

Growing a Farmers Market: A Project to Increase Vendor and Consumer Participation, Market Promotion, Season-Extension, and Nutritional Education in Alcona County

Alcona Local Foods Association of Harrisville, Michigan received \$77, 943 to promote the sales of locally grown food by local farmers by educating consumers, increasing the awareness of nutrition and health issues for all county residents; and constructing a cooperatively operated hoop house to allow local growers to lengthen the short Michigan growing season.

[Final Report FY09](#)

FINAL REPORT

Date: November 4, 2011

Recipient Name: Alcona Local Foods Association
Title of Project: Growing a Farmers Market
Grant Number: 12-25-G-0947
Location: Harrisville, Michigan
Contact Name/Phone No.: Pamela Burt (T) 989-724-7400
Progress Report No. 4 (Final)

PROJECT SUMMARY

The “Growing a Farmers Market Project,” implemented by Alcona Local Foods Association (“ALFA”) from October 2009 through September 2011, focused on the growth of Alcona Farmers Market, which first opened in 2008 as the only farmers market in Alcona County, Michigan.

Located in a poor, rural area of northeast Michigan, Alcona County has a population of just 10,942. Median incomes are amongst the lowest in Michigan, while unemployment is amongst the highest at 18.9%. Seniors 65 years or older make up one-fourth of the county’s population, with more than half living below the poverty level. Nearly two-thirds of the county’s children qualify for free or reduced school lunch programs. The county’s poverty is reflected in its health statistics. In 2007, the National Center for Disease Control ranked the county first in the nation for identified cases of Type 2 diabetes, while a large proportion of both children and adults are obese. Educating the county’s high percentage of low-income residents about the health advantages of purchasing fresh local foods at the market is a herculean challenge.

Compounding Alcona County’s poverty and health issues is the limited availability of locally grown foods, due largely to the short growing season so close to the 45th Parallel. Little local produce is available for sale at Alcona Farmers Market most months of the year due to the harsh climate. Another key challenge for the market is educating and recruiting market vendors, for whom the concept of marketing their produce at a farmers market is brand new.

PROJECT APPROACH

1. Introduction

The Project addressed the problems facing Alcona Farmers Market’s ability to thrive and grow by: introducing season-extension techniques in our cold climate through a cooperative passive-solar hoop house program, to substantially expand the growing season and availability of fresh local produce at Alcona Farmers Market; using outreach and promotional efforts to increase farmer/producer and consumer participation at Alcona Farmers Market; and educating the community about the nutritional value of fresh local foods.

2. Season-Extension: The Cooperative Hoop House Program

The Project included assembly and erection of a passive-solar community hoop house at the Harrisville Township Recreation Area, as well as seven farmer/producer passive-solar hoop houses located on farms of in-county producers who were vendors at Alcona Farmers Market. Educational efforts for the participating vendors included providing them with hoop house instruction manuals, offering a video presentation showing construction and use of a hoop house, and providing seasonal crop planting schedules. The participating vendors also attended a workshop at Michigan State University which included a tour of hoop houses in which extended-season crops were being grown.

Actual assembly and erection of the hoop houses began when the market vendors and volunteers came together to erect the community hoop house in June 2010. Under the guidance of hoop-house expert Adam Montri of Michigan State University, the community hoop house was assembled and erected in a day and a half. The skills acquired from this hands-on experience were then used to assemble and erect the remaining hoop houses, with market vendors and volunteers gathering at one site after another to work as teams.

To broaden educational outreach for the benefits of hoop houses in extending the growing season, in November 2010 ALFA partnered with Michigan State University Extension, Alcona Conservation District, and Alcona Public Library to offer a webinar series covering hoop house planting, pest management, soil amendments, crop storage, and pricing of crops for market. The webinar, sponsored by the Great Lakes Vegetable Working Group and University of Illinois Extension, was held in five segments at the Alcona Public Library in November 2010 and was attended by eighteen current and prospective hoop house vendors/producers.

