

Minnesota **Resorter** *Resorters Helping Resorters*

Fall 2016
Vol. 32 No. 3

Education: 2016 CMR Scholarship Recipients

Marketing: Are You Average?

Legislation: Day on the Hill Coming in February



**A PUBLICATION OF THE
COMMUNITY OF MINNESOTA RESORTS**

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Nominating Resorters for the 2017 Resorters of the Year Award

SEPTEMBER 1, 2017 DEADLINE

The Community of Minnesota Resorts (CMR) selects, through nomination by its members, one resort and resort owner that has shown a dedication to the improvement of the Minnesota Resort Industry by adopting and carrying out business policies and practices that reflect a personal pride in the industry as a whole. They also live up to the organization's motto of Resorters Helping Resorters by involvement in community activities and by displaying a willingness to help other resort owners to successfully operate Minnesota resorts.

You can go to the CMR website www.Minnesota-Resorts.com, scroll to the bottom of the homepage and click on Membership. Then, by using your User Name & Password you will get into the Members Only sections and click on Applications then print a copy of Resorter of the Year nomination form.



Mail the completed form to:
Resorters of the Year Nomination Committee
Community of Minnesota Resorts
PO Box 61
Dent, MN 56528

If you need further assistance please contact Jim
by emailing CMR@Minnesota-Resorts.com or calling 320-212-5107.

Minnesota Resorter

Resorters Helping Resorters



A Community of Minnesota Resorts Publication

Fall 2016

Vol. 32 No. 3

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About the cover: Photograph submitted by Emily Meyers, Fair Hills Resort, Five Lakes Resort & Wildflower Golf Course in Detroit Lakes.

The Minnesota Resorter is a triannual publication of the Community of Minnesota Resorts. The opinions expressed in the articles printed herein are those of the authors and do not necessarily reflect the opinions nor the official position of the CMR nor any of its officers, directors, or members. Please address any comments or inquiries to the committee contact. The Minnesota Resorter is printed by Arrow Printing.

From Your President's Pen



President Karen Senger
Community of Minnesota Resorts

Hello Resorters

As I am writing this, it is the beginning of August. The largest part of the summer is over. We are already hearing advertising about back-to-school. Yikes! Reflecting on the summer makes me think of a number of things. I haven't looked at statistics but it sure does seem like there were more summer storms with so much rain and wind and the number of resorts that were impacted by wind and water damage was significant. Luckily, at

this point, we were out of power five hours one day and four hours a couple days later. After reading some of the stories and seeing what people are posting on the Resorter Chatline, I consider myself lucky. I am assuming that surviving storms and preparing for bad weather and power outages will be a topic at the Community of Minnesota Resorts (CMR) Fall Conference. There are Fall Conference details on pages 10-11.

Office Manager

I would like to announce and introduce the new CMR Office Manager, Jim Wherley. Jim and his wife, Kristin, own and operate Sunset Bay Resort in Richville. They purchased their resort in December 2012. Jim has been an active participant in the CMR. He currently holds a CMR Board position. Jim has some great ideas that he would like to implement. His energy, enthusiasm and creativity make this position a great fit. As we

welcome Jim to his new position, we say thank you and goodbye to Vicky Krattenmaker, who has held the CMR Office Manager position for the past 15 years. Vicky, you will be missed. Good luck in all your future adventures!

Mailing Address

With this change comes a new CMR mailing address. The new CMR mailing address is:

Community of Minnesota Resorts (CMR)
PO Box 61
Dent, MN 56528

Name Change and New Website

When we first made the name change to Community of Minnesota Resorts, I had to stop and make myself use the correct name. However, it is much more fluid and natural for me now. I am feeling that the most difficult part of this process is behind us. We can now really focus on other issues that are important to your organization.

The website is in the process of being totally updated. As many of you know, there is a lot of work involved in this process. I say a big THANK YOU to those still working on it. We will announce when we are closer to the implementation date. I look forward to the new look!

Finally

One quick reminder...think about anything you would like to donate to the CMR Silent Auction during our Fall Conference. The money raised from the silent auction is important for our efforts for CMR's Day On The Hill. I hope to see many of you at the fall conference. I am ready to spend a little time with other resorters!

Respectfully submitted,
Karen Senger, Cedar Point Resort

PLEASE SHARE YOUR PHOTOS



It's fun to take pictures when our resorts are full of guests. It's probably the time of year when we get some of our BEST photos that depict either what vacationing at a family owned resort is like, or what living and working on one is like! If you happen to take a picture during the summer, or any time of the year, that you think is particularly good, PLEASE send it to the editor of the Minnesota Resorter Magazine right away! No need to wait until it's close to printing deadline to send it. The most efficient time to send it is right when you load it onto your computer and realize it's a good one. Please put Ann Warling, editor of the magazine, into your computer's address book (ann.warling@gmail.com) so you can easily find it when you are ready to send her your best pictures. *Thank you in advance for sharing!*

2016 CMR Spring Workshop Highlights

By Tina Reuper, Sandy Pines Resort

The 2016 Community of Minnesota Resorts (CMR) Spring Workshop at Boyd Lodge on April 11th provided valuable information and time for the 47 attendees to share their resort experiences.



Those attending had the opportunity to learn new information from the following presenters.

Michael Paulus

Small Business Development Center

Reboot your Marketing

Attendees' Reviews:

- Fantastic resource.
- Great sense of humor.
- How did I not know about this?
- Entertaining.
- Great target marketing ideas.

Keith Simar – DNR Forestry

Attendees' Reviews:

- Thank you for your love of trees.
- Very applicable.
- Great questions and answers.

Adams Pest Control

Attendees' Reviews:

- Question and answer was very beneficial.
- Gross, but great info!
- Fascinating in a gross way.

Crackerbarrels

Attendees' Reviews:

- Enlightening to hear different approaches.
- Fun to hear what other resorters do.
- Just the information I received from the crackerbarrels paid for my registration!



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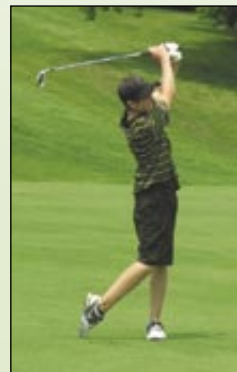
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We look forward to visiting with you at
Craguns for the Annual

CMR Fall Conference and Vendor Show
October 30, 31 & November 1, 2016.

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Congratulations to the 2016 CMR Scholarship Recipients

The Community of Minnesota Resorts (CMR) was established in 1984, with the theme of Resorters Helping Resorters. One of our goals is to provide scholastic achievement within the resorting community. Scholarship monies became available from the previously pledged \$1,000 to the Minnesota Office of Tourism, Endowed Chair. In March 1996, the CMR Scholarship Program was set in motion. With the addition of the Carol Kirchner Memorial Scholarship in 1999; and the Pine Insurance Scholarship in 2012, four \$500 scholarships are awarded each year.

The scholarships are to be used for tuition and/or related fees by providing assistance to students in pursuit of their academic or vocational advancement. Every year we have top quality applicants, all worthy of the awards. This year was no exception. The CMR Scholarship Committee and Board wish to extend their congratulations to the following recipients of the 2016 Congress of Minnesota Resorts' Scholarships.

The Community of Minnesota Resorts wishes our scholarship winners the best of luck in their academic pursuits!

