



Minnesota Resorter

Resorters Helping Resorters



Winter 2016
Vol. 32 No. 1

Education: Resorter of the Year
Marketing: CMR's New Name
Legislation: 2016 Day On the Hill

A PUBLICATION OF THE CONGRESS OF MINNESOTA RESORTS

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Minnesota Resorter

Resorters Helping Resorters



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About the cover: Photograph submitted by Timberly Christiansen – Finn 'n Feather Resort unrolls a spectacular woodland adventure in the fall for Jason and Kayce Christiansen to explore. Dave & JoAnn Fallis and Timberly & Jason Christiansen are the 2015 Resorter of the Year Award recipients.

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From Your President's Pen



President Karen Senger
Congress of Minnesota Resorts

the process we asked all of our members for their input. I am excited to introduce our new name: **Community of Minnesota Resorts (CMR)**.

President

I have served on the CMR Board of Directors for the last four years. At the board meeting, I was elected to represent you as your president. I look forward to serving as president of this wonderful organization. Thank you to Su Ugstad, Balsam Bay Resort, for serving as president for the last two years.

Conference and Workshop

The CMR Fall Conference in November 2015 was a great success! We had a near record number of people register, some that come every year (Thank you very much) and a number of new resorts or people that had never come to a conference (Thank you to you, too!). Tina Reuper and I were the co-chairwomen

Change can be a good thing!

The CMR is 30 years old!

To keep up with changing times our organization continually makes reviews and changes. Change just for the sake of change, in my opinion, is not a good idea. Change for a good reason is usually a good idea, although may be difficult for some. The CMR was formed 30 years ago in 1985. Below you will find an article about our name change. Through

and we thoroughly enjoyed putting it together. But thanks and credit go to many others that assisted with it. Thank you to all that helped and those that attended. The Soudan Underground Mine Tour that we took the day prior was very interesting. I, like perhaps many others, don't always take advantage of the interesting things that our state offers. I had never toured that mine and I would recommend it to anyone!

Put the CMR Spring Workshop on your calendar. It is scheduled for **Tuesday, April 12, 2016 at Boyds Lodge in Crosslake**. Keep an eye out for possible pre-workshop classes. We also have the date for the 2016 CMR Fall Conference. It is scheduled for **Tuesday-Thursday, November 1-3, 2016** at Craguns Resort in Brainerd. Put it on your calendar! We changed the days to try to fit more people's schedules. We hope you like it!

Minnesota Department of Health Reviewing Rules

The Minnesota Department of Health (MDH) is looking at reviewing many of its rules and regulations. Many of them may involve you! We have at least seven volunteers representing the CMR on three different sub-committees. One committee focuses on Lodging Statue and Rule Development, one on Revenue and Funding Stream and the third on Occupancy-Fire Code, Zoning and Building. Part of the focus of our organization is to get involved with changes that impact our resort members. This is a fine example! If you are interested in getting involved, contact Tim Aarsvold at TJA@GenevaBeachResort.com.

Day on the Hill

The event is scheduled for March 22-23, 2016. It is an interesting process and a great way to get involved.

Enjoy the winter months!

Respectfully,
Karen Senger, Cedar Point Resort

New Name, Same Purpose

By CMR Board of Directors

The Congress of Minnesota Resorts (CMR) has an exciting announcement to make! Our name has changed, but our purpose remains the same!

With careful due diligence by the CMR Board and full participation from its resort members over the past year, the members have voted to change the name of the organization. The new name, Community of Minnesota Resorts, evokes a sense of fellowship emanating from shared interests, attitudes and goals.

The new name aligns well with the organization's history and purpose. The Congress of Minnesota Resorts was established in 1985. The founders' vision was a group formed for the purpose of Resorters Helping Resorters; the same purpose the group serves today. The originally chosen word, congress, was interpreted at the time as "discussion or promotion of some matter of common interest. The matter of common interest is Minnesota resorters helping each other."

Today, the word congress is more commonly associated with governing and legislation. This shift was leading many to assume the organization's only focus was legislative. This was the major motivation behind the membership's directive to the CMR Board to consider a name change.

It was the consensus of the members that a name change reflective of the organization's purpose, but without the confusing political connotation would deliver a clearer understanding to the general public, and provide for even greater organizational strength into the future.

Our purpose remains the same, Resorters Helping Resorters. The mission continues to be to help family-owned and operated resorts in Minnesota continue as a viable segment of the Minnesota Tourism Industry. The process related to changing the name will take some time and will occur over the course of this year.