3. Outreach and Promotion to Increase Market Vendor and Consumer Participation

To strengthen relationships among existing vendors and attract new vendors to the market, the services of a market master were enlisted. Under her guidance, the market site was organized and improved to better arrange vendors and their products, tables and chairs were added for vendor and customer convenience, and outdoor canopies and large coolers were made available to market vendors on an as-needed basis.

Direct promotion of Alcona Farmers Market was conducted through the duration of the Project via ongoing advertisements in the local newspaper, flyers posted in local businesses, and banners displayed around town. A new market sign was installed at the market site, to attract customers and flag the market location for newcomers. Signs and guide lines were strategically placed on-site to smooth traffic flow and ease congestion as market traffic increased.

4. Educating the Community About Fresh Local Foods Available at Market

A key component of our promotional and educational outreach to the community at large was development of our new website at www.alconalocalfoods.org. The website offers a wealth of information about Alcona Farmers Market, including the types of fresh seasonal foods offered at market, photos of market vendors and their displays, and links to information about

seasonal produce availability times, how to effectively shop for local and healthy foods, and recipes for cooking local foods. Also provided is information and links relating to season-extension techniques using passive-solar hoop houses.

Community education was also provided by articles written about the Project and the market in the local newspaper, weekly mass emails detailing foods offered at Alcona Farmers Market, and educational events held at the market.

During the 2010 season, market events included a “Customer Appreciation Day” which offered a demonstration of local-food cooking techniques by a local chef, and a “Kids Day” offering local-food based educational attractions geared to children. Booklets describing local foods and how to prepare them were also offered at the market, along with a table sponsored by local Master Gardeners who were on hand to answer questions on market days.

To help attract low-income seniors to the market, the Project included participation in Michigan’s Senior Project Fresh program, entailing distribution of booklets of coupons redeemable at the market for fresh produce. The booklets were distributed through local churches and food banks to needy seniors in the county, a demographic group whose presence at the market had been negligible in prior years.

During the 2011 season, we were able to operate an early extended-season market beginning in April in an enclosed, albeit open-fronted, venue. Community response was enthusiastic, and the addition of baked goods, jams and jellies under Michigan’s Cottage Industry Law also gained enthusiastic support from customers.

The regular 2011 market season opened on Memorial Day with giveaways in the form of seed packets and booklets on how to grow and prepare vegetables and fruits, and drawings for gift baskets of gardening and market-related items for adults and children. On the 4th of July weekend, a “Grand Opening” was held, including adults and children drawings, and hand-outs of recipes. Kids Day, delayed until mid-September due to inclement weather, featured market bags with school supplies, health-related items, and coloring/activity books. Labor Day weekend featured a demonstration of chainsaw carving (a popular Northern Michigan art form), and handouts on Michigan’s new Cottage Industry Law, canning techniques, and food preservation.

During the 2011 market season and extended seasons, market customers purchasing \$5 or more in market goods received a card noting the amount of purchase. After collecting five cards, a customer could select from items including market bags, garden ornaments, cookbooks, and caps or t-shirts with the market logo. Market vendors were also supplied with small toys (train whistles, bouncy balls, parachute toys) to be given to children attending with their parents.

In 2011 ALFA chose to forego participation in the statewide Senior Project Fresh Program, opting instead to target coupons for market goods specifically to low-income participants through direct contact with local food banks, the WIC program, the Alcona County Commission on Aging, and other local assistance programs. Market vendors also had the option to assisting customers with obvious need by presenting them with \$2 coupons for purchasing food items at the market.

Finally, in September 2011, as we entered into our third extended market season, the market itself was moved from its location at a county-run facility (located on U.S. Forest Service property) in Harrisville to the local restored historical railroad depot. The stone Harrisville Depot building, over 100 years old, is leased by the railroad to the Harrisville Depot Group, which restored the building and site. The Depot Group agreed to allow ALFA to operate Alcona Farmers Market at the depot at no charge.