CMR Scholarship



Shawna Youngberg, Bigfork High School
Daughter of Todd & Deb Youngberg
Kokomo Resort, Marcell

Not Your Average Kid

I have been living at my family resort ever since I was three years old, when my grandpa died of ALS and my parents bought the resort from my grandma. Growing up, I learned many things that have shaped who I am today. I learned how to clean professionally and to work under someone who taught me that expectations reflect on you and your business. The effort put into presentation mirrors how your business is portrayed. I have learned how to be outgoing and friendly, always willing to help customers make their stay enjoyable. I have learned to share my home with other people because it is never just my home. Over the years, I am glad I grew up here because I have gotten to know so many people and have spent more time with my parents than other kids. I plan to eventually become a veterinarian, through my parent's resort I have gotten to talk to a veterinarian about her job. Every day I come back to a bustling home filled with people, who are completely normal to me, a quiet summer is something I will never understand. I hope I will carry life lessons with me throughout my life, some that I don't even realize yet because I don't know what living without a resort is.

CMR Scholarship



Lexie Tabbert, Walker-Hackensack-Akely High School
Daughter of Tim & Dina Tabbert
Moonlight Bay Resort, Walker

High School Senior's Essay

Everywhere you go in life you encounter people and personalities. Having been raised on a resort, I believe that I am now well-equipped to deal with the varying personalities of the public. I believe that communication is one of the most important skills a person can have. From a young age, I was answering phones, making reservations, and providing multiple services to people of all ages. Learning to communicate effectively gives me the confidence it takes to get things done. I am not afraid to make a phone call, or make a personal contact, to discuss ideas or needs. I feel very fortunate to have these skills, as I notice that a lot of people my age are nervous to simply call in a food order. Resort life requires many hours of hard work, dedication, and personal sacrifice. It is through examples provided by resort life that I learned nothing comes for free. These are examples of things that have shaped me as a person, and provided me with skills and confidence that will benefit me, in any career I may choose, for the rest of my life.

CMR Carol Kirchner Memorial Scholarship



**Rachel Marie Fahey, Northome High School
Daughter of Scott & Sara Fahey
October Ridge Resort, Northome**

Congress of Minnesota Resorts Essay

I have lived at my parent’s resort since they bought it on my first birthday; that is why it is still called October Ridge Resort. Since then, I have cleaned innumerable cabins and met countless different types of people.

Working at the resort, I have learned to strive for perfection, because nothing less would be acceptable for our customers. To be able achieve goal, I have acquired the kind of work ethic needed. Getting my jobs done means keeping our customers and their families comfortable and happy so they can have fun while they stay. The skills I have gained not only help me to clean cabins, mow lawn, water flowers, collect garbage, and meet people’s needs, they still stay with me in my pursuit of college and a career. I aspire to become a worker in the medical field, perhaps a nurse, and have found at our resort that I really enjoy helping people.

Working and living at my family’s resort has set the standard for the person I want to become. I will continue to strive for perfection, while attaining my goals.

CMR Pine Insurance Scholarship



**Jacob Pitt, Walker-Hackensack-Akely High School
Son of Dana & Cindy Pitt
Bailey’s Resort, Walker**

My Resort Experience

My parents bought Bailey’s Resort in 1999, when I was one year old, so I have lived my whole life at the resort. I think that growing up on a resort has been a great experience that has really helped shape me as a person. I started working full-time during the summers at our resort when I was 13 years old and have worked there ever since. Our guests have many needs and requests and I think the experience has helped me learn how to interact with people and learn how to adapt to the different types of people who stay here.

I have enjoyed both math and science throughout high school, and would like to pursue this in the future. In the Fall 2016, I am going to attend South Dakota State University, majoring in mechanical engineering. I love to learn how things work and really enjoy thinking of ways to improve things and there are always projects and jobs around the resort that have allowed me to explore this. I also think having to work with the many different people at our resort will definitely benefit me later in life, when I attend college and also in my career after college.

***The Community of Minnesota Resorts wishes our scholarship winners
the best of luck in their academic pursuits!***

Reflection on Weathering the Storm

Three Cheers for Electricity, Edison, Tesla

By Kim Bowen, Crow Wing Crest Lodge



So, here was my experience from July 20-21, 2016's challenge of running a resort with no electric for two nights and two full days and partway into the 3rd evening:

In the 16 years we've been resort owners, there have been frequent bouts of no electricity due to trees falling down, kamakazi squirrels playin' a losing game of *chicken* with the transformer, or some other inscrutable reason. It comes with the territory of being up north. Ultimately, we've been very blessed with an outage issue only a few hours at a time and occasionally an overnight issue where we've handed out five-gallon buckets of lakewater and taught city folks how to flush a toilet with the scientific principle of gravity.

We've looked into big generators to run the whole resort as a plan years ago. Eight thousand dollars seemed too steep a price to pay at the time. We have since collected four average generators over the years with the idea that if needed we could at least get the two well systems on generators. This would enable guests to flush their toilets as well as take a shower (even a hot one if their cabin's water heater is run by propane as about half of them are) and rinse dishes.

A couple hours into the first morning of no electricity, with the electric company's communication indicating that we would likely be without electricity for another day, possibly several, three of our four generators crapped out. Yep! Three of 'em. Hence, the harried phone calls to friends in the area to see if any extra generators could be borrowed or rented. We lucked out getting the last rental from a place in Park Rapids, and one of our staff members sweet-talked his neighbor into lending a couple more.

What came next was a two-day constant scramble to rotate three generators amongst cabins to zap refrigerators for 20-30 minutes and then move to next cabin and the lodge to cool down the pizza freezer, ice cream freezer, lodge refrigerator/freezer, etc. My own house got neglected, of course, and I ended up volunteering to run errands twice just to get a chance to cool my core body temperature in the truck's air conditioning for a bit before heading back to 94°, humid, sticky weather: the exact kind which makes for grumpy and

exhausted family members. A week later and I was still feeling like I was running on *fumes*. My body's bio-rhythm weren't quite shifted out of survival mode yet.

Guests were great. They were all in the lake, happy as clams - offering up a beer to my brother occasionally as they noticed how soaked with sweat his shirt constantly was. I handed out candles for evening social time and just walked around continually doing public relations and making jokes or suggestions of going to air conditioned stores and restaurants for shopping or dining out. Which, shockingly, no one attempted. I still can't believe that one. But they seriously just wanted to be next to the lake, or IN the lake itself.

By Friday afternoon, after two nights of bucket flushing toilets, we had warned everyone we'd be turning off generators between 11 p.m. and 7:30 a.m. for noise reduction and the fact that we didn't want to stay up all night monitoring generators.

We then had the joy of figuring out how to check out guests without a credit card machine or computer system. I had finally gotten 30 minutes of generator usage in my own house so that I could add up tabs and print out invoices from Reservation Master. I got as far as cabin #18 before the generator ran out of gas and it was needed to zap the lodge ice cream freezer again. I only had one cabin and two campsites left to print out before running out, so I got most of them.

We were supposed to get electricity back on Friday afternoon. By 5:30 p.m. on Friday, still no electricity so with sweat stinging my eyeballs I scrubbed out an oven with a flashlight in a dark cabin. A few guests left early on Friday afternoon as they always do - not due to power outage - and we wanted to get a jump-start on Saturday cleaning. *Vacuuming* with a movie theater style Hokey sweeper was not doing the trick cleaning the carpet, lemme tell ya. I was getting more and more frustrated and cranky, perhaps not as much from a stifling cabin with no air flow whatsoever, but mainly because of the unfulfilled expectation that power would be back on as communicated to me by the electric company a little before 12 noon that day. As one of my cleaning staff joined me, she mentioned she had just looked at the electric company's website which indicated a little *hard hat* icon was no longer in our area's grid. Most of the town had gotten back their power, including hers. We, at the resort, were still out.

Needless to say, I headed down to lodge to make a phone call to Itasca-Mantrap and waited through the recorded messages to get through to a real person on emergency call who claimed that according to her records we should have had electricity at 1:54 p.m. that afternoon. I THINK I reined in my verbage and didn't yell too loudly. I should have just broken down into tears and used the *helpless girl* card. I likely would have felt better. But I didn't do either, I'm proud to say. What I wondered aloud to the lady is if they realized that 111 people were affected at one address? (I made mention that it was equivalent to approximately 25 percent of the population of our town of Akeley. Just sayin'.) Within a couple hours, a crew was back out and at our neighbor's house cutting down trees and doing their thing. We got electric back at about 9:30 - 9:45 p.m. on Friday night, along with another hundred or so peeps along our county road. We could hear the cheering echo across the lake from the guests in Cabin #19, the farthest cabin from the lodge, as it drowned out the dark o'clock loon sonatas.

Top three WORST parts about running a resort during a power outage:

1. Couldn't collect messages from phone calls we missed on the main resort line, and I couldn't forward the line to my cell phone. (For some reason, my landline phone sets reverted to rotary dial instead of tone. Weird.)
2. Couldn't tap into resorter chatline for support, or Facebook, or check/respond to email communications – it's all on my desktop computer, although I could have plugged in my tablet to a power charger in one of our vehicles. Then I would have had to figure out how to check emails from there and look up passwords in files I don't commonly access. I just didn't take the time as I was running around with guests and in the lodge feeling like I had to be out and about as a *presence* - which for an introvert is rather taxing in and of itself for such a prolonged period of time. And yah, this on top of worry and stress: *Are we gonna have to clean all 19 cabins on Saturday without power?* Oh, \$#@*!
3. Couldn't make coffee in the mornings. And yah, this was the most popular complaint from EVERYONE. We all ran to town to grab coffee. One of the convenience stores was also experiencing an outage. The only other convenience store was fine, but could not keep up with local coffee demands. A guy down in Cabin #12 rigged up his gas stove with a match (overriding the electronic switch which wasn't working, of course) and used an old percolator pot I had left in his cabin. All the neighboring cabins were jealous and took a tutorial from him in how to use their stoves the same way. Heh.

Top three BEST parts about running a resort during power outage:

1. Community! A created sense that we were all in it together at the resort. I teased a guy in Cabin #11, if he was gonna take a hot shower in the lodge to hurry the hell up as I was heading there in fifteen minutes. He laughed and was out in 10. I zipped in and a lady from the Sleeping Cottage was grinning in patience when I stepped out. NEXT! Make a line, people. :) They did. And rather merrily, I might add.
2. Seeing my brother, my adult son-in-law and step-daughter step up to the plate with trouble shooting and just running around in and out of the lodge as needed all day long from before sun up to well after sun down. My hubby, Big John, did the early morning shift, but as a diabetic and rather heat stroke prone, afternoons and evenings were a challenge to keep cool. Trying to sleep in that humidity was trying. How did we cope even 10 years ago before we got air conditioning in our own house?! Perhaps there were only a couple 95° days back then, I don't remember.

Big John creatively stole a deep cycle marine battery out of the shop and rigged up a desk fan to run on us all night long. Phew! Boy, did that help. Not sure I would have slept the couple hours I got in without that fan. But I really felt like I wasn't alone dealing with this - it was a team of us doing what we did and just handling things as best we all could. Guests could see it and expressed their thanks, bless 'em. Only one princess in our most luxurious cabin even asked for a cabin rental reduction, and I gave her a free extra person charge of \$175 credit, since her dad was only up for half the week anyway. No biggie. And it made her happy. Good public relations in my book. Yes, they re-booked their cabin. ALL 19 cabins re-booked actually.
3. A new appreciation for freakin' Thomas Edison and Nikola Tesla and their wonderful invention of electricity. Oh, and God bless home brewed coffee I can enjoy in my robe!

Historical Resorting Moment

Submitted by Kim Bowen, Crow Wing Crest Lodge

(From an article of Saturday Evening Post by Richard Thruelsen titled "Resort Owners" published on September 17, 1949. He references "Steps to Better Vacations in Minnesota" A study and survey of Minnesota's vacation industry. St. Paul, MN 1949 Department Business Research & Development.)

"There are approximately 3,500 resorts in the State of Minnesota. These vary in size, in amount of income, in types of facilities, in favorableness of site, and in dozens of other ways. There are so many variations, in fact, that the state has made no attempt to place these resorts in categories of any nature. The typical resort has a lodge dining room seating 40-50 persons and maintains 8 - 10 cabins. The typical vacation party numbers 3.5 people and spends seven to eight days at the resort. It is on a basis of these typical figures that all material concerned with recreation is presented in the following sections."

{Thruelsen goes on to talk about planning a recreation program based on efficient use of space, time, money, abilities of guests, etc. and suggests advice may be gained by resort owners through contacting the Recreation Leadership Division, Department of Physical Education and Athletics, University of Minnesota.}

"It pays to provide good recreation! Good recreation injects a spirit of cooperation and friendliness which is reflected in greater consideration by the guests for the facilities of the resort."



Handi-Resorter's Tips & Tricks

- PVC Paddleboard Stand -

By Chad & Tina Reuper, Sandy Pines Family Resort

This year, we purchased two paddleboards, within the first week we realized that they were going to be a pain if we didn't make some sort of stand to put them on. Last year, we also had been told our kayaks were a pain to put in and out of the water. So, Chad to the Rescue!




He developed a plan to make a double layer PVC stand to hold our paddleboards and kayaks. Since we began using the PVC stand, our boards and kayaks are cared for with more respect!

Here is how we built the PVC Paddleboard Stand.

- Used 3" PVC tube.
- Drilled holes so the pipes would fill with water holding down the stand in the lake.
- 3/4" PVC tube was drilled into and placed across for stabilization.
- Everything was glued together with PVC Cement.

You can develop the exact measurements and lengths of PVC tubing based on your specific needs. We had no actual design plans for the stand. We just developed it as we went. One thing we wish we would have added is a holder to put the paddles into, so if you decide to try this project you may want to integrate that into your design.



Join us for the 2016 *Community of Minnesota Resorts* *Fall Conference* Sunday, October 30th - Tuesday, November 1st

Craguns Resort in Brainerd, Minnesota (11000 Craguns Drive)

Conference Pricing: **\$150 person** (CMR member)

\$200 person (Non-CMR member)

Room Rate: \$92/night

Pre-Conference Fun

Saturday, October 29th

Join us for a fun adventure and end the day with a relaxing meal as well as a great extra crackerbarrel.



Sunday Speakers and Entertainment

- Dan Hegstad, motivational speaker
Stress Management Workshop
- Roger Stewart, Northwoods Bank of Minnesota President
How Community Banks Can Benefit Resorts
- CMR Silent Auction
And much more....
- Evening Dinner
- Prepare for a good laugh with Gabriel Holmes,
Professional Stage Hypnotist

Monday

- Joel Carlson, *CMR Legislative Lobbyist*
- John Edman, *Explore MN Tourism*
- Andrew Leintz, *Dayta Marketing
Managing Your Online Reputation*
- *CMR Resorter of the Year*
- *Crackerbarrels*
- *CMR Silent Auction*
- *LARGE VENDOR SHOW!*
- *Evening surprises may arise, it's Halloween after all...*

Tuesday

- *Panel of Resorters
Transitioning towards retiring/selling to family or through
a realtor*
- *Michael Paulus, Small Business Development Center
Selling your resort*
- *Department of Child Labor Laws
Beneficial information for all!*
- *Crackerbarrel*
- *PRIZES*

The CMR Conference is one of the highlights of our fall. The information we get is worth every cent and the FUN of visiting with old and new friends is priceless as well! There is no other opportunity to rub shoulders with all these wonderful people!

Sheldon & Mary Schiebe,
Knotty Pines Resort

We met new people and made new friends while learning new things as well. For anyone who has not taken advantage to attend either the spring workshop or fall conference, we highly recommend it.

Vince and Cheryl Prosocki,
Northern Lights Resort

*For additional information contact Tina Reuper, CMR Conference Chair at
vacation@sandypinesresort.com or 218-947-4467*

*Contact Jim Wherley, CMR Office Manager:
320-212-5107 or CMR@Minnesota-Resorts.com
to obtain your registration form.*

The Community of Minnesota Resorts

WHAT RESORTERS ARE SAYING ABOUT THE CMR

I have attended Day on the Hill for three years now. Each year I feel it is more and more important to get involved. Issues that impact resorts such as ours are ever present as new legislation is proposed, or changes to existing legislation take place. Without the involvement from our lobbyist, Joel Carlson, and the member resorts of the CMR, our businesses would be negatively impacted without us even knowing it. Through discussions with the DNR, legislators, and other concerned parties we can and do make an impact. Beyond the meetings with legislators, Kristin and I always enjoy the dinners and rides on the buses where stories are told, new friendships are made and a wealth of knowledge is shared that assists us in making our resort an even better place for our guests.

~Jim Wherley, Sunset Bay Resort

Wow, an excellent day at the CMR Spring Workshop! After 29 years, we still are learning! Boyd Lodge was a great place to meet...so nice to see fellow resorts...the speakers were awesome. I couldn't write fast enough!

The SBDC speaker was so helpful! The forestry guy makes me want to plant trees! Even the pest control guys were very learned in our issues and had lots of good answers! The best...again...was the panel of resort owners sharing...you feel so connected to everyone when you hear them speak of issues we all have!

The cracker barrels always answer questions you forgot you had! Great job to the committee! I'm glad we took time to go!

~Pat Addler

What the CMR Can Do for You!

EDUCATION



Fall Conferences and Spring Workshops - informative sessions and networking with other resorters.



School of Resorting educational classes.



Yahoo Groups - online resort chat room.



Members only online resources on our website.

MARKETING



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EDUCATION



MARKETING



LEGISLATION

Resorter Recipes

By Kristin Wherley
Sunset Bay Resort

BERRY COBLER

Lynn Scharenbroich, Black Pine Beach Resort

Cobbler Dough

- 1 cup flour
- 1 Tbsp sugar
- 1 ½ tsp baking powder
- ½ tsp salt
- 3 Tbsp shortening
- ½ cup milk



Measure dry ingredients into a bowl. Cut in shortening. Add milk. Mix until dough forms a loose ball. Drop by about six spoonfuls onto hot fruit (see fruit recipe below).

Fruit Mixture

- ½ cup sugar
- 1 Tbsp cornstarch
- 4 cups fresh berries (not cranberries-Lynn usually uses a blend of blueberries, raspberries, blackberries and strawberries)
- 1 tsp lemon juice

Stir these ingredients together in a large saucepan. Cook, stirring constantly until mixture thickens and boils. Boil and stir one minute. Pour into ungreased two-quart casserole. Top with biscuit spoonfuls.

Bake 25-30 minutes in 400° F oven until biscuit topping is golden brown. Top with whipped cream or ice cream, if desired.

FRESH SALSA

- 6 chopped tomatoes, drained
- ½ cup chopped onions
- 1 chopped green pepper
- 1 chopped yellow pepper
- ½-1 chopped Jalapeno pepper (optional)
- 1 tsp chopped cilantro
- 3 Tbsp vinegar
- 1 Tbsp seasoned salt
- 2 finely chopped garlic cloves



Chop all vegetables either by hand or in food processor. If using food processor, make sure to thoroughly drain tomatoes. Put all ingredients into a large bowl and stir until well mixed. Store in refrigerator for up to 3 weeks.

SUMMER BERRY SALSA

- 1 pint fresh blueberries
- 1 pint fresh strawberries, chopped
- ¼ cup sugar
- 2 Tbsp finely chopped onion
- 1 Tbsp lemon juice
- ½ tsp pepper
- 2 drops hot pepper sauce
- ¼ cup slivered or sliced almonds, toasted



In a bowl, combine the first seven ingredients. Cover and refrigerate for one hour. Just before serving stir in almonds. Serve with chicken, pork or fish. Makes: 4 cups

SUMMER BERRY PIE

- 1 1/2 cups sugar
- 3 cups cold water
- 1 pkg (6 oz) raspberry or strawberry gelatin
- 2 cups fresh blueberries
- 2 cups sliced fresh strawberries
- 2 cups fresh raspberries
- 2 graham cracker crusts (9 inches)
- 4 cups whipped topping
- Fresh mint and additional sliced strawberries

In a saucepan, combine sugar, cornstarch and water until smooth. Bring to a boil; cook and stir for two minutes or until thickened. Remove from heat. Stir in gelatin until dissolved. Refrigerate for 15-20 minutes or until mixture begins to thicken. Stir in the berries. Pour into crusts and chill until set. Garnish with whipped topping, mint and strawberries. Yield: Two pies (6-8 servings each)



— WELCOME — TO OUR NEW COMMUNITY OF MINNESOTA RESORTS MEMBERS

New CMR Members

- Jeff & Sharon Severance
Barrett Lake Resort & Campground, Herman
- Micheal D. Fink
Eagle's Nest Resort, Duluth
- Kyle & Nancie Benjamin
Red Wing Lodge, Walker
- Diana Dodge
Shady Hollow Resort, Brainerd

Are You An Average CMR Member?

By Jim Wherley, Sunset Bay Resort

Find out by reviewing the information below that was compiled from the database of the 166 active member resorts of the Community of Minnesota Resorts (CMR):

Length of Membership in CMR.....	8.73 years
Years as a Resorter	23.55 years
Average Number of Bedrooms at Resort.....	31.24
Average Number of Cabins at Resort.....	14.02
Number of Member Resorts With Campsites	76
Percentage of Member Resorts with Campsites	45.8%
Average Number of Seasonal Campsites.....	16.59
Average Number of Nightly Sites.....	6.93

The fact of the matter is that none of our resorts are average, and neither are we as resort owners. Each of our resorts serves a different tourism niche that meets the unique needs of our guests. Whether it is fishing, vacationing with the family, gorgeous beaches, or lake activities, each and every resort has different aspects that appeal to a wide range of vacationers.

Why do guests choose a resort vacation? The answers vary as much as the resorts in the CMR vary from each other. Many older guests have memories of a resort vacation with their parents or grandparents that they want to share with their families. Younger families desire to begin a tradition of spending a vacation *at the lake*. The reasons are endless, and with our wide variety of resorts, we can fulfill our guest's needs when they are choosing a resort vacation.

Do you realize that within the CMR's membership we have 3,910 years of experience in meeting our guests' vacation needs? This vast background in resorting means that there is a wealth of information amongst our CMR membership to share, learn from, and experience. None of us knows how to solve every issue that may arise, but with this wealth of experience and knowledge I bet that someone has insight to share with you, and the group, in how to solve the issue. All facets of the resort business (marketing, sales, income generation, repair and maintenance, vendors, and guest relations) are explored in workshops, seminars, Day On The Hill, conferences and day-to-day conversation on our CMR chat line. As a member you can take advantage of some or all of these avenues to improve your business. It really is *Resorters Helping Resorters* in action!

Through our membership drive, since January 2015, the CMR has added 28 new resort members. That means almost 17 percent of our member resorts are new within the past two years and these new members have changed our *average* member profile. New members mean new ideas, new problems and new solutions to those problems that can be shared amongst the entire membership. With this the Community of Minnesota Resorts is also changing - our name, our logo and soon our website. These changes, as well as others, reflect how the business of resorting is also changing, and we want you to be a part of these changes as we move forward. Whether you have been in resorting 25 years, or have just purchased your resort, we encourage you to join our Community - the Community of Minnesota Resorts, where our only focus is the betterment of resorts just like yours and mine through our educational, legislative and marketing endeavors that come with your membership.

We want to add your skills, abilities and experience to our CMR *average* resort member profile. Have questions about membership, or want to join? Just call us at 320-212-5107 and we can sign you up. Or, fill out a membership application at <http://www.minnesota-resorts.com/membershipform.aspx>. Become a part of the Community of Minnesota Resorts and be so much more than *average*.

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We assume what all retiring resorters want with the sale of their resort is:

- A fair price for the sale of their resort**
- A safe place to store the sale proceeds that provides cash flow**
- And all the better, if the entire process includes deferring the capital gains.**

We have done the above and can help you with your sale and provide the connections for safe storage and tax deferral. The largest tax break occurs once, "death" after death, "Aires receive inherited asset on a "stepped up basis" (meaning, revalued at the current market value) and no tax is due." Do your planning correctly, you can get most of your equity out and leave your descendants a nice tax free inheritance. We do not provide tax advice but have done it and can coordinate the right players for your accountant and attorneys approval.

It is all about sharing experience. We include it with a listing and We think beyond the sale.

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Closing Time and Heading Home

By David and Tracy Smith, Green Roof Lodge



Green Roof Lodge Resort guests take a break from the fun to have their picture taken in front of the resort sign.

Our home is located on 100+ acres in the country with our closest neighbor about a ¼ mile down the gravel road. We have two dogs and a cat. In March 2013, we purchased Green Roof Lodge on Woman Lake, located about 22 miles from our home. We moved to the resort in April and by mid-May we realized that our pets were not adjusting well to the move so we took them back home to live with our son who had moved home as he transitioned to a new job.

The first season, we lived at the resort until mid-August and then we made the decision to move home as we had full-time renters for the house at the resort. They stayed through our second season at the resort. Our third season we stayed overnight at the resort on a few occasions when there was some threatening weather on the radar. Another reason we moved home is because our home is only five minutes from David's full-time job and about 10 minutes from one of our part-time jobs of cleaning our church. I use my drive time to the resort each morning as my prayer time – eyes open of course! The drive home is time to unwind with windows down and tunes cranked or peace and quiet depending on the day.



Green Roof Lodge Resort's residence and lodge are nestled among the tall trees.

Our lodge is open 9 a.m. - 9 p.m. during peak summer months and activity has quieted down by the time we close up to head home. All resort calls are transferred to our cell phone and we have only had calls/texts on one occasion after hours to let us know the power was out at the resort. On another occasion, a guest had called the police because there

was a domestic dispute. One morning when I pulled into the resort two of the three drives were blocked with downed trees. Thankfully there was no damage to any cabins or guest vehicles. Most of the guests slept through the storm! We haven't had any misbehaving guests after hours that would require our attention so living off site has not been a problem in that respect. The power outage, storm damage and domestic dispute would still have happened had we lived on site.

A couple things I don't like about not living at the resort is packing lunch and supper each day, packing a change of clothes because the temperature on the lake is much cooler at 9 a.m. then after noon, and not being able to take care of household chores waiting for me at home which I could do when we did live on site.

This is our fourth season and we plan to spend most weekends at the resort. It's nice to wake up on Saturday morning and already be at the resort for turnover days. Sundays we open the lodge at noon so it will be nice to head back to the resort after church and already have lunch there instead of feeling rushed to pack things up and get out there on time to open.

We have guests into October and our lodge is not open. We feel like we are not getting to know those guests as well because we are not there to interact with them except for check-in/out. If we were living on site, we would be available to them while we were there. We've also noticed this spring that if we lived on site, we would probably get more work done and not feel so rushed because we would already be there.

There are pros and cons to living off site. We've made it work for us and we're glad we've had both options!

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- **STAY** on designated roads & trails.
- **USE CERTIFIED** or local firewood & hay.



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Handi-Resorter's Tips & Tricks

Two resorts are sharing ways that they have been able to maximize their time and increase their efficiency in achieving routine tasks.

Change-Over Day Efficiency

Submitted by Lynn Scharenbroich, Black Pine Beach Resort



I'll share the strategy I use on change-over days to help increase efficiency and to be sure every minute is used to its highest and best potential. Having been a teacher in my other life, I'm used to daily lesson plans, so this strategy is loosely based on that.

On the night before cleaning, usually Friday, I make one list of the names of who is working, including myself, and another list of which cabins need to be cleaned, which common spaces need to be cleaned, and any other tasks I want the staff to help me do, whether they're related to cleaning or not.

Then, I assign a dot to indicate those on one cleaning team and a dash to indicate those on the other cleaning team. Each cabin that needs to be cleaned is assigned either a dot or a dash. I do the same thing with the common spaces and any other tasks. Now, everyone knows exactly what they're doing for the day, just by looking at the assignment list, whether I'm in the house to tell them or not.

Because cabins might be super dirty or left quite tidy, we never know how much time cleaning will take. That's where the *other tasks* come in. Rather than getting done early and sending staff home, if we get done early, staff helps with other tasks.

Other tasks have included such things as:

- Cutting coupons
- Stuffing inserts into resort brochures
- Marking prices on merchandise
- Tidying up the gift shop clothing (refolding, rehangng, freshening up displays)
- Loading clean linen into the car for the next day's cleaning
- Making *Grab bags* for purchase - *Grab bags are filled with items that haven't sold well over the years. Proceeds go to local area food shelf and that info is placed on the bag in the form of a colorful, large sticker.*
- Painting yellow safe-step lines on stairs around the resort
- Folding laundry, including sheets, rags, etc.
- Ironing certain sheets and pillow cases that need pressing
- Boxing up forgotten items to return to guests
- This is a only partial list of other tasks that need to be completed

I keep the cleaners' favorite cookies on hand and set them out when tummies start to growl. I always eat lunch with them in one of the cabins we're cleaning.

Cleaning Staff Coordination

Submitted by Joanna Wallenberg, Brookside Resort

I was having trouble coordinating my cleaning staff regarding finding subs, coordinating days off, and getting messages to everyone without spending a significant amount of time each week calling and texting everyone individually! My solution was to create a private Facebook group for all of my cleaning staff - both full-time and part-time. All but one of my cleaning staff uses Facebook so this was an easy way to start communicating with them all in one place! I post periodically to communicate dates I need a sub, which has been the most useful part of the group for me.

If you wanted to create a Facebook group:

- Login to Facebook,
- Scroll down to *groups* and click on the last option *create group*. This will open a screen that allows you to name the group.
- You can set group as *public*, *closed* or *secret*. I created a CLOSED group.
- Add members using their name on Facebook or their email address.

Whitefish Area Lodging Association Launches Campaign on Vacation Home Rental

By Kathy Moore, Whitefish Area Lodging Association Marketing Coordinator

The Whitefish Area Lodging Association (WALA) is running an advertising campaign this summer in local newspapers using its local non-profit organizational funds (not lodging tax dollars) to educate residents and seasonal residents about the rules and options regarding vacation home rentals.

Is your neighbor renting their cabin?

Crowded Cabin!

Homes that are rented without watchful care can lead to misuse of occupancy, parking, noise, overflowing septic, excessive garbage and trespassing — to name a few. Learn more at www.whitefish.org/HomeRental.

Know the facts about vacation home rentals.

Is your neighbor renting their cabin?

Fire Safety is a burning issue.

Homes that don't have the proper smoke and CO detectors can put an entire neighborhood at risk. Who's watching that vacation home rental in your neighborhood? Learn more at www.whitefish.org/HomeRental.

Know the facts about vacation home rentals.

Is your neighbor renting their cabin?

Noisy Neighbors?

Summer is a time to celebrate. But noise does travel. Is that commotion really from your neighbors, or are they renting their home to vacationers? Learn more at www.whitefish.org/HomeRental.

Know the facts about vacation home rentals.

Is your neighbor renting their cabin?

No Parking!

Does it feel like you have to fight for a parking spot in front of your own home? Why are there so many extra vehicles? Learn more at www.whitefish.org/HomeRental.

Know the facts about vacation home rentals.

Vacation home rental is on the rise throughout the county and very visibly around the Whitefish Chain and other popular lakes in the Brainerd Lakes Area. Many resort owners are watching their neighbors rent their houses and finding themselves dealing with these guests that wander over to their beach, use their boat landing, want to buy bait, or are in need of other services that resort lodging hosts typically provide.

Since this region — the communities of Crosslake, Ideal Township, Jenkins and Jenkins Township is also home to a local one percent lodging tax, it is simple to determine that many properties are not following at least this one regulation regarding legal operation of a hospitality business. It is uncertain if these neighborhood vacation home rentals are following any of the other local, state and federal regulations.

The WALA feels strongly that many Minnesota homeowners want to do the right thing regarding private home rentals, but that most do not know or understand the rules regarding tax, planning and zoning and more. The goal of the advertising campaign and the accompanying website is provoke discussion and interaction between local jurisdictions and residents about this issue, and help trigger clarification and transparency on whatever rules are not clear. This campaign is NOT to discourage vacation rentals — all vacationers are good for the local economy, but rather to encourage due diligence on the part of homeowners to follow the existing rules and regulations.

Weekly ads direct readers to a specific website page — www.whitefish.org/HomeRental.

This is the second coordinated effort by WALA to engage local homeowners. The first attempt targeted vacation home rental owners via mail. During the Spring 2013, a contact list was developed using vrbo.com, craigslist.com, and flipkey.com. Then, the advertised property listings were compared to a Crow Wing County

MINNESOTA'S Smore Capital COMMUNITIES CROSSLAKE IDEAL TOWNSHIP JENKINS PINE RIVER

WHERE TO STAY WHAT TO DO WHERE TO EAT

VACATION HOME RENTALS

This page was created to provide basic information on private homes that are rented for vacation use. Private home rentals provide an additional lodging option for people looking to enjoy all the Whitefish Area has to offer. Just like other hospitality businesses, vacation home rental owners must follow local, state and federal rules/regulations.

One major characteristic of vacation home rental that distinguishes it from most other types of lodging is that there is not an on-site manager.

Please review all the links provided, below and share with neighbors.

I think my neighbor is renting. What should I do?

To make vacation home rentals a safe, viable, and economically beneficial development for everyone (including neighbors), some guidance and regulation is needed for these entrepreneurs just like with any other hospitality business. For a background on these regulations, visit the Explore Minnesota Tourism's "basic rental home regulations" website.

If you feel a home in your neighborhood is not being used properly, talk to other neighbors and share the information on Explore Minnesota Tourism's website. You may also contact your local jurisdiction to talk to them about the possible vacation home rental. You may be asked to start a log of visitor traffic at your neighbors home (for example, noting the license plates of the cars parked in/around the home, noting the time they arrive and leave, etc.) Detailed notes allow your jurisdiction and/or law enforcement the ability to effectively monitor and evaluate the situation. Such records may need to be collected for several weeks or even months to substantiate the activity.

Additional Contacts

- City of Crosslake call Planning and Zoning, (218) 692-2000
- Ideal Township (218) 943-4302
- City of Jenkins (218) 998-4037
- Jenkins Township call Crow Wing County Land Services, (218) 824-3000

Deceptive notes, illegal activity or other unusual sightings should be reported as it happens to law enforcement.

Law Enforcement Contacts

- Emergency call 911
- Crow Wing County Sheriff (218) 629-4749
- Crosslake Police Department; (218) 992-0222

Who should be collecting the lodging tax?

If you own a property and are compensated financially for the use of this property AND the guests use your facility for less than 30 days, your probably need to be collecting the MN sales & use tax, as well as the 1% local lodging tax from your guests (see below for more information on the local lodging tax).

- Definitions related to housing and lodging houses CHN 18722 & MN Chapter 65D22 as defined by the Minnesota Legislature
- Local Lodging Tax Codes, by Jurisdiction
 - City of Crosslake (download PDF)
 - Ideal Township (download PDF)
 - City of Jenkins (download PDF)
 - Jenkins Township (download PDF)
- Basic rental home regulations developed by Explore Minnesota Tourism (this includes fire safety, health regulations, real estate requirements, septic/plumbing/water compliance and shoreline conservation standards, as well as taxes and zoning regulations)

The Local Lodging Tax

In 1990, four

property owners list to confirm the home was in our local lodging tax jurisdictions.

A letter and private home rental fact sheet was delivered to approximately 60 homeowners. Response was good. Almost a third immediately notified us that they weren't renting and just over 20 requested more information about collecting the local tax. The remaining 1/3 were sent a second mailing but never heard from.

By the end of that summer, 20 vacation homeowners were paying in the local one percent lodging tax. Since then, some home owners have stopped renting or sold their properties, and others have started, but the number of private home owners collecting the local lodging tax around the Whitefish Chain has remained around 20-25 residences for the last three years.

WALA members sense that this is just the tip of the iceberg, but it's a start. By triggering additional conversations within neighborhoods, it is hoped that more property owners will explore the regulations with which they need to comply to be a safe lodging host.

To learn more about the campaign, visit www.whitefish.org/HomeRental.

Rewriting the Health Code

Update on the Efforts of the Umbrella Lodging Statute & Rule Development Subgroup

By Kim Jamtgaard, Wildwood Resort

For the last few months, the Department of Health has been undergoing an initiative to rewrite the health code. Karen Senger, Tim Aarsvold and I have been attending meetings of the Umbrella Lodging Statute & Rule Development Subgroup focusing on the lodging code. The group attending these sessions is an eclectic one, which reflects the wide-reaching nature of the code that was written 50 years ago. The code that the Health Department currently applies to resorts also applies to hotels, medical housing, nursing homes, assisted living facilities and group homes. With such diverse industries at the table it is nearly impossible to come to agreement on language that can be universally applied to voluntary/transient lodging as well as involuntary and/or long-term residential facilities.

In spite of the different focuses brought to the table the process has been systematic and well organized, as we have stepped through the code line by line. For discussion purposes, we have considered the International Property Maintenance Code (IPMC) side-by-side with the current language in the Health Department code. Many times it has helped the discussion move forward by giving us an example of language that is more up-to-date than the 50 year-old standards we are rewriting.

Steven Diaz; Food, Pools and Lodging Services Manager for the Department of Health; summarized the process to date by saying, "I think the process has been a real educational experience for everyone involved. With such a diverse group of stakeholders we have had great discussion and the ideas generated in the room have allowed us to settle on some general concepts for the baseline regulation that we all understand and agree on. Overall, I think the process has been quick and efficient and is a good example of how regulators and industry can come together to start working toward common goals regarding very difficult subjects."

As you might imagine the issue of Vacation Rental By Owner (VRBO) and Air Bed & Breakfast (Air B&B) regulation shadows all discussions and we have yet to fully open that can of worms. That discussion is looming and while those from the Health Department with whom we are working agree with the need for regulation, we all are well aware of the fact that drafting language to regulate those operations and actually getting the language into law are two very different things. We anticipate huge push-back from lawmakers at the thought of regulating an industry in which so many in St. Paul operate.

At this point, we have slugged through all code applicable to the lodging code and have drafted language we (mostly) agree on. With the diverse group involved it quickly became apparent that the code needed to be written as generally as possible with additional health and safety language developed that applies specifically to facilities catering to vulnerable/involuntary lodgers. I believe the group is in agreement that the transient, tourism-related lodging standards do not need to be as stringent as language that applies to a vulnerable population housed in nursing or group home facilities.

According to Diaz, "The next steps in the short term are to continue defining terms used in the rule and Minnesota Statute and then begin the formal rule making process. At the same time we will begin to engage other lodging providers and regulatory agencies (non-tourism) to build upon the work that was done by this baseline lodging group."

Resort Story Request

Hi my name is Charlton. I am writing a book that is based on characters that work at a lodge resort. I am looking for funny or touching stories and anecdotes to add some realism to the story lines. I would greatly appreciate any moments or memories big or small that you or your resort employees have experienced. I am looking to make the script special. Thank you in advance for your time.

I look forward to hearing from you at charltonslodgebook@gmail.com.



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2016 Legislative Update

By Joel Carlson, Community of Minnesota Resorts Lobbyist

Coming Election has Big Consequences

It's impossible to avoid the looming November election...



it's everywhere! Television, Internet, mailings, email, telephones, parades, community events, church, billboards.... ugh!!! After months of major party candidates pleading for partisan voters to pick up their torch and make them the next President of the United States, America has spoken - Donald Trump and Hillary Clinton.

Candidates love to tell us each cycle that *"this is the most important election of our times"* or *"there has never been a most important election."* All elections can't be the most critical...but when you hear that phrase this fall there is ample evidence to make you believe it.

The next four-year presidential term is important, and unprecedented vacant supreme court opening and the potential future appointments during the next president's term has not occurred in our history.

Trying to repair the constant gridlock of congress and the ongoing threats of terrorism do make this election seem different. The next four-year presidential term is important, and unprecedented vacant supreme court opening and the potential future appointments during the next president's term has not occurred in our history.

I didn't realize the stark reality of the supreme court appointees until I stumbled across a birthday guide to the current court: Justice Ruth Bader Ginsburg is 83 (DOB: March 15, 1933); Justice Anthony Kennedy is 80 (DOB: July 23, 1936); and Justice Stephen Breyer is 78 (DOB: August 14, 1938). Add the current vacancy to

the list and you have four possible appointments to the supreme court in the coming four years, the most significant change in decades. Clearly, there's a lot on the line in 2016.

President of the United States

I long predicted that *The Donald* would flame out and was not a serious candidate for conservative Republican primary voters and caucus attendees. After all, his politics and policies do not resemble traditional Republican values, his bombastic rants and tall tales would be picked apart by the media and his 16 primary opponents

and, his countless business failures would doom his message as a *successful businessman*. Boy was I wrong....but I still don't know why!

Trump has offended almost everyone at some point, his nominating convention was an angry rant and his post-convention antics have left mainline Republicans stunned. Yet, his poll numbers are not in the tank and no matter how offensive, there are many Red States that will vote for him no matter what he says or does. His campaign manager Paul Manafort summed up their effort to date by saying *"we are not trying to win in August, we are working to win in November."* There is a long way to go.

Many establishment Republicans and major donors remain on the sidelines or are openly supporting other candidates. Regardless of where the big money Republicans are at ...no one should take Trump's candidacy lightly any longer or be complacent by early opinion polls.

Former First Lady, U.S. Senator and Secretary of State Hillary Clinton, was at one point thought to be cruising to a Democratic coronation. While she easily vanquished many opponents, Vermont Senator Bernie Sanders proved to be a pesky challenger who participated until the final primary on June 6th.

Secretary Clinton has done much to unite her Democratic base, including those that were driven to political action by Sen. Sanders'



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a current survey is a valuable first step. Our team begins by meeting with you to discuss your long-range plans. Then we get to work on an existing conditions survey, density analysis, impervious surface calculations, and review of local ordinances. Once it all comes together, you'll have a much clearer picture of your options and the potential ROI on whatever investment you choose to make.

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populist messaging. Her nominating convention was a who's who of national Democratic all-stars, including both President Obama and her husband, Bill. The unified (mostly) front in support of the nominee was a success. Polling within 10 days after the Democratic Convention has found Clinton with a slight lead, but some of her convention *bounce* will likely be attributed to the August bumbling of *The Donald*.

Clinton has a long record of public service and achievements. Serving in the U.S. Senate after the terrorist's attack on September 11, 2001 she was a key leader to provide compensation to survivors and their families and benefits to first responders. She worked to increase the death benefit for military families and was the first to call for health care benefits for children in low income families.

Her record as Secretary of State includes several successes, but much of her tenure has been overshadowed by her use of a private email system and a terror attack on the U.S. Embassy in Benghazi Libya that killed four Americans. Republicans have ridden the email and Benghazi issues for so long that an overwhelming majority of voters doubt Clinton's truthfulness and she has developed a very high level of negative responses in public opinion polls.

Few voters that identify themselves as Democrats would be inclined to vote for Trump, even if not overly pleased with their candidate. However, low approvals can suppress turnout of likely voters in critical toss-up states which could prove to be fatal to success.

U.S. Senate and Congress

Minnesota is getting a break this cycle on a U.S. Senate race, but battles are raging across the country for control of the upper chamber. Republicans are defending more turf this cycle (24 Seats) compared to the Democrats (10 seats). The current 54 Republican members are fearful that a poor showing in the presidential race will push many of their vulnerable incumbents out of office. Current polling shows the Democrats have only one seat (NV) that is a possible pick up for the Republicans. However, there are seven Republican seats that are possible pick-ups for the Democrats (FL, IL, IN, NH, OH, PA and WI) and a couple other races, like Sen. John McCain in AZ, that could change hands over the presidential race. A presidential victory for Secretary Clinton will most likely come with a new Democratic Senate majority.

Minnesota does have three competitive races for the U.S. House of Representatives; the open 2nd District seat held by retiring Rep. John Kline, the 3rd District battle between Rep. Erik Paulson and State Senator Terri Bonoff and; the 8th District rematch between Rep. Rick Nolan and Stewart Mills. Polling indicates that Donald Trump will be a factor in all of these three races.

Widely unpopular in the 2nd and 3rd districts, Trump's campaign could hand these two Republican seats over to Democrats Angie Craig and Bonoff.

Clinton is not polling well on the Iron Range and Trump's protectionist trade policies are appealing to unemployed miners hurt by China's steel trade practices. This could prove fatal to three-term Congressman Rick Nolan.

Minnesota State Senate and House

All 201 legislative seats are up from grabs this November and the battle for control will be the most expensive ever waged in Minnesota. The House and Senate campaign committees are raising millions of dollars, and campaign spending by outside groups will far outpace the amount spent by the candidates themselves.

The race to control the Minnesota Senate will focus on a handful of rural seats where Democrat incumbents have retired or have two Republican House members and the 2nd and 3rd tier suburbs. The Democrats controls the state senate by a 39- 27 margin, and has a substantial fundraising advantage over their Republican counterparts. Twelve senators have left the senate by retirement and several of these seats are competitive. The senate democrats are fielding a candidate in all 67 districts, something that hasn't happened for several elections. One senator has already lost his seat – Sean Nienow was defeated in the August primary election.

House Minority Leader Paul Thissen, who served as Speaker of the House for the 2013-14 sessions is seeking to overtake the 73-61 Republican House Majority. Ten house members have decided to not seek re-election this fall. Democrats lost 12 seats in the 2014 election, 11 of them in rural Minnesota. six of the 2014 defeated Democratic incumbents are seeking rematches this year and start the campaign with name recognition - and a burning desire for revenge. The primary was not kind to three incumbent house members; Republican Tom Hackbarth was handily defeated by challenger Cal Bahr and two long-time Democratic House members, Joe Mullery and Phyllis Kahn lost their reelection bids. Kahn, a 22-term veteran of the house was defeated by Ilhan Omar, who will become the first Somali – American legislator in the United States.

The house and senate are both running on a mixed record of limited results from the past two years. Governor Dayton, frustrated from the inability to move his policy agenda forward, has promised a vigorous effort to bring about Democratic majorities in both chambers. While some of the legislative races are truly local contests it's impossible to ignore the impact of the presidential race on turnout and tone.

The outcome of these legislative races, like the long-term impacts of the race for president, make the difference for many issues important to resorters. Our ability to advocate for changes does depend on who wins, and if we have relationships with these legislators that can motivate them to action. Please take the time to know your local legislative candidates and support our collective legislative efforts by being active in the Community of Minnesota Resorts conferences and Day on the Hill. Your voices are sorely needed and can serve as important counterweight to information legislators receive that seeks to impose more requirements on resorts, change the school calendar or alter our game, fish and recreational rules.

Joel Carlson owns a legal research and government affairs business in St. Paul. He has represented the Community of Minnesota Resorts since 1997.

LEGISLATION

Lt. Gov. Smith visits with northwest Minnesota resort owners

By Matthew Liedke, *Bemidji Pioneer Press*, June 29, 2016

In late June, many Community of Minnesota Resorts (CMR) members were pleased to be invited to speak with Minnesota's Lt. Governor Tina Smith. She was interested in learning more about our unique industry that is so important to our state's economy. She arrived at Pimushe Resort north of Bemidji mid morning to shadow the owners, Ed and Joanne Fussy. Following a few hours of typical resort work, she spent a little over an hour learning about some of the pleasures and challenges of the profession. Following is an article from the Bemidji Pioneer about the visit.



Lt. Governor Tina Smith visits Pimushe Resort in Bemidji. (l to r) Joanne Fussy, Pimushe Resort owner, Lt. Governor Tina Smith, and Ed Fussy, Pimushe Resort owner.

Smith, who visited the Pimushe resort owned by Ed and Joanne Fussy and later met with a group of small northwest Minnesota resort owners for a roundtable discussion, said she made the trip to learn more about an important industry in the state's economy.

ADVERTISING

In 2014, Minnesota's 800 resorts generated more than \$280 million in annual gross sales. In Beltrami County, the hospitality industry generates more than \$92.6 million for the local economy while employing 2,100 people, a release from Smith's office said.

The visit was one of many Smith has planned in the coming weeks to learn about various state industries and bring solutions to challenges facing businesses back to St. Paul. After her meeting with resort owners, Smith said easing various regulations on resort businesses can be a subject to look into.

"Both the governor and I are interested in how we can make regulation simpler. We want safety, but we can also make it simpler," Smith said. "The resort owners, they follow the rules, but sometimes it seems a bit more complicated than it needs to be. That's something I can bring to St. Paul to work on, not to lower standards, but make it easier."

One aspect that resort owners said they would like to continue is the support for Explore Minnesota. According to Smith, the resort owners mentioned how helpful additional funding for Explore Minnesota to promote tourism has been to their industry.

"I was also asked if there's a role the state can play in helping family owned businesses that are capital intensive, meaning the land costs a lot of money," Smith said. "It's something to explore, to help them pass on to the next generation of owners."

The CMR is a strong resort organization that never turns down an opportunity to talk to legislative officials. It's important to our industry to continue to have constructive conversations. Resorters from the Bemidji, Park Rapids and Pequot Lakes areas participated in the roundtable discussion.

Kathy's Kraft Korner

By Kathy Marnik, Timber Trails Resort

Braided T-Shirt Bracelets

Supplies:

- Cotton or jersey T-shirt you don't mind cutting up. Or you can pick up a shirt at Goodwill. White and grey make good base colors for pastel or neon cord.
- 1 yard of rattail cord for each bracelet. You can find lots of fun colors at JoAnn's for 50-99 cents a yard.
- Magnets. I got a package of 10 for \$2.
- Glue. Either hot glue or tacky glue or both.



Instructions:

1. Cut the shirt into 3 strips roughly 1-inch wide and about 12 inches long. But don't stress cutting this precisely. The ends will roll in so you don't need it to be pretty.
2. Cut the rattail cord into 3 10-inch pieces.
3. Anchor the top with a bobby pin or rubber band, separate into 3 strands, and start braiding.
4. When you get to the end of the braid, snip the ends, bunch all of the pieces together, and glue on the magnet.
5. Do the same to the other end. Wrap it around your wrist and make sure you have the right length before attaching the second magnet.
6. Cut two little pieces of fabric to cover over the magnet ends.
7. Fold the fabric over the magnet and glue together.



HEADED FOR COLLEGE?

APPLY FOR A CMR SCHOLARSHIP!



Each year the Community of Minnesota Resorts offers four \$500 scholarships to a senior in high school or a current undergraduate or technical school student. March 15, 2017 is the deadline for the scholarship application to be returned to the Community of Minnesota Resorts office. A scholarship application can be printed by going to the CMR website www.Minnesota-Resorts.com Scroll to the bottom of the home page and click on Membership, then by using your Login and Password you will be able to go to Applications and click on Scholarship Application and print a copy.

If you need further assistance please contact Jim:
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DEADLINE TO APPLY: MARCH 15, 2017

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Enbridge Pipeline Construction In Minnesota

Enbridge is proposing \$5 billion investment in upgrades and expansions of our pipeline system that will not only enhance U.S. energy security, but provide almost immediate economic benefits to communities in Minnesota.

Hospitality businesses who have experienced pipeline expansion are strong supporters.



**Burl Ives, general manager
Timberlake Lodge
Grand Rapids, Minn.**

It's really more than just during construction.

"Pipeline construction is good for the hospitality industry and our local economy, and has been for decades. We experienced at least a 35 percent jump in business during pipeline construction in 2009. Workers and management live in our hotels, eat in local restaurants, use local laundry mats, buy from tire stores and shop at our retail and grocery stores. It's really more than just during construction. They keep coming back."



**Lisa Biller, manager
T-59 Motel
Thief River Falls, Minn.**

We absolutely welcome pipeline workers.

"Most of our current guests are pipeline workers. I have not had one problem with the pipeline employees. They are so nice. We're even expanding to accommodate the workers. We placed an ad about our new extended stay location opening in Oklee, and were inundated with calls from pipeliners. We absolutely welcome pipeline workers."



**Rick Filpula, maintenance manager
Community Campground
St. Hilaire, Minn.**

We doubled our normal income for the campground.

"When the pipeline came through in 2009, we expanded from our normal 20 unit campground to offering 30 units. We doubled our normal income for the campground. I definitely welcome the pipeline workers and pipeline construction. All the businesses in town do. There was at least a 25 percent increase in business overall in town that year the new pipeline went in."



**Doug Howe, co-owner
Sparkling Waters Restaurant
Bemidji, Minn.**

The economic dollars from expansion are just a bonus.

"It was our first year in business when the pipeline construction came through in 2009. Groups of 6 to 8 guys would come in at a time. They always said they'd bring someone back with them. They were so polite. There is no doubt in my mind pipeline expansion is positive. Absolutely. We all use the product, rely on the product and overall it is positive. The economic dollars from expansion are just a bonus."



**Lisa Robson, owner
Evergreen Restaurant
Thief River Falls, Minn.**

Those workers are held to a high standard.

"Mainly my work for the pipeliners is through catering. I deliver meals to them on site. I catered for 140 pipeliners to two locations in March. I feel safe going out to those sites and when pipeliners come through the door, I know Enbridge draws in good contractors with a priority on safety. Those workers are held to a high standard. Bringing them in is wonderful."



**Jerome and Cheryl Peters, owners
Viking Diner and Antiques
Viking, Minn.**

We get the oil where it needs to be without adding more rail cars...

"In 2014, as part of the upgrade project Enbridge worked on, we provided togo meals including 50 breakfasts, 100 noon dinners, 100 suppers and another 50 breakfasts in one day. It's a lot of work on our part, but good business. It's all good, real good for the community. We get the oil where it needs to be without adding more rail cars and trucks."