School of Resorting Adirondack Chair Class

By Cindy Brey, SweetWater Resort

Wednesday – 10 p.m. Chuck asks, “What time are you setting the alarm?” I reply, “5 a.m.”

Chuck: “Why so early?” I reply, “Remember, Gordy and I are going to the Adirondack Chair class tomorrow.”

Chuck: “Oh yea, where is it at?” I respond, “Kohl’s Resort.”

Chuck: “Isn’t that north of Bemidji?” I reply, “Yep, that’s why I’m getting up at 5 a.m.”



Thursday – 5:45 a.m. Gordy pulls into the resort and we get on our way. We talked about how nice these chairs would look by the fire rings and along the lakefront. Gordy pulled out the list of materials to make sure I brought enough of the right thing. Then, we realized we didn’t have enough 1x4s. Thank you for the Bemidji Menards.

We arrived at Kohl’s Resort about 8:45 a.m. ready to get to work. I was so excited, since I missed the Shop Class I wanted to take in high school. Now was MY time to play with tools!

Jim Eickhorst was a fantastic instructor! He explained the process in detail, had the patterns available, and had the equipment set up so



everyone could be working on something and not have to wait long periods of time between steps. Participants were planing wood while others were chop sawing, table sawing, band sawing, sanding or assembling. It was amazing, by noon, most of us had assembled enough pieces that we could actually see a chair forming out of old deck or dock boards. We took a short break for lunch and camaraderie and then back to finishing our project. Gordy made the final cutting by rounding off the back. WOW, how cool is that?



Five hours, some wood and tools and “Wala!” I had an Adirondack chair. We packed up our chair and the extra pieces, to make another chair back at SweetWater Resort, and headed home. The nice surprise was that I was able to take a couple of bags of sawdust back home to winter my garden bulbs AND we were home for dinner. All in all - a super productive day! Thank you, Jim and Debbie Eickhorst for hosting a great CMR activity.

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Insuring Commercial Property

By John A. Shega, Aspire Insurance

Resorts deal with a variety of property every year. Managing the financial impacts of this property is critical to any business. Listed below are some suggestions to help you manage your costs and coverage.

For background, the generic phrase **Property and Casualty Insurance** includes two separate and distinct forms of insurance. Property insurance refers to *first party* insurance and claims. This means the insurance company is insuring *you* for *your* property and paying you - or an assigned entity - for any covered loss. Property insurance does not cover loss or damage caused by you to others. These situations are called *third party* claims and addressed by a casualty (liability) insurance policy.

Generally, people purchase property insurance for two major reasons:

1. **Required by contract.** For example, a loan or lease agreement with a mortgage company. The contract will stipulate any insurance requirements.
2. **You voluntarily chose to do so.** For this article, we'll focus on this option as it provides the most flexibility for all involved. As you have chosen to purchase insurance, it makes sense – and cents – to tailor a program that meets your needs and budget. Listed below are some key items to consider.

Common Types of Property

Real property: This generally refers to land and anything permanently attached to it. For example: a building.

Business Personal Property: This refers to your business contents *stuff*. An easy way to differentiate real property from contents is to visualize tipping a building upside down. Anything that falls is content; anything else is real property.

Mobile Equipment and/or Inland Marine Property: Very generally, it means things other than an automobile that moves, can be moved easily or is portable. Examples include: an ATV or lawn mower.

Inventory

This includes everything you own. Start a list and include everything from your buildings to silverware. The purpose of this step is simply to be as inclusive as possible. Take a photo or video of everything and store these records in a separate and safe place. The list and documentation will be invaluable at the time of loss.

Risk

Risk is the four-letter word that best explains insurance. Simply, **risk is the uncertainty of losing something of value**. Now, re-review your inventory list and prioritize those items with the largest financial or emotional impact to you. This review will help as you begin structuring your insurance plan.

Limits of Insurance

The process for determining a limit of insurance for real property is much different than the process for other types of property. For that reason, we'll address each separately.

Real Property: The limit of insurance for real property is based on the cost to replace the property at today's prices. *It has no relation to the market value (cost to sell the building)*. Your insurance agent, the insurance company and/or an outside appraisal firm use computer programs to help set these limits. If you are like many people, you will question these figures. Please do as these limits play a critical factor at the time of loss and your premium cost.

Business Personal Property/Inland Marine/Mobile Equipment: these limits are easier to set and you have more flexibility/input in the final limits.