The benefits of the new market location are twofold – it not only provides an enclosed indoor area which can be heated for use in cold and inclement weather, it also brings additional customers to the market by attracting local residents and visitors interested in touring the historical depot. Response to this new location has been significant, with increased numbers of customers each week since early September 2011. Plans call to continue the market at this location in the spring.

GOALS, OUTPUTS, AND OUTCOMES ACHIEVED

1. *The Community Hoop House*

The community hoop house erected at Harrisville Township Recreation Area in June 2010, the first to be erected during the Project, proved to be an invaluable educational resource. Assembly and erection of the community hoop house provided a foundation of knowledge for accomplishing the awe-inspiring task of later building the six market-vendor hoop houses at the busiest time of year for the vendors, during the summer 2010 growing season. Vendors and volunteers working to erect the six vendor hoop houses were also able to return to the community hoop house to refresh their memories on assembly details when necessary.

In its first season of operation in fall 2010, the community hoop house attracted a dozen county residents interested in learning season-extension techniques, some for potential future sales of crops at market. Growing plots were assigned and season-extension reading materials and video presentations recommended. Organic seeds for the first year's crops were donated by a community member. Season-extended crops of carrots, beets, spinach, various lettuce varieties, kale, Asian greens, and even ginger root were planted and harvested. The growers cooperated in watering the crops from a newly-installed frost-free water supply and adjusting ventilation in the hoop house over the winter. In the spring of 2011, vendors offered crops from the community hoop house for sale at market.

During the summer months of the Project, a steady stream of people came by the community hoop house for their first glimpse of a passive-solar hoop house, often asking questions of workers preparing the growing beds. This unplanned informal knowledge exchange was a benefit we did not anticipate, and served to acquaint many dozens of community members and tourists with the season-extension benefits offered by hoop houses.

2. *Market Vendor Hoop Houses*

The six hoop houses initially planned for the market vendors were all erected, through cooperative team efforts, by fall 2010. Due to unexpected and insurmountable site problems

encountered in building the second community hoop house planned for Mikado Township, we explored possibly erecting this last hoop house next to the original community hoop house. Because site problems were encountered there as well, this last hoop house was assigned to one of our long-term market vendors who had not received one of the initial six vendor hoop houses.

Extended-season crops grown in the vendor hoop houses were offered at Alcona Farmers Market in fall/winter 2010, and both spring and fall of 2011. Fresh locally-grown root crops including carrots and beets, as well as spinach, salad greens, kale, Swiss chard and other vegetables, were thus made available to our community in cold weather months for the first time ever. To appreciate the impact that the hoop houses have made in our community, see the attached headline story from our local newspaper titled “**Hoop Houses are Popping Up All Over Alcona County**” (*Alcona County Review*, 8/18/2010).

3. Growth of Alcona Farmers Market

Alcona Farmers Market grew by leaps and bounds during the 2010 summer season. With the shiny new look and feel presented by the new market sign, bright new canopies for vendor booths, special promotional events, and local newspaper and radio advertising, our market thrived. Customer attendance was consistently higher by double-digit percentages, climbing to an incredible 95% increase by summer’s end. At the last Saturday market day in 2009, only 141 customers attended our market – a number which soared to 275 in 2010. Vendors selling at our market also rose impressively from 15 in 2009 to 25 in 2010 – an increase of 67%. In addition, due to the season-extended crops grown in the hoop houses, we were able to extend the close of the 2010 market season from mid-October to mid-December.

The incredible expansion of Alcona Farmers Market in 2010 was not without growing pains. While the time and energy of ALFA’s board members were consumed with administering the Project during the summer of 2010, including assisting with siting and equipment details for the first seven hoop houses, by the end of the summer communications between our board and some of the market vendors and volunteers had suffered. Then, despite our best efforts to secure permission to use the garage at our market site for the cold weather months of the extended season, we were unable to do so. Belatedly, we were able to arrange temporary space in the community hoop house to accommodate vendors for the fall 2010 extended-season market.

