131

**WAS \$29,704**



**2017 MERCEDES GLE350 4MATIC AWD**  
**NOW \$22,831**

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 \$56,555**

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



**2019 FORD SUPER DUTY CAB BOX TRUCK**  
**NOW \$25,995**

DIESEL Engine, 6 Speed Power Windows and Locks, Limited Slip Axle, Remote Keyless Entry System, Oxford White, F22271A

**WAS \$54,764**



**2019 FORD F-350 XLT SRW CREW CAB 4X4**  
**NOW \$49,860**

6.7 V8 DIESEL Power Stroke Engine, 6 Speed Automatic, Aluminum Wheels, 60K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Power Driver's Seat, Power Adjust Pedals, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, FORD CERTIFIED! Agate Black, C23155B

**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 \$44,717**

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, F23219A

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**Jim McLean**
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**Tim Place**
-   
**Bob Betker**
-   
**Alisha Danneffel**
-   
**Jonathan Ingels**
-   
**Jeff Miller**






**2022 JEEP COMPASS  
LATITUDE LUX 4X4**

**NOW \$26,334**

2.4 Engine, 9 Speed Automatic, Aluminum Wheels, 23K Miles, Remote Start, Power Driver's Seat, Heated Steering Wheel, Leather Heated Front Seats, Touchscreen Display, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Billet Silver Metallic, U23180



**2016 JEEP  
WRANGLER SPORT 4X4**

**NOW \$24,800**

3.6 V6 Engine, 5 Speed Automatic, Aluminum Wheels, 75K Miles, Body Color Three Piece Hardtop, Step Bars, Heated Front Seats, Backcountry Package, CD Player, Remote Keyless Entry System, Xtreme Purple Pearlcoat, M24020A




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

**NOW \$36,995**

2.7 V6 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, 44K Miles, Bedliner, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! Agate Black Metallic, U23181

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3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 17K Miles, Remote Start, Navigation, Night Edition, Power Driver's Seat, Power Adjust Pedals, Heated Steering Wheel, Heated Front Seats, Touchscreen Radio, Back-Up Camera, Anti-Spin Differential Rear Axle, Remote Keyless Entry System, Ram Certified! Billet Silver Metallic, F23211A

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**NOW \$30,836**

**2021 FORD EXPLORER XLT 4X4**



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

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**NOW \$49,995**

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**Moody** *Continued from cover*

After the initial shock of seeing the vacant Bagatini storefront, Santos told her husband a secret desire.

"I said to my husband, 'Boy, if we ever had a candle shop, like a brick and mortar, that would be the perfect spot.' And then I just kind of let that go. (At the time) we weren't even thinking about having a shop anywhere."

After moving back to Michigan, Santos returned as a music teacher with Benton Harbor schools.

Keeping a passive eye on the location, Santos remembers at some point seeing the owners of 42 Naturals renovate and move into the former Bagatini space. The candle maker thought little more of the storefront and continued with her production line at

home. Santos soon found that her kitchen was too small to continue the business there, so she decided to rent studio space to meet the demand of her in-person and online subscription sales more comfortably.

Santos said space opened at what became her Broad Street studio location and it turned out to be large enough for a retail section and classroom workshop. That was in August 2023. At the end of November, Santos received a call from the owner of the 42 Naturals store. She said the call was completely unexpected; the owner said she had just sold the store and they were looking for someone to take over their lease.

"It was so random. I was driving at the time and had to pull over to just take a moment. I asked her, 'Why did you call me?'"

It turned out that even though the two had never met in person, the now-former

www.MailMaxOnline.com  
 owner of 42 Naturals followed Santos's business presence on social media. Seeing that it was meant to be, Santos made the decision to move into the space.


"I'm a music teacher. I've been a music teacher for 28 years and here I am moving into this old music store space that a year ago I pointed out and said, 'That would be a perfect spot for us! It's just bizarre. We're still stumped about the whole thing.'"

Calling them friends instead of fellow vendors, Santos says those who sold items at her Broad Street location will come with her to the State Street store.

"I knew a few people around town, friends who make local products, so I invited them to also sell some things in my shop and so we have seven or eight vendors who are all local, all women, all small business owners who we help promote. We've gotten to where we are

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**because doors have opened for us, so we want-  
 ed to be the ones to also help others do the  
 same for their small businesses."**

Santos is also committed to giving back to the community. Even while she was still in South Carolina, Santos made a commitment to give a portion of the proceeds of all sales to Harbor of Hope Ministries in Benton Harbor.