Coinsurance

Coinsurance relates to the limit of insurance compared to the replacement cost of a structure. For example, if the cost to replace a building is \$100,000 and the policy has an 80 percent coinsurance provision, the limit of insurance must be at least \$80,000. A penalty is assessed if the limit falls below the required coinsurance percentage. This is a very important, commonly overlooked, and misunderstood provision of your policy. Most policies include three examples of coinsurance for clarity. If you have never read your insurance policy, start with the coinsurance section. Ask your agent for clarity.

Causes of Loss

Perils are things that cause a loss such as fire, hail, wind, etc. There are two major coverage forms applicable to property. One is referred to as a *Named Perils Policy* and the other is commonly called *All Risk or Special*.

Named peril policies provide coverage only for the perils specifically listed in the policy. All risk or special policies provide coverage for all perils unless specifically excluded by the policy.

Valuation

Again, there are two major ways a loss will be adjusted at the time of loss. *Replacement cost (RC)* policies replace covered property with *like kind and materials* with no adjustment for age or depreciation. *Actual cash value (ACV)* policies also replace damaged property with like kind and materials but there is an adjustment for depreciation. Compare premium costs for each of these valuation methods. Consider RC if it fits into your budget. It will save many headaches at the time of loss.

Deductibles

A deductible is the amount you pay for any loss before insurance applies. Compare and select deductibles carefully. You may find that higher deductibles do not produce the premium savings you might expect. Finally, one size does not have to fit all. That is, you can elect a different deductible for each piece of insured property.

Business Income and Extra Expense (BI/EE) – this coverage is referred to as time element. BI/EE provide loss of income and money to get your business up and running as quickly as possible. The broadest coverage form is referred to as *Actual Loss Sustained (ALS)*. Compare your current coverage to ALS. Again, you don't have to purchase this coverage. That said, many businesses ultimately fail not because of the loss of a structure but rather because of the resulting loss of income.

Finally, listed below are some closing items to consider when purchasing property insurance:

- ✓ Again, if insurance is not required by contract, you are choosing to pursue coverage. Have a good attitude, pick an agent that can explain the major provisions of your policy, and make informed decisions.
- ✓ Understand coinsurance; ask about time element.
- ✓ Prioritize the property you want covered. You don't have to insure everything. You control your insurance costs when it comes to property insurance.
- ✓ Think carefully before turning in a claim. Turning in a claim for a \$2,650 loss with a \$2,500 deductible may be counterproductive.
- ✓ Have a list with photos or identification for each piece of insured property.
- ✓ Ask your agent for assistance. They are happy to help.

Property insurance allows great flexibility in both coverage terms and overall premium. An informed and thoughtful approach will serve you well.

John A. Shega is the owner of Aspire Insurance agency with offices in Apple Valley, Gilbert and Keewatin, MN. He writes and speaks frequently on a variety of insurance issues.

Resorter of the Year Award 2015

By Carolyn & Tim Aarsvold, Geneva Beach Resort and Sheila Niemeyer, Rugged River Resort



Finn'n Feather Resort received the 2015 Congress of Minnesota Resorts Resorter of the Year Award. (l to r) Dave & JoAnn Fallis, Timberly & Jason Christiansen.

The Congress of Minnesota Resorts (CMR) has presented the 2015 *Resorter of the Year Award* to Finn'n Feather Resort, located on Lake Andrusia near Bemidji. The award was presented to Dave and JoAnn Fallis and Timberly and Jason Christiansen, owners of the resort.

This award is given to a resort owner or manager that exemplifies the spirit and goals of the CMR. The award's criteria centers around the operation of a successful and progressive resort business, service to the tourism industry both at a local and state level, and community service in other areas. Mentoring and helping other resort owners and membership in the CMR are also part of the requirements.

The Fallis' and Christiansen's have a story that is similar to many. It began with the desire to leave a busy life style and find an environment where they can work and raise a family in a more meaningful way. It's no surprise that the allure of a pristine lake in Northern Minnesota became the answer for this multi-generation family.

JoAnn's parents, Dick and Doris Clemens, along with JoAnn and Dave and their three children, made the journey north from Iowa in 1978. Dick and Dave had both served in law enforcement. The resort that caught their eye was built in the 1920s, and had a large dance floor and dining room, which attracted not only guests, but many neighbors in the area. It was a perfect destination.

The early days were a whirlwind. They cooked breakfast, lunch and dinner every day in the restaurant, staffed the long hours at the bar, maintained the yard, beach and boat rentals, catered to the many requests of the guests, and cleaned cabins in between. As their vision of a family resort started to take shape, they decided to close the restaurant and bar, upgrade the amenities, raise the rates, and work towards making the resort *Easy to find... Hard to leave*.