In the meantime, however, a number of vendors and volunteers left our market in early October 2010 to set up their own informal extended-season market at another site in the county, some 15 miles away from the site of Alcona Farmers Market. Although attempts were made over the winter to mediate a reconciliation for return of the departing vendors to Alcona Farmers Market, they were unsuccessful. In the end, however, there was a bright silver lining in that this informal spin-off market grew to itself become an established farmers market during the 2011 season. It is now the second farmers market in Alcona County, located in the Village of Lincoln where it serves a separate local community of its own. Although initially born of stress and strife amongst market participants, the spin-off market directly serves the most important goal of our Project – to provide fresh locally-grown foods to as many people in Alcona County as possible.

Overall, the number of customers attending a given market day at Alcona Farmers Market in 2011 remained high despite the loss of some of our vendors to the spin-off market. An average of 100-150 customers attended market on any given Saturday and 50-100 customers during extended-season market days. By virtue of the crops grown in the vendor hoop houses, in 2011 we were able to extend the market season at both ends, opening in April 2011 instead of late June and remaining open at least through November.

In sum, our “Growing a Farmers Market Project” brought new hope and a strengthened sense of community to our poor and sparsely populated county in northeast Michigan. Despite some bumps in the road, the goals of the Project were reached, with results exceeding our expectations. Although it is difficult to quantify, there has been a palpable increase in interest in local foods and healthy eating throughout Alcona County and its extended community. This is principally noted in individuals and families. But it is also noteworthy that since ALFA began its Project, several area restaurants and grocery stores have expanded their choices to include local eggs and produce, while both local customers and visitors have ordered winter supplies of meat and poultry through market vendors.

BENEFICIARIES

As to the hoop house portion of the Project, the most obvious beneficiaries are the market vendors who utilized the hoop houses, attended the training sessions, and were able to increase the length and quantity of sales and numbers of customers purchasing their items. Customers of the market also benefitted inasmuch as fresh, locally-grown produce was available at market from April through December for the first time in our county.

Individuals using plots in the community hoop house benefitted through the opportunity to share growing information and knowledge as well as chores involved in producing crops in a hoop house environment (such as watering and weeding), thus making the hoop house more conducive for use by senior growers. These individuals also had access to equipment and seeds recommended by experienced growers, as well as best-practice information on composting, harvesting, and preserving crops.

The impact of our efforts to educate local families on the importance of healthy and local foods is evidenced by a recent decision of the local school system to institute a curriculum on extended-season growing, the increase in families accessing the market, and the slow but steady increase in low-income customers using Project Fresh and market coupons to obtain food at market.

Young people in our community benefitted from having their interest piqued by programs on preparing and eating fresh vegetables, the importance of honeybees and trees to the community, and becoming a “locavore” – each attended by 20-25 children.

Recipes, food demonstrations, and information on the use of herbs offered at the market gave attending adults the means to incorporate previously-unfamiliar produce into their family’s diet, to preserve fruits and vegetables, and to reduce the amount of preservatives and pesticides consumed by their families. The addition of gluten-free baked goods offered by a market vendor

also benefitted homemakers in a community offering little beyond packaged goods for those on gluten-free diets.

The market was also able to help the welfare of local companion animals by providing the Alcona Humane Society with a venue in May and June 2011 for pet adoption days. Several young women brought their homemade lemonade stand to the market on these occasions, selling drinks and healthy snacks to benefit the Humane Society.

In terms of market growth, the county as a whole benefitted from the availability at Alcona Farmers Market of extended-season produce from the hoop houses, and addition of a second market in a second community which also operates on an extended-season basis.

LESSONS LEARNED

The vital lesson we learned during the Project was the importance of ongoing communication among all key players involved in an effort of this magnitude. During the summer of 2010, the busiest period of our Project, we divided our board members into two working groups. One group was devoted to getting the eight hoop houses assembled and erected around the county, while the other was devoted to leading our new Farmers Market Committee in managing and promoting the market itself. The Market Committee also included our market master, and a number of market vendors and volunteers.

With both groups working long hours to accomplish their goals, as time went on there was less and less communication between the two groups. By summer's end, the board became aware that antagonism had arisen between the groups, and that vendors on the Market Committee had come to believe they were in charge as final decision makers for Alcona Farmers Market. The problem culminated when the Committee announced its unilateral decision to move the market location from the original site in Harrisville to a site in Lincoln. When the ALFA board denied approval of this plan, vendors on the Committee moved their business to their newly chosen site. The ALFA board believes that, had the lines of communication between the two working groups been more open, members of the Market Committee would have better understood their roles under the Project.

Compounding this misunderstanding about the chain of command for the Project, and further emphasizing the importance of ongoing substantive communication, were hostilities which arose between vendors who grew their crops with pesticides and insecticides vs. those who followed basic organic and sustainable growing methods. With a growing number of market vendors earning substantial income at the market in the summer of 2010, rivalry between some of the vendors degenerated to jealousy and back-biting. Although other markets in our region have reported similar problems, and we have experienced some ourselves in the past, they were exacerbated by insufficient communication between key market participants.

Although efforts to end the impasse with the Market Committee continued into the winter of 2010, the departing vendors chose to remain at their new site in Lincoln. During the 2011 season this spin-off market grew to become a good-sized market of its own, even as Alcona Farmers Market continued to attract new vendors at its original site in Harrisville.

ADDITIONAL INFORMATION

We are most grateful to our Project partners, listed below along with their contributions:

- Michigan State University Extension, which assisted in: set-up and organization on market days; organizing vendor meetings and educational sessions; administering the Senior Project Fresh program; and general administrative services for the market;
- Michigan State University Student Organic Farm, which provided: a hoop house workshop at their facility, taught by hoop-house expert Adam Montri; the assistance of Adam Montri in selecting suitable hoop house features for our harsh climate; and training by Adam Montri during assembly and erection of the community hoop house;
- Alcona Conservation District, which assisted with administration of the hoop-house webinar series and shared their space with us at the market site
- Alcona Public Library, which provided space for meetings and assisted with the hoop-house webinar series
- Harrisville Township Board of Trustees, which granted permission for and assisted with location of the community hoop house at the Harrisville Township Recreation Area, and provided ongoing support and encouragement for the Project
- Alcona Master Gardeners, who provided a booth on market days where they answered questions concerning growing practices and related environmental issues
- The U.S. Forest Service and the Harrisville Depot Group, both of which allowed us to use their property as a site for Alcona Farmers Market

Additional information about Alcona Farmers Market and our Growing a Farmers Market Project can be found at www.alconalocalfoods.org .

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Serving Alcona County for 133 Years

Harrisville, Michigan 487

Hoop houses are popping up all over Alcona County

By Kathryn Fritz Kniep
Special to the Review
In the midst of harvest time, the Brittain Family Farm in Mikado is experiencing a "second spring" thanks to a hoop house funded through a grant from the Federal Farmer's Market Promotion Program (FMPP) to Alcona Local Foods Association (ALFA).

"I can't believe it, but it's true," ALFA Board President Kim Brittain said. "On August 9, we planted carrots, beets and scallions in the hoop house. They should be ready in time for Thanksgiving." Since that time, the Brittain family has also planted purple scallions, golden beets, Chinese cabbage, tatsol (an Asian green also known as "spoon cabbage," purple and white salad turnips, radicchio, bok choy, romaine lettuce, Swiss chard

and kale, she said, all of which should be available for the table in October or November.

The Brittain's hoop house is one of six being built on farms operated by independent growers who participate in Alcona's Farmers Market. In addition, ALFA board members and volunteers have planted the first "community hoop house" located at the Harrisville Recreation Area (HRA) at the foot of Lake Street, according to ALFA Treasurer Kim Pompa.

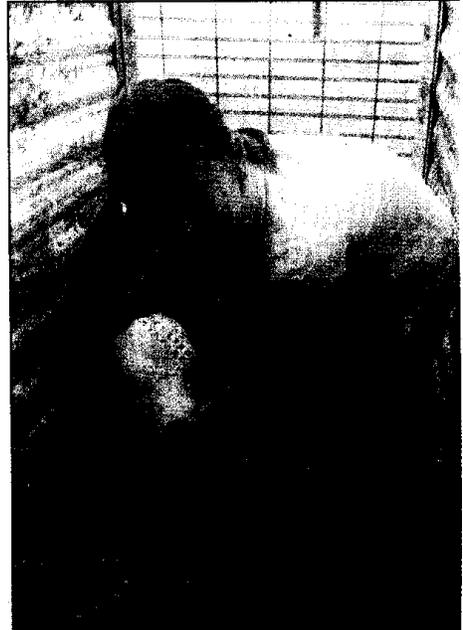
"We've put in 10 rows of carrots so far," Pompa said, "and we'll be planting beets, shallots, onions and pole beans soon. The carrots are coming up already." Pompa said most of the plants being sewn for the fall season have a growing period of around 50-55 days and should be available in October or early

November. "It's going to be incredible," she added.

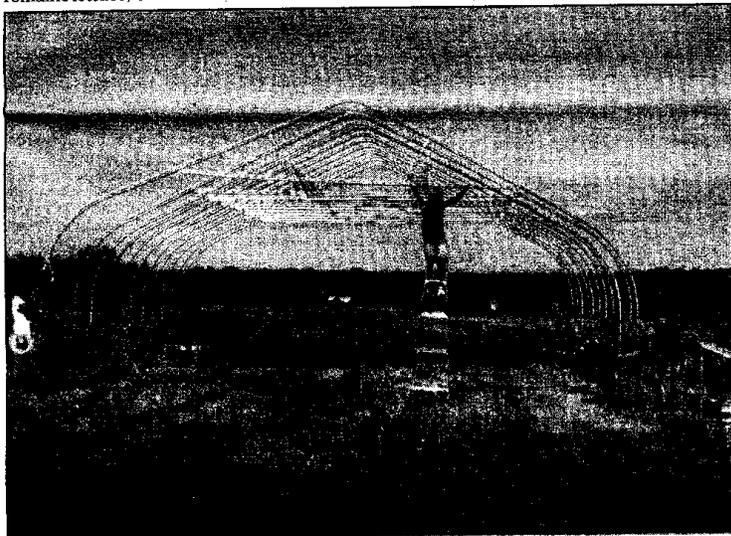
A major goal of the two-year, \$78,700 grant was to train and assist vendors to extend the local growing season. The 48 foot by 30 foot passive solar hoop houses, with a price of about \$62,000 for all 10, are part of that goal. ALFA hopes to develop a curriculum which will allow farmers and growers to add as much as two months to each end of the growing season and to grow some items, such as carrots, herbs and greens, year-round, Pompa said.

The group hopes that accomplishing its first goal will lead to fulfilling its second -- encouraging local eating. Over the course of this season the Alcona Farmers Market, which also received a

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Next week is the Alcona County Fair and members of Alcona Junior Livestock Club, including Sarah Sweet, gearing up for the market sale. For more information about sale, see page 11. *Courtesy photo.*



(From left) Bruce and Robert Brittain, Pam Burt, Ryan Brittain and Kim Brittain work at putting up the Brittain Family Farm hoop house. *Courtesy photo.*

Football coach trades whistle for family time

By Dan O'Connor
Sports Writer

Fans heading out to watch the 2010 Alcona High School varsity football team will soon realize that one mainstay will no longer be roaming the sidelines.

After 21 years of coaching high school football, Terry Franklin decided it was time to enjoy watching his two sons, Cody and Brock, and daughter, Abby, grow up.

The demands of a football coach are not easy with fundraising, daily practices, games each Thursday and Friday, film sessions and strategic planning times which

can total an unpreparable amount of hours a week.

Still though, it was no great wins and tough losses that Franklin will miss -- it's the players. "Because around kids, the hard work -- that's what I will miss. I loved trying to motivate them through the tough times because I hope would prepare them for the ups and downs of life. Football and athletics is a preparing kids for life -- school and giving them sons to use later on as grow up," Franklin said

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Teenager dies in one-car rollover

By Cheryl Peterson
Editor

zens responded to the crash. The Greenbush first respond-

ment, the accident occurred after a south bound vehicle



Hoop Continued from page 1

portion of grant funds, has expanded to between 15 and 20 vendors each Wednesday and Saturday and increased its customer base as well.

Hoop houses are passive solar greenhouses which do not use supplemental light and heat. The Nor'Easter, manufactured by Rimol Greenhouse Systems, was selected in part because it was originally designed for rugged New England winters and can support heavy snow loads.

Michigan State University's Student Organization Farm assisted with researching the choice of hoop house

and led a training build at the HRA site in early June.

ALFA will be advertising space available in the community hoop house in the near future, Pompa said. Grant dollars were also available to purchase soil and border materials to create raised beds within the hoop house which will be available soon. An area outside the hoop house but within the fence surrounding it will also provide raised beds for summer planting, she said, and space inside and out is available to anyone interested in the project.

In addition, Pompa and

other ALFA board members plan to experiment with growing plants within the hoop house. "In February or March," she said, "I'm going to try figs and Pam (Burt) is going to put an avocado tree that she started from seed in the hoop house." Whether such exotic fare will grow in Alcona County or not remains to be seen.

Individuals interested in space within the community greenhouse should watch the Review for advertising that space is available, or contact ALFA secretary Pamela Burt at (989) 724-7400, ext. 2, Pompa said.

Coach Continued from page 1

He admits that this fall will be much different without football. "It is definitely different having time off, but I'm really looking forward to enjoying my kids and wife Donna."

Franklin graduated from Alcona in 1984 and was an all-state running back. He then went on to play college football at Culver Stockton which is located in Missouri. Franklin's third year was spent playing baseball for Saginaw Valley State University. After three years of the rigorous schedule as a college athlete, he focused on finishing his teaching degree.

Franklin has spent 20 years at Alcona Community Schools coaching football. He served for six years (1989-92) under previous coach Bob Petrovich before moving to South Carolina for a year to teach and coach. A year later, Franklin found himself back under Petrovich for two more years before he got his first head coaching position.

In his fourth season Franklin led his team to the school's first state playoff berth in 1999 with seven wins (tying a school record) and scoring the second most points in school history during that season. In 2000 the Tigers made the playoffs again.

Although there were hundreds of moments to choose from, Franklin said that the 1999 win against Tawas was his most memorable moment as a coach. The Tigers needed one more victory to clinch a playoff berth that season and pulled off a last second win. "Our fans went crazy along with the players and coaching staff. It was a great mo-



Terry Franklin accepts congratulations from an opposing coach after a varsity football game. *Review file photo.*

ment for the school."

Over the years Franklin has found some of his favorite moments are when former players come back to visit him. "It's amazing when they come back as a young man and we get a chance to catch up."

Franklin though won't be far from the football field. His son, Cody, is a freshman this season on the junior varsity football team and son, Brock, is a sixth-grader in the Alcona Packer youth program. "I have to admit, I'm real excited to sit back and watch Cody and Brock play football for the next few years."

However that's not all he will be doing. Franklin will enter his sixteenth year of teaching this fall and will be

heavily involved with physical education and strength and speed classes. This summer he also coached two Little League teams and serves as vice president of the Alcona Little League board.

Despite all that, Franklin added that he will be sure to make some time to hunt and fish this fall as well.

Franklin wishes new coach Dave Schneider much luck. "He's a guy that works hard and dedicates a ton of time to the program. He's also very organized and has a ton of knowledge. He will be a good fit for Alcona," Franklin said.

After living the dream of coaching at the high school where he played football, Terry Franklin will now watch his own boys play the game he has passionately played and coached for over 30 years.

SUMMER SALES EVEN

2009 CHRYSLER TOWN & COUNTRY	\$17,9
Stk. #2512 V6, 7 passenger, auto, full power	
2009 PONTIAC G6	\$16,9
Stk. #12511 V6, auto, sunroof	
2008 CHEVROLET IMPALA LT	\$14,4
Stk. #12027 dark silver, full power	
2008 PONTIAC G6	\$13,9
Stk. #11674 V6 4 door, full power, auto	
2008 CHEVROLET IMPALA LT	\$15,4
Stk. #12668 full power, luxury pkg., leather	
2008 CHEVROLET EQUINOX LT	\$20,9
Stk. #12644 AWD, V6 auto, 21,000 miles, loaded	
2008 PONTIAC TORRENT GXP	\$22,9
Stk. #12599 AWD, leather, loaded, 22,000 miles	
2008 CHEVROLET TRAILBLAZER LT	\$22,9
Stk. #12698 full power, 4x4, 18,000 miles sunroof	
2007 BUICK RENDEZVOUS CX V6	\$14,9
Stk. #12651 7 passenger, auto, full power	
2007 GMC SIERRA 4X4 EXT. CAB	\$23,9
Stk. #12624 full power, leather, like new	
2007 GRAND PRIX	\$12,4
Stk. #12601 V6, auto, full power	
2007 CHEVROLET SILVERADO LT 4x4	\$22,9
Stk. #12584 V8, ext. cab, auto, trailer pkg., 25,000 miles	
2007 PONTIAC G6	\$ 8,9
Stk. #12515 4 door, 4 cyl., auto	
2007 CHEVROLET IMPALA	\$13,9
Stk. #12097 27,000 miles, full power	
2007 BUICK LACROSS CX	\$12,9
Stk. #12544 V6, full power, auto	
2007 BUICK LUZERNE CXL	\$19,9
Stk. #12600 leather, full power	
2007 CHEVROLET TRAILBLAZER	\$19,9
Stk. #12282 4wd, sunroof, full power	
2007 PONTIAC G6	\$12,9
Stk. #10949 V6, full power	
2007 CHEVROLET AVEO	\$ 5,9
Stk. #12545, 5 door hatchback, 5 speed manual, 4 cyl.	
2006 CHEVROLET AVALANCHE LT	\$21,9
Stk. #12592 loaded, 4x4, sunroof, very nice	
2006 BUICK RENDEZVOUS	\$12,9
Stk. #12633 FWD V6 auto full power leather	
2006 CHEVROLET HHR LS	\$7,99
Stk. #12605 4 cyl., auto, full power	
2005 BUICK TERRAZA CXL	\$12,9
Stk. #12597 7 passenger, leather, full power, great	
2005 CHEVROLET SILVERADO 4X4	\$17,9
Stk. #12512 V8, ext. cab, auto, trailer pkg. and more	
2004 CHEVROLET SILVERADO 2500 HD	\$15,9
Stk. #12513 V8, 4X4, ext. cab, auto, trailer pkg., full power	
2004 BUICK LESABRE	\$ 8,9
Stk. #12706, 4 door, V6, auto, 59,000 miles	
2004 CHEVROLET TRAILBLAZER 4X4	\$13,9
Stk. #12621, 6 cyl., auto, full power, leather, sunroof	
2003 CHEVROLET SILVERADO 4X4	\$13,9
Stk. #12440 V8, ext. cab, auto	