"Because I was a teacher in Benton Harbor School for 10 years before I left this area, and now I'm back teaching in Benton Harbor, I'm familiar with the challenges that the families and the youth have in this town. So, one of the things that I started doing from the very beginning, like from the first candle we ever made, I said that part of our profits would go to help Harbor of Hope Ministries in Benton Harbor – from the first candle to this day, and we're committed to continuing (giving) part of our profits to help that ministry."

The Lilac Loft will open the new storefront on Sunday, January 21. Until Memorial Day, hours on Sunday and Wednesday will be 12 to 5 pm; Tuesday and Thursday 12 to 6 pm. They plan to be open more days of the week after Memorial Day and through the summer.

The Lilac Loft features handcrafted products from local vendors, hand-poured soy candles that are made in-house, and other lilac-themed products. They also offer candle making and crafting workshops. You can find more information at their website at [www.lilacloft.com](http://www.lilacloft.com).

-by Ken Lundberg, News Director for Moody On The Market

Pat Moody  
 Publisher, [MoodyOnTheMarket.com](http://MoodyOnTheMarket.com)  
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**Glenn Rosenbaum**

**Pastor**

**Blameless**

*He will also keep you firm to the end, so that you will be blameless on the day of our Lord Jesus Christ.*  
 1 Corinthians 1:8

Did you know you need to be blameless to get into heaven? God in heaven is blameless and says that nothing unclean or impure will ever enter there. He commands you to be holy and righteous, just as God is holy and righteous. You need to be blameless on the day when Jesus returns to judge the living and the dead.

When God looks down from heaven, he sees no one who is blameless. All have sinned and fallen short of the glory of God. Everyone deserves punishment for their sin, and the punishment is death. The wages of sin is death, and that's not just the separation of soul and body. It's eternal separation from God in hell.

People read the Bible and realize these truths, but they don't know how to remedy the problem. They try to point out that they are more blameless than other people, but that is just a misunderstanding of the total blamelessness that God demands. They try to make up for their sins by doing good deeds, but they don't understand that all their attempts to be

January 20, 2024 MailMax Page 15  
 blameless fall far short of the real blamelessness that is required.

God realized that people's attempts at blamelessness were not going to work, so he sent his only Son, Jesus, into the world to live a blameless life. Rather than taking the heaven he deserved for that blameless life, Jesus took the hell that you deserved when he died on the cross. God declared that the blameless life of Jesus counts for you through faith in him. God made him who had no sin to be sin for us, so that in him we become the righteousness of God.

Everything that God does to preserve your faith in Jesus will keep you firm to the end. Every contact you have with the Word of God in the Bible does precisely that. Through faith in Jesus, you will be blameless on judgment day.

*Prayer: God of peace, sanctify me through and through. May my whole spirit, soul, and body be kept blameless at the coming of our Lord Jesus Christ. Amen.*

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

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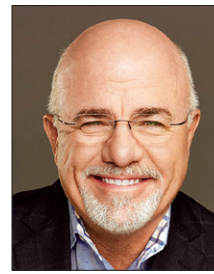
# Gotcha Doin' Good

## Kelly Connell

Kelly organized a one-stop shop in Niles for donating during the holiday season! "Sharing is Caring: A Community Day of Donation" brought local charities together in one place and encouraged people to get into the holiday spirit of giving – whether it was by bringing diapers, kitty litter, old towels, non-perishable foods, coats, hats, gloves, socks, puzzle books, arts and crafts supplies, toiletries and so much more! Many in our community benefited from this event.



Thanks for being **AWESOME!**



**Dave Ramsey**

**Financial Expert**  
The Ramsey Show

### Dave Says

#### Guide Them, but Let Them Learn from Their Mistakes

Dear Dave,

My wife and I have started teaching our five-year-old son about money. Do you feel we should step in and fix things when he makes mistakes, or let him experience the consequences of his actions? It's so hard on my wife, especially, to see him disappointed when he makes a mistake, and his plans don't work out.

Lane

Dear Lane,

I know this might sound mean to some folks, but sometimes a good financial disappointment when you're young is the best thing that can happen to you. They're hard to watch happen, or to experience, but often they'll teach life-long lessons. No decent parent wants to see their child sad or hurt, but reality is a pretty good teacher when it comes to learning how the world really works.

One of the jobs of a parent is to look for teachable moments with their kids. Of course, when it comes to teaching there's always a chance the student won't learn

the lesson well enough the first time around. I'm not sure how you're doing things, but if I were in your shoes, I'd follow these steps. First, give him a chance to earn some money. In my book, that means work. No allowances! There's a lot of self-esteem and value to be found in accomplishing a given task successfully. Then, once you pay him for the work he does, you have another perfect chance for teachable moments, because you can help him learn about saving, spending and giving, and how to do all three wisely.

It's always hard on parents when they see their kids unhappy. I know we went through it with ours. As a parent and protector, you want to jump in and make everything okay. But the hard truth is that fixing or doing everything for them is the easy way out. And in the process of doing that, a child will begin to develop a sort of learned helplessness.

Sometimes, Lane, you need to love kids enough to not do things for them. Let them make some mistakes, experience the consequences and fix things themselves. And it's better for them to do all this while they're still under your guidance and protection.

—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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## LEGALS

**LAKE CHARTER TOWNSHIP  
 BERRIEN COUNTY, MICHIGAN  
 NOTICE OF ORDINANCE ADOPTION**  
 At its meeting of January 16, 2024, the Lake Charter Township Board of Trustees adopted an ordinance to affirm an enforcing agency to discharge the responsibility of the Township of Lake Charter located in Berrien County, and to designate regulated flood hazard areas under the provisions of the State Construction Code Act, Act No. 230 of the Public Acts of 1972, as amended. This ordinance became effective at the time of signing and you may inspect or obtain a copy of the ordinance at the Lake Charter Township Hall located at 3220 Shawnee Rd., Bridgman, Michigan 49106 or at the Township's website.

## LEGALS

Please note that in accordance with MCL 168.761b the Clerk's office will be open from 7:00 a.m. to 3:00 pm on Saturday, February 24, 2024, for the purpose of issuing and receiving absent voter ballots.

Lake Charter Township Board  
 Public Hearing - PUD  
 The Lake Charter Township Board will conduct a Public Hearing for a request for approval of a Preliminary Plan for a Site Condominium PUD (Planned Unit Development) on February 20, 2024 at 7:00pm. at the Township Hall located at 3220 Shawnee Rd. Bridgman, MI 49106. The request is for an approval of a Preliminary Plan for a Site Condominium PUD and has been applied for by Green Development Ventures, LLC for property numbers 11-11-0020-0010-07-0 and 11-11-0020-0010-08-0 located on approximately 18.28 acres across from the Bridgman Middle School off California Rd. The site plan as introduced consists of; 34 building sites, sidewalks on one side of two streets and a large open area. The requested Preliminary Plan is required to follow the Township's Zoning Ordinance for a Special Use PUD.

Additional information pertaining to this Public Hearing, of the proposed Preliminary Plan for the Site Condominium PUD, will be available at the Lake Charter Township Hall. Written comments will be accepted through February 20, 2024 by 11:00am. at the Lake Township Hall (3220 Shawnee Rd. P.O. Box 818 Bridgman, MI 49106) or through e-mail at clerk@lake-township.org. The Township will provide necessary reasonable auxiliary aids and services to those with disabilities planning to attend upon seven (7) days' notice to the Township Clerk. If you require such aids or services and plan to attend this meeting, please call the Township. All interested parties will be heard during the meeting.

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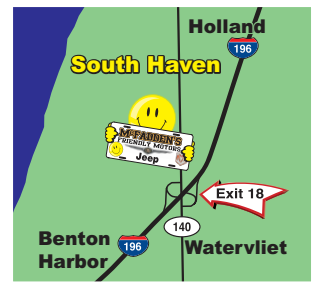
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-or- **5.99% APR for 72 Mos.**

-or- **5.99% APR Financing on new 2024 Corolla Hybrids**<sup>3</sup>

-or- new **2024 Corolla LE #1852**<sup>4</sup>  
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**\$239 Per Mo.**  
**39-Mo. Lease**  
**\$2999-Due at Signing**  
Excludes applicable taxes & fees. No security deposit required.

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Includes Hybrids, excludes TRD Pro  
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APR Financing  
-or- **5.99% APR for 72 Mos.**

-or- **\$750 Customer Cash**<sup>5</sup>

-or- new **2024 Tundra SR 4x4 CREWMAX #8348**  
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**\$439 Per Mo.**  
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Excludes applicable taxes & fees. No security deposit required.

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