Timberly explains, "I grew up at the resort, and lived the high life as a resort kid. Back in the early days, I was oblivious to all the hard work my grandparents and parents put in. I just enjoyed having new friends each week, fishing whenever I wanted, and playing in the woods." Today, her children are now living and enjoying the same life.

There have been many changes and improvements over the years. They started by paving the roads in the entire resort, and adding playground areas. Then, they went to work on the cabins and added kitchens, screen porches and air conditioning. They expanded the cabins, removed entire cabins, and built larger three-bedroom log vacation homes. They were one of the first resorts in the area to build a large eight-bedroom reunion vacation lodge, and have since built two large four-bedroom log homes. The log homes are exquisite, with beautiful hand crafted workmanship. Every year there is a long list of updates, from carpet, to

cabinets, to new TVs. Staying up-to-date with the installation of satellite TVs and wireless internet has been the latest challenge.

Dick, a driven businessman, drove the progression of the resort. According to his family, he never quit working. Dave is a handyman and carpenter, and helped build many of the cabins. He jokingly compared the men's relationship to *Archie Bunker and Meathead*. However, it's reported that he secretly took time off to fish and enjoy the resort with his family. He enjoys the guests, and he can tell you many stories of pranks that he pulled over the years. He is still working on projects to this day.

Doris, JoAnn, and her daughters were always busy, and are to be commended for their tireless hours of customer service, staff management, planning, ordering, cleaning, and other numerous tasks that are often taken for granted. Two of the granddaughters have now chosen other careers, but Timberly has chosen to carry on the family legacy, and after returning from college, where she studied microbiology, she married and brought a husband into the family who would bring his skills into the mix. Although they have now passed, Dick and Doris continued to help every summer, right up into their 80s.

Despite being busy with the everyday adventures of resorting, this family has been extremely driven to share their experience and expertise with other resorters. Dick was one of the early resorters who helped organize and promote CMR. Both he and Dave were on the board for many years, and Timberly has been on the board for the past 10 years. JoAnn, Dave, Timberly, and Jason have volunteered many hours helping with conferences, education, School of Resorting classes, and Day on the Hill in St. Paul. As for helping other resorts, Dick was a pioneer in the concept, and was always quick to offer advice and help other resorters. There have been many resort owners who would call to ask for advice on topics such as what kind of carpet to buy, how to lower taxes, and how to deal with guests. He claimed that the CMR members literally saved many resorts in the area by providing help of any kind when needed. The rest of the family continues to help others as they carry on Dick's ideals.

Both Dick and Dave were involved on the local town board for many, many years. They were both members on the school board and numerous other local committees. Timberly has also helped with township issues along with being on the board of the lake association, and she currently volunteers at the local school by helping kids in the classrooms, fund raising, and helping with other projects that parents are so often called upon to do.

Finn'n Feather Resort is open year round and includes 42 acres and over 1,300 feet of shoreline. There are 20 tastefully furnished vacation homes ranging from one- to eight-bedrooms, a beautiful lodge with game room and store, two family homes, a heated pool, hot tub, two large sand beaches, boat and water toy rentals, guide service, large areas for playgrounds and ball games, and it is situated in a prime location near many attractions.

A resort guest stated, "The reason we came back to celebrate our 60th wedding anniversary at the resort is because of the quiet and peaceful setting, and the warmth we feel from the owners, who even remember what kind of bait we like to use!"

Timberly shared, "My grandpa taught me early that we will never get *rich* from the resort, but we will have a great place to raise a family and enjoy life. We have learned that no matter what, you need to keep investing in your resort, whether replacing entire cabins or just curtains, it all matters. Never be afraid to raise your rates, and keep on the edge of what's the next *new* thing."



CMR Resort Tour

By Timberly Christiansen, Finn-N-Feather Resort

CMR Fall Resort Tour in Park Rapids/Two Inlets Wednesday, September 9th, 2015

On Wednesday, September 9th, resorters gathered to enjoy the CMR Fall Resort Tour in the Park Rapids/Two Inlets area. The tour started at beautiful Half Moon Trail Resort, where owners Ryan and Liz Ahrendt were the tour guides. Tour participants were encouraged to explore several of the resort's features including: an underground sprinkler system, heated pool, several garden/landscaping with annual and perennial, and an organized garage/shop space.

From there, the tour headed to Two Inlets Resort where owners Bob and Jennifer Bateman guided participants on tour highlighting a 60-year old turtle pond, recently planted lakescaping, screen porches on every cabin, as well as vintage small cabins and newer two-story cabins.

The resort tour concluded at Brookside Resort. Jamie Keller and Joanna Wallