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Moody on The Market
Pat Moody

Shallow Waters Threaten Recreational Boating Season in St. Joe

Berrien County's government is looking at ways to help dredge an area of the St. Joseph River so that recreational boats aren't left high and dry this boating season.

The Berrien County Board of Commissioners is considering an emergency request from area marinas concerned about excessive sand that's making it difficult for larger recreational boats to navigate the river channel around the Tackle Haven docks.

Community Development Director Dan Fette is the point person for the County on the issue and is working with stakeholders to find a solution that includes dredging in the St. Joseph River.

"We have been told that there are observed depths of between two and four feet in some areas of the river – essentially what I'm told is near the Tackle Haven docks over on Riverview Drive," Fette said.

Fette said the county used to pay for dredging in the river, but it was too much of a burden, costing around \$500,000 between 2009 and 2014.

In 2014 and 2015, the county pushed a proposal to establish an assessment district affecting slip owners to cover dredging costs, but the idea was opposed by too many in the boating community. In 2016, the county harbor authority was dissolved, leaving no entities in charge of dredging in the river.

Now that local boaters are concerned about the coming season, he proposed to commissioners that the county seek a permit for dredging so the boating community could pay for dredging under said permit.

"Private parties can certainly do this under a county permit, but we would have to supervise the activity to make sure it's consistent with any of the conditions of the permit that we would receive. And time is of the essence here."

As the county works through the emergency request, one of the factors in play is

Continued on page 14

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Sarah Spoonholtz
*Regional Director,
 SMR Chamber*

Business Recognition Awards Winners - Part 3!

It's our final week of highlighting our Business Recognition Award winners - each of which were selected with live voting during our Business Recognition Breakfast on February 16th.

Kicking it off with the coveted **Pat Moody Award - Jim "Jimbo" Shelton, Shelton's Farm Market!**

Jim Shelton, affectionately known as "Jimbo," is a testament to the power of hard work, resilience, and a positive attitude. Born in 1931 near Reform, Alabama, Jimbo's early years on a humble 200-acre farm shaped his work ethic and "whatever it takes" philosophy. Growing up without electricity or plumbing, Jimbo learned the value of hard work and

Continued on page 2

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Spoonholtz *Continued from cover*

resourcefulness. Eventually, he joined his father, the late Ethan Shelton, on the new 40-acre family farm ("weed patch") in Berrien Center.

A self-made man, Jimbo's education went beyond formal schooling. He joined the Paratroopers, stationed in Fort Campbell, Kentucky. It was there that he met his late wife, "Miss Betty," and later returned to the family farm, expanding it to nearly 300 acres.

Jimbo's commitment to the farm and his vision for a retail market led to the establishment of Shelton's Fruit Stop in 1959. Despite skepticism from others, the fruit stop thrived, eventually becoming Shelton's Farm Market, and cementing itself as a staple in the community for over 65 years. Jimbo's dedication to providing the freshest quality produce and exceptional customer service continues to set Shelton Farms apart.

Jimbo's work ethic and ability to make work enjoyable influenced his family, with his children and grandchildren actively involved in Shelton Farms. Notably, four generations are involved in the business today, including Jimbo's brother (Joe), sons (Mike and Jon), grandson (Nick), granddaughter (Emery), and countless nieces and nephews.

Today, the family business spans three divisions: the farm in Berrien Center, the retail market in Niles, and the food service division distributing to institutions in Southwestern Lower Michigan and Northern Indiana. With nearly 100 employees, many of whom feel like family, Shelton's has become a multi-generational enterprise.

Now, at the age of 93, Jimbo continues to work seven days a week, overseeing many of the farm market's operations. His "All In" attitude extends beyond work to his love for watching local sports, fishing, playing cards, and spending time with family. Jimbo's impact on the community, both tangible and intangible, is immeasurable, as he has provided jobs and inspiration to countless individuals.

Finally, our Ambassador of the Year - Phyllis Palmer, Cressy & Everett Real Estate!

Phyllis Palmer has been working in real estate for over nine years. Her commitment to professionalism, ethics, and client satisfaction has never wavered during that time.

As a member of the community, Phyllis has been active as an Ambassador for the Southwest Michigan Regional Chamber, Krasl Art Museum Volunteer, VP Executive Professional Women's Assn, Cressy & Everett New Agent Trainer, 2023 Steelhead Triathlon volunteer and is a newly elected Director-At-Large for the Southwestern Michigan Association of Realtors.

Phyllis received her undergraduate degree in Managerial Accounting/Finance and an MBA with an emphasis in Marketing before spending 24 years in various sales, sales management, and marketing positions at Merck Pharmaceutical Company.

During her time with Cressy & Everett she's held various leadership roles that foster collaboration and drive initiatives for the benefit of those around her. She's actively involved in advocating for her fellow Realtors and homeowners alike, having been involved in legislative and policy discussions impacting the industry.

The full list of this year's Chamber nominee and award recipient information is available at www.smrchamber.com.

Business Recognition Annual Meeting & Awards Ceremony Sponsors:

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Looking ahead we have multiple opportunities for you to connect and join us as we celebrate our legacy and cement our future here in Southwest Michigan! Want to chat? Connect with me directly at 269-930-4040 or sspoonholtz@smrchamber.com.

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**Don
Stuart**

Humorist

From Succat to St. Pat, from Mayo to MO

In a column written a few years back (if you missed it, I'll mail you a copy, free! {Plus \$29.99 shipping and handling}), we discussed how a bottle of wine can be partially consumed, re-stoppered and enjoyed again later. However, I never followed up with an explanation of why this doesn't work with beer.

This question is often pondered this time of year by beer lovers (who always conclude "Who cares? Bottoms up!") as they prepare for St. Patrick's Day, one of the year's most important Holy Days of Ale-bligation.

We don't drink much beer at my house, but I spent the last couple days preparing other aspects of our St. Pat's Day celebrations:

- I practiced pinching people who aren't wearing green. Unfortunately, the only person around these days to pinch is my wife...and she pinches back! Hard!

- I organized all my beer-related garments. Unfortunately, my only beer-related garments are the ones I've spilled beer on. Which is why we don't drink much beer at my house.

- I planned our annual March 17th family hour, to be conducted over Zoom, where my wife and all five kids "sit," virtually, at my feet sipping mugs of green tea while I lecture on the subject of my choice. Unfortunately, I was repeatedly pinched until I promised to order take-out

delivered to everyone's houses instead.

This is a terrible shame, because this year, I had several excellent topics to choose from:

Topic: St. Patrick wasn't Irish! He was Welsh. Born around the year 390, his birth name was Maewyn Succat. Renaming himself Patrick didn't bother his parents - he had a couple older brothers, and his folks always thought his name was "No. 3 son."

Topic: Did you know that of all the towns in all the nations in all the world, there is only one named "St. Patrick"? And it's NOT in Ireland. It's in Missouri. Yeah, as in MO, USA.

To call St. Patrick a "town" is a bit generous - population estimates vary from 17 all the way up to 19 persons. Interestingly, none are named Patrick. Although several are named Maewyn Succat.

But St. Patrick does have a U.S. post office, which stamps its unique "St. Patrick" cancellation mark - in green ink, of course - on thousands of pieces of mail every March. And for a small

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extra fee, they'll scent your envelope with an odorant called "Eau de Guinness."

Topic: Besides its name, St. Patrick had something else no other town ever had - an Irish mayor. That is, a mayor who lives in County Mayo, Ireland. Of course, the towns in County Mayo have mayors who live there, but what I mean is, St. Patrick is the only town OUTSIDE of County Mayo with a mayo who lives in County Mayo. ...I mean, mayor who lives in County Mayo.

St. Pat's mayor was Tommy Murphy, a radio personality from a town called Ballina. He visited St. Patrick every March, and was elected the town's lifetime honorary mayor in 1991, when he became the first person in the town's history to spell "Maewyn Succat" correctly.

PS - Bonus Topic: When you drink, you Succat driving, and you Maewyn time in jail. GET A DESIGNATED DRIVER!

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The Exchange Club of Southwest Michigan Hosts Law Enforcement Appreciation Luncheon

The Exchange Club of Southwest Michigan held its annual Law Enforcement Appreciation Luncheon on Tuesday, March 12, 2024, at Washington Avenue Church of God. The service club has organized the luncheon to honor local law enforcement personal for many years.

The honorees are chosen by their peers for their work in the community, showing honor and bravery while on duty.

Seven police officers from Southwest Michigan were honored at the event.

Those honored include Deputy Sheriff Aaron Nannfeldt of the Berrien County Sher-

iff's Department, Officer Joshua Allen of St. Joseph Township, Trooper Corey Kilmartin of Michigan State Police, Officer Derek Boone of Lincoln Township Police Department, Sergeant Scott Scalf of Benton Charter Township, Detective Sergeant Nathan Adamzyck of Niles Police Department, and Sergeant Preston Alsup of the City of St. Joseph.

Each officer had a representative from their office introduce them and why they are being recognized. The event was organized by Jim Ashbrook of the Exchange Club of Southwest Michigan.



Honored Officers from left to right - Detective Sergeant Nathan Adamzyck - Niles Police Department; Sergeant Scott Scalf - Benton Charter Township; Deputy Sheriff Aaron Nannfeldt - Berrien County Sheriff's Department; Sergeant Preston Alsup - City of St. Joseph; Officer Joshua Allen - St. Joseph Township; Officer Derek Boone - Lincoln Township; Trooper Corey Kilmartin - Michigan State Police



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 SIEMANS DISCOUNT.....- 4,390
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SALE PRICE FOR EVERYONE \$53,495
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH* - 500
AS LOW AS \$52,995

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)(**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 (A, D, X, Z PLANS DO NOT QUALIFY FOR DISCOUNT) - 2,590
SALE PRICE FOR EVERYONE \$55,695
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH* - 500
AS LOW AS \$55,195

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)



2023 FORD EXPEDITION PLATINUM 4X4

Blue Tinted, Carmelo Leather Seats, Stainless Running Boards, Panoramic Vista Roof, B&O Premium Sound System, Remote Start, Reverse Sensing System, First and Second Row Heated Seats, PowerFold Third Row Seat, Heavy Duty Trailer Tow Package, 22 Inch Wheels, 15 Inch Touchscreen, and Much More! F23222

MSRP.....\$91,295
 SIEMANS DISCOUNT.....- 2,300
 RETAIL CUSTOMER CASH*.....- 6,000
 TRADE-IN ASSISTANCE BONUS CASH** - 1,500
SALE PRICE FOR EVERYONE \$81,495
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH* - 500

AS LOW AS \$80,995

(*MUST QUALIFY/ MUST FINANCE THRU FORD MOTOR CREDIT /** RESIDENCY RESTRICTIONS APPLY)

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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

MSRP.....\$44,825
SIEMANS DISCOUNT...- 4,330

AS LOW AS \$40,495



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...- 13,560

AS LOW AS \$44,045



2023 RAM 1500 QUAD CAB 4X4 BIG HORN

Diamond Black Crystal, Night Edition, Bucket Seats, 3.6 V6 Engine, 20 Inch Wheels, Anti-Spin Rear Axle, Power Seat, Touchscreen Radio, Heated Front Seats, Heated Steering Wheel, Remote Start, Rear Power Sliding Window, Power Adjustable Pedals, Power Seat, and Much More! C23064

MSRP.....\$54,060
SIEMANS DISCOUNT.....- 2,159
STANDALONE 10% OFF MSRP RETAIL BONUS CASH - 5,406

SALE PRICE FOR EVERYONE \$46,495
MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$45,995
(*MUST QUALIFY)



2023 JEEP GRAND CHEROKEE LIMITED 4X4

Baltic Gray Metallic, Dual Pane Panoramic Sunroof, Heated First and Second Row Seats, Heated Steering Wheel, Navigation, Blind Spot and Cross Path Detection, Power Liftgate, Adaptive Cruise Control, Remote Start, and Much More! C23231

MSRP.....\$55,685
SIEMANS DISCOUNT.....- 1,621
STANDALONE 10% BELOW MSRP - 5,569

SALE PRICE FOR EVERYONE \$48,495
MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$47,995
(*MUST QUALIFY)



2023 DODGE CHARGER R/T DAYTONA

Destroyer Gray, 5.7 HEMI V8 Engine, Power Sunroof, Daytona Edition, 19 Harman Kardon Speakers, Power Sunroof, Navigation, Adaptive Cruise Control, Lane Departure Warning, Heated Steering Wheel, Blind Spot and Cross Path Detection, Heated Front Seats, and Much More! C23136

MSRP.....\$55,085
SIEMANS DISCOUNT.....- 1,890
GREAT LAKES BC RETAIL BONUS CASH* - 3,000
NATIONAL POWER DOLLARS RETAIL BONUS CASH* - 3,700

SALE PRICE FOR EVERYONE \$46,495
MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$45,995
(*MUST QUALIFY)



2023 JEEP GLADIATOR RUBICON 4X4

Bright White, Leather Seats, Remote Start, Heated Front Seats, Heated Steering Wheel, Trailer Tow Package, Alpine Premium Auto System, Black 3-Piece Hardtop, Navigation, 33 Inch Tires, and Much More! C23218

MSRP.....\$61,820
SIEMANS DISCOUNT.....- 2,552
NATIONAL STANDALONE 15% OFF MSRP - 9,273

SALE PRICE FOR EVERYONE \$49,995
MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$49,495
(*MUST QUALIFY)



2023 RAM PROMASTER 15 FOOT BOXTRUCK DEMO

Bright White, Wide Power Heated Mirrors, Speed Control, Passenger Bucket Seat, Additional Key Fobs, American Cargo Liberty 2 15 Foot Box, and Much More! C23146

MSRP.....\$45,295
ADD FOR AMERICAN CARGO BOX +12,925
SUBTOTAL.....\$58,220
SIEMANS DEMO DISCOUNT.....- 6,225
SALE PRICE FOR EVERYONE \$51,995
ON-THE-JOB COMMERCIAL EQUIPMENT/UPFIT** - 1,000
MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$50,495
(*MUST QUALIFY/** BUSINESS OWNERS ONLY)



2023 JEEP WRANGLER 4 DOOR RUBICON

Bright White, Leather Seats, LED Lighting Group, XTREME 35 Inch Tire Package, 3.6 V6 Engine, Premium Sunrider Soft Top, Integrated Off Road Camera, and Much More! C23132

MSRP.....\$63,185
SIEMANS DISCOUNT...- 6,190

AS LOW AS \$56,995

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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 \$50,824



2022 FORD BRONCO ADVANCED OUTER BANKS 4X4

NOW \$42,500

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 \$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 \$45,301



2023 KIA SORENTO X-LINE PRESTIGE AWD

NOW \$41,585

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

SPECIALS



2022 JEEP WRANGLER 4X4

NOW \$44,717

3.6 V6 Pentastar Engine, 8 Speed Automatic, Aluminum Wheels, Security Cover, Running Boards, Remote Start, Navigation, Power Windows, Heated Steering Wheel, Climate Control, Alpine Premium Sound System, 7-Speakers, Rear Park Assist, Back-Up Camera, Trailer Tow Package, Jeep Certified! Black Clearcoat, F23192A

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 \$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

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

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2021 JEEP GRAND CHEROKEE LAREDO 4X4

NOW \$32,995

3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 28K Miles, Remote Start, Navigation, Altitude Appearance Package, Power Driver's Seat, Heated Steering Wheel, Heated Front Seats, Touchscreen Display, Blind Spot and Cross Path Detection, Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, U23187



2014 FORD EXPLORER LIMITED 4X4

NOW \$11,569

3.5 V6 Engine, 6 Speed Automatic, Aluminum Wheels, 161K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, 3rd Row PowerFold Seats, Power Sunroof, Power Liftgate, Remote Keyless Entry System, Tuxedo Black Metallic, F23153J



2015 RAM 2500 BIG HORN CREW CAB 4X4 DIESEL

NOW \$33,938

6.7 Cummins Turbo DIESEL Engine, 6 Speed Automatic, Aluminum Wheels, 138K Miles, RAMBOX Cargo Management System, Bedliner, Running Boards, Remote Start, Black Appearance Group, Power Driver's Seat, Back-Up Camera, Remote Keyless Entry System, Brilliant Black Crystal Pearlcoat, C24096A

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Jonathan Ingels
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**2020 FORD F-150
XL SUPERCREW/4X4
NOW \$34,904**

5.0 V8 Engine, 10 Speed Automatic, Aluminum Wheels, 59K Miles, Security Bed Cover, Bedliner, Running Boards, STX Appearance Package, 36 Gallon Fuel Tank, Trailer Tow Package, Pro-Trailer Back-Up Assist, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Race Red, C22251A



**2018 JEEP
COMPASS SPORT 4X4
NOW \$19,995**

2.4 Engine, 9 Speed Automatic, Aluminum Wheels, Only 48K Miles, Remote Start, Leather Heated Front Seats, Heated Steering Wheel, Sport Appearance Package, Touchscreen Display, Back-up Camera, Remote Keyless Entry System, Granite Crystal Metallic, C22269B



**2019 RAM 1500
LARAMIE CREW CAB 4X4
NOW \$34,820**

5.7 V8 HEMI Engine, 8 Speed Automatic, Aluminum Wheels, 76K Miles, Bedliner, Running Boards, Remote Start, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, Blind Spot and Cross Path Detection, Back-Up Camera, Remote Keyless Entry System, Diamond Black Crystal Pearlcoat, C24114A



**2015 FORD F-150 XLT
SPORT SUPERCREW/4X4
NOW \$22,511**

3.5 V6 Ecoboost Engine, 6 Speed Automatic, Aluminum Wheels, 144K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, Power Leather Heated Front Seats, Power Adjust Pedals, Twin Panel Moonroof, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Race Red, F23335A

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**2022 JEEP
COMPASS LIMITED
NOW \$27,995**

2.4 Engine, 9 Speed Automatic, Aluminum Wheels, 20K Miles, Remote Start, Heated Leather Trimmed Front Seats, Heated Steering Wheel, Adaptive Cruise Control, Blind Spot and Cross Path Detection, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Jeep Certified, Velvet Red Pearlcoat, U24028



**2021 DODGE
DURANGO GT PLUS AWD
NOW \$38,952**

3.6 V6 Engine, 8 Speed Automatic, Black Noise Aluminum Wheels, Only 24K Miles, Remote Start, Navigation, Blacktop Package, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Sunroof, 9 Alpine Amplified Speakers, Blind Spot and Cross Path Detection, Back-Up Camera, Power Liftgate, Trailer Tow Group, Remote Keyless Entry System, Dodge Certified! DB Black Clearcoat, C24113A



**2017 LEXUS RX 350 AWD
NOW \$27,995**

3.5 Engine, 8 Speed Automatic, Aluminum Wheels, 79K Miles, Remote Start, Memory Power Leather Heated/AC Front Seats, Power Sunroof, CD Player, Adaptive Cruise Control, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Silver, F23224B



**2015 FORD
TRANSIT 150 LR VAN
NOW \$22,744**

3.7 V6 Engine, 6 Speed Automatic, Aluminum Wheels, 88K Miles, Hinged Side Cargo Doors, Fixed Rear Glass, Power Locks and Windows, 25 Gallon Fuel Tank, Remote Keyless Entry System, Oxford White, F23153B



**2012 FORD F-150 XLT
SUPERCREW 4X4
NOW \$16,903**

5.0 V8 Engine, 6 Speed Automatic, Chrome Clad Wheels, Only 87K Miles! Pickup Bed Cap, Bedliner, Running Boards, Power Driver's Seat, Power Adjust Pedals, Power Slide Rear Window, CD-Player, 36 Gallon Fuel Tank, Trailer Tow Package, Trailer Sway Control, Reverse Sensing System, Tuxedo Black Metallic, F24211B



**2022 FORD EDGE SEL AWD
NOW \$30,754**

2.0 Ecoboost Engine, 8 Speed Automatic, Aluminum Wheels, Only 25K Miles! Remote Start, Navigation, SYNC 4A, Power Leather Heated Front Seats, Heated Steering Wheel, Panoramic Vista Roof, Wireless Charging Pad, Adaptive Cruise Control, Evasive Steering Assist, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Atlas Blue, U24031



**2020 FORD
ESCAPE SE AWD
NOW \$18,942**

1.5 Ecoboost Engine, 8 Speed Automatic, Aluminum Wheels, 76K Miles, Power Driver's Seat, Heated Front Seats, Climate 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! Desert Gold Metallic, F24109A



**2021 JEEP WRANGLER UNLIMITED
4X4 80TH ANNIVERSARY
NOW \$39,883**

3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 27K Miles, Remote Start, Navigation, Black 3-Piece Hardtop, Leather Heated Front Seats, Heated Steering Wheel, Jeep 80th Anniversary Console Badge, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Sarge Green, F24107A

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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 RAM 2500 LARAMIE MEGA CAB 4X4
NOW \$57,155

6.7 Cummins Turbo DIESEL Engine, 6 Speed Automatic, Aluminum Wheels, 85K Miles, Bedliner, Remote Start, Navigation, Power Running Boards, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, 2nd Row Heated Seats, 17 Speaker Harman Kardon Premium Sound, Adaptive Cruise Control, Blind Spot and Cross Path Detection, Back-Up Camera, Remote Keyless Entry System, Granite Crystal Metallic, C23219A



2021 CHEVY EQUINOX LT AWD
NOW \$23,995

1.5 Engine, 6 Speed Automatic, Aluminum Wheels, 31K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Lane Departure Assist and Warning, Front Collision Warning with Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Cajun Red, U24013



2022 JEEP COMPASS LIMITED 4X4
NOW \$25,896

2.4 Engine, 9 Speed Automatic, Aluminum Wheels, 38K Miles, Remote Start, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Park Assist, Back-Up Camera, Jeep Certified! Sting-Gray Clearcoat, U23188



2022 FORD RANGER XLT SUPERCREW 4X4
NOW \$35,886

2.3 EcoBoost Engine, 10 Speed Automatic, Matte Black Wheels, 49K Miles, Security Cover, Running Boards, Remote Start, SYNC 3, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Front Collision Warning, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! Desert Sand, C23214A



2021 CHEVY SILVERADO 1500 LT CREW CAB 4X4
NOW \$38,995

2.7 Engine, 8 Speed Automatic, Aluminum Wheels, Only 4K Miles! Security Cover, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Climate Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Satin Steel Metallic, F23138B



2019 RAM 1500 CLASSIC EXPRESS QUAD CAB 4X4
NOW \$27,995

3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 59K Miles, Spray-In Bedliner, Express Value Package, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Granite Crystal Metallic, U24003



2021 RAM 1500 BIG HORN CREW CAB 4X4
NOW \$38,620

5.7 V8 HEMI Engine, 8 Speed Automatic, Aluminum Wheels, 36K Miles, Bedliner, Remote Start, Power Driver's Seat, Heated Front Seat, Heated Steering Wheel, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Billet Silver Metallic, C24080A



2019 JEEP GRAND CHEROKEE LIMITED 4X4
NOW \$27,264

3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 57K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Blind Spot Monitor, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, F23324A



2020 FORD EDGE ST AWD
NOW \$32,645

2.7 V6 EcoBoost Engine, 8 Speed Automatic, Aluminum Wheels, Only 28K Miles, Remote Start, Navigation, Memory Power Leather Trimmed Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Wireless Charging Pad, Climate Control, Panoramic Vista Roof, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Hands-Free Liftgate, Remote Keyless Entry System, Ford Certified! Rapid Red, U24018

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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 RAM 1500 LARAMIE SPORT CREW CAB 4X4
NOW \$42,887

5.7 V8 HEMI Engine, 8 Speed Automatic, Aluminum Wheels, 37K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Heated Steering Wheel, Blind Spot & Cross Path Detection, Back-Up Camera, Remote Tailgate Release, Trailer Brake Controller, Remote Keyless Entry System, Ram Certified! Diamond Black Crystal Pearlcoat, F23331A



2020 FORD EDGE SEL AWD
NOW \$26,995

2.0 EcoBoost Engine, 8 Speed Automatic, Aluminum Wheels, Only 30K Miles! Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Panoramic Vista Roof, Auto Climate Control, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Hands-Free Liftgate, Remote Keyless Entry System, Ford Certified! Burgundy Velvet Metallic, U23189



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



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



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



2021 TOYOTA C-HR XLE
NOW \$24,995

2.0 Engine, 1 Speed CVT Automatic, Aluminum Wheels, 37K Miles, Remote Start, Power Windows and Locks, Adaptive Cruise Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Powertrain Warranty! Black, M24067A



2021 JEEP GRAND CHEROKEE TRAILHAWK 4X4
NOW \$34,997

3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 52K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Sunroof, Bi-Xenon Headlamps, Adaptive Cruise Control, Blind Spot Monitor, Full Speed Forward Collision Warning, Lane Departure Warning Plus, Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Bright White, C24082A



2017 JEEP WRANGLER UNLIMITED SAHARA 4X4
NOW \$29,999

3.6 V6 Engine, 5 Speed Automatic, Aluminum Wheels, Only 26K Miles! Black 3-Piece Hard Top, Running Boards, Power Windows and Locks, Remote Keyless Entry System, Black Clearcoat, U24009



2021 FORD ESCAPE SEL AWD
NOW \$23,301

1.5 EcoBoost Engine, 8 Speed Automatic, Aluminum Wheels, 32K Miles, Remote Start, Navigation, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Rapid Red Metallic, U24019



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Gotcha Doin' Good

Carol Jordan

When agencies and social workers come to Carol because a foster child or family is in need, Carol is there to help. For example, an aunt may need a bed so a child can be placed with her instead of with strangers when the child is removed from their home. Carol will call on the community she's put together centered around helping vulnerable kids. This group fills as many needs as possible, whether it's beds, diapers, washing machines, etc.! She also organizes a monthly support group for foster and kinship families.



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

or visit

www.berriencommunity.org/GotchaDoinGood

Moody *Continued from cover*

what to do about the fish. There's a narrow window between now and mid-May -- the start of sturgeon spawning season. When that season begins, dredging is discouraged, and you must get a waiver for the work. Jay Wesley, the Michigan DNR's Lake Michigan Basin Coordinator, said sturgeon have a local history.

"Historically, it was a high population of sturgeon, and they would migrate from Lake Michigan all the way up to Niles, even further into South Bend to spawn. But now their population is restricted to the area below Berrien Springs Dam, down to Lake Michigan. And there's a small area in there that they can reproduce, and we think the population is 50 adults or lower."

Wesley said it's not unheard of for dredging to happen during the sturgeon spawn moratorium. The May timeframe is a sensitive time for the spawn.

"It's one of them. It's where the adults are migrating upstream. So, we just want to make sure the dredging activity allows an opportunity or a window throughout the day that those adult sturgeon can move through. So, if it's a daytime dredging event and they're shut down at night, that allows those fish a chance to move through there and get to the spawning grounds."

Wesley said he was on the St. Joe River a couple of weeks ago and can confirm the shoaling and shallow waters in the Tackle Haven area. He said the natural sediments collecting there will likely be a problem for recreational boaters if they're not careful about their depth.

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Fette said the county has put out a request for proposals to get bids on dredging while it prepares its permit application. While it will be a challenge, he said the county could possibly get the dredging done in the coming weeks.

AREA WALMARTS UNDERGOING RENOVATIONS

Twelve West Michigan Walmart stores are reportedly going to see renovations this year – two of those in Southwest Michigan.

Walmart president and CEO John Furner recently announced via social media, "...during the next 12 months, we plan to remodel 650 stores across 47 states and Puerto Rico – creating tens of thousands of jobs supporting these projects."

Among those slated for renovation in Michigan are the Walmart locations in South Haven at 201 73rd Street and Benton Harbor at 1400 Mall Drive.

"Our remodeled stores will reflect Walmart's Store of the Future concept, featuring improved layouts, expanded product selections and innovative technology to help our associates better support our customers and make shopping more convenient and enjoyable."

According to a statement from the company, renovations are scheduled to start in May at the South Haven location and July in Benton Harbor.

"Customers love this concept in the places we've already rolled it out, and we're excited to transition more and more of our fleet."

Walmart's "store of the future" concept is designed to elevate the customer's in-store experience with the following improvements:

- **Activated corners:** exciting displays at the corners of certain departments that pull customers in and help them touch, feel, and become a part of the space.
- **More space to discover:** In these new, reimagined spaces, Walmart has purposefully created more space for customers to explore and discover the breadth and depth of what our stores have to offer.
- **Digital touchpoints:** Using our stores as an initial display of the great variety of products and brands, we can share the vast range of products and services Walmart offers online through QR codes and digital screens.

Hunter Hart, Senior Vice President for Walmart Realty said the remodeled stores will bring benefits for both customers and employees.

"We've laid out our reopened stores to feature more space, making exploration and experience easier than ever. While this is good news for our customers, it's great news for our associates, whose jobs become easier when space expands."

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Josh Bishop
Pastor

I'm Alive!

As for you, you were dead in your transgressions and sins, in which you used to live when you followed the ways of this world and of the ruler of the kingdom of the air, the spirit who is now at work in those who are disobedient. All of us also lived among them at one time, gratifying the cravings of our flesh and following its desires and thoughts. Like the rest, we were by nature deserving of wrath. But because of his great love for us, God, who is rich in mercy, made us alive with Christ even when we were dead in transgressions—it is by grace you have been saved. Ephesians 2:1-5

A long time ago, there was a Christian man who had become highly respected in his church. He was a leader. He was someone people looked to for guidance. As far as most could see, it appeared that he lived his life in a way that pleased God. However, this man hadn't always lived a Godly life. In his youth, he had lived a rather wild life. Women, wine, partying—he indulged in it all!

One day, he was walking down the street, and one of the women he used to party with saw him and shouted out his name to get his attention. She ran up to him and asked him, "It's me. Don't you recognize me?" And he replied, "I do recognize you. But I am not that

man anymore. That part of me is dead." In the words of our devotion we are reminded of the mercy God extends to us—mercy which graciously forgives us for all of our wrongs and faults. God does not treat us as our sinful pasts deserve—instead, he shows us undeserved love—grace. YOU are forgiven! Yes, even YOU! No matter what you've done or how far you may think you have fallen, God loves you and has forgiven you of that past because of Jesus!

When we realize this amazing gift, how can we do anything but say no to those desires and cling to our God who loves us?

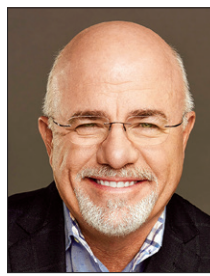
Prayer: Dear God, help me to remember each and every day of the new life I live for you. Help me to reject the deadened path of sin and walk with you today and always. Amen.

Submitted by Pastor Josh Bishop
Grace Evangelical Lutheran Church, St. Joseph
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Dave Ramsey
Financial Expert
The Ramsey Show

Dave Says

**If You're Not Going All In,
Stay Out**

Dave,

I have an idea for a small business I think would be a huge success in my area. How do you feel about me keeping my current day job, and hiring a full-time manager for the business to handle the day-to-day operations, while I do the accounting and oversee things? If it doesn't break even or better, I can always close it. In my mind, I equate my plan to being like selling real estate on the side, while keeping my regular, full-time job. What are your thoughts?

Victor

Dear Victor,

To be honest, I don't think there's a high likelihood of success using this model. Unless, of course, you're willing to devote 40 to 50 hours a week to this new business, in addition to the time you spend at your current job. In my mind, you'd have a better chance of making it work if you bought an existing business with a manager already in place. That way, at least you wouldn't have to be so entrepre-

neurial and constantly involved in things like adjusting the business model, checking prices and dealing with customers.

Honestly? This idea isn't a lot like real estate at all. Real estate will run itself—for the most part—once you find a tenant. Also, the number of hours you'd have to put into selling real estate on the side is nothing like the time you'd spend getting a new business off the ground.

Here's the deal, Victor. The secret ingredient to your small business success is you. You are the ideas, the passion and the energy. The problem with your plan is that you are only a small part of the equation. Franchises and chains try to train this kind of stuff into people with pep talks and other forms of motivation, but when something's your baby, it's really your baby. You're going to do your best, days, nights and weekends, to grow it properly. You're going to worry over it constantly, and treat it almost like it's your very own child.

I love your entrepreneurial spirit, but I'm sorry, Victor. I just don't like this plan. It sounds like your idea is to swing by once in a while, eyeball things and crunch a few numbers. And if that's the case, I wouldn't waste my time or money if I were you. You'd probably benefit your community more by just giving what you'd invest in the venture to a good charity.

—Dave

** Leadership and small-business expert
Dave Ramsey is CEO of Ramsey Solutions. He has authored eight national bestselling books, including EntLeadership, and is a host of The Ramsey Show and The EntLeadership Podcast.*

PET OF THE MONTH

Odie

Odie is a 1.5-year-old Mixed Breed who is looking for an active family. He is up to date on vaccinations, neutered, and currently weighs 62 pounds. He is selective with other dogs and would do best in a home without cats.

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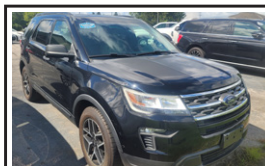
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2021 MAZDA CX9 PLATINUM AWD
Just in! Off lease every option, low miles!

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2021 ALFA ROMEO STELVIO ROSO TI
Just in! Off lease, every option, 26,000 miles, MSRP new \$58,835

\$29,900



2021 RAM 1500 SLT CREW CAB 4X4
HEMI POWER with low miles!

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2022 FORD EDGE TITANIUM AWD
Titanium widda cracked cranium

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2020 GMC TERRAIN DENALI
Loaded with every option!

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2022 FORD BRONCO SPORT
Just in! Only 9,000 miles on this moonroofed beauty!

\$34,900



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Only 50k, setup to haul!

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For MILITARY PERSONNEL & THEIR FAMILIES

\$500

OVER & ABOVE ALL OTHER INCENTIVES!

\$500

COLLEGE GRAD REBATE PROGRAM¹⁰

OVER & ABOVE ALL OTHER INCENTIVES!

COROLLA

new 2024 COROLLA
excludes Hybrid, Corolla Cross and GR Corolla

4.75% for 60

APR Financing Mos.²

-or- 5.75% APR for 72 Mos.


-or- 5.75% APR Financing on new 2024 Corolla Hybrids³

-or- new 2024 Corolla LE Gas #1852⁴
\$239/Mo. 3-Year Low Mileage 10,000 Mile/Year Lease

\$239 Per Mo.

36-Mo. Lease
\$3299-Due at Signing

Excludes applicable taxes & fees. No security deposit required.



RAV4

new 2024 RAV4 Gas & Hybrid
excludes RAV4 Prime

4.75% for 60

APR Financing Mos.²

-or- 5.75% APR for 72 Mos.


-or- 5.75% APR Financing on new 2024 RAV4 Hybrids³

-or- new 2024 RAV4 LE Gas #4430⁵
\$299/Mo. 3-Year Low Mileage 10,000 Mile/Year Lease

\$299 Per Mo.

36-Mo. Lease
\$3299-Due at Signing

Excludes applicable taxes & fees. No security deposit required.



TUNDRA

new '23/'24 TUNDRA GAS & HYBRID
excludes TRD Pro

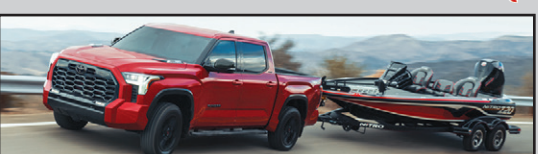
2.25% for 48


APR Financing Mos.⁶

-or- 4.25% APR for 60 Mos.
-or- 5.25% APR for 72 Mos.

LOW LEASES AVAILABLE

-or- \$1,500 CUSTOMER CASH⁷ on new 2023/2024 TUNDRA HYBRID
excludes TRD Pro or \$1000 on Gas models.





HIGHLANDER

new 2024 HIGHLANDER
excludes Hybrid & Grand Highlander


4.75% for 60

APR Financing Mos.²

-or- 5.75% APR for 72 Mos.

-or- \$1,000 TFS APR CASH⁸ on new 2024 HIGHLANDER GAS
or \$500 on Hybrid models.

-or- 5.75% APR Financing on new '24 Highlander Hybrids³





ToyotaCare

Every New Toyota Comes With ToyotaCare.¹¹

2-Year No Cost Maintenance Plan.

1. Toyota vehicles and components are built using U.S. and globally sourced parts. 2. New 2024 Corolla (Excludes Hybrid, Corolla Cross Gas/Hybrid & GR Corolla), new 2024 RAV4 Gas & Hybrid (Excludes Prime), and new 2024 Highlander (Excludes Hybrid & Grand Highlander). 4.75% APR for 60 Months with \$18.76 per \$1,000 borrowed OR 5.75% APR for 72 Months with \$16.46 per \$1,000 borrowed. 3. New 2024 Corolla Hybrid (Excludes Corolla Cross Gas/Hybrid & GR Corolla) and new 2024 Highlander Hybrid (Excludes Grand Highlander Hybrid). 5.75% APR for 60 Months with \$19.22 per \$1,000 borrowed OR 6.75% APR for 72 Months with \$16.93 per \$1,000 borrowed. 4. New 2024 Corolla LE Model 1852. Lease based on net cap cost of \$19,967. Lease end purchase option \$13,679. 5. New 2024 RAV4 LE Model 4430. Lease based on net cap cost of \$26,665. Lease end purchase option \$18,683. 6. Remaining new 2023 and new 2024 Tundra Gas & Hybrid (Excludes TRD Pro) 2.25% APR for 48 Months with \$21.80 per \$1,000 borrowed OR 4.25% for 60 Months with \$18.53 per \$1,000 borrowed OR 5.25% APR for 72 Months with \$16.22 per \$1,000 borrowed. 7. Customer Cash direct on new 2024 Grand Highlander Gas Models only or \$500 TFS Standard APR Cash on new 2024 Grand Highlander Hybrid Models only. 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. 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 (TCU 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 buytoyota.com for complete details. 10. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit buytoyota.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. * Subject to approved credit thru Toyota Financial Services. Tier 1+ & 1 only. See participating dealer for details. ** NO SECURITY DEPOSIT. Subject to approved credit through Toyota Financial Services. Not all customers will qualify - Tier 1 PLUS customers ONLY. Excludes state and local taxes, license, registration and title, and insurance. License and applicable fees are extra. Other options and dealer charges extra. Your payment may vary depending on final price. Lessee may be charged for excessive wear based on Toyota Financial Services standards for normal use and for mileage in excess of 30,000 miles at the rate of \$0.15 per mile (10K low mileage leases). \$350 Disposition Fee is due at lease termination. 2, 3, 4, 5, 6, 7, 8, 9 & 10: Must take retail delivery from new 2024 (and 2023 Tundra) dealer stock while supply lasts between 3/5/24 and 4/1/24. 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 4/1/24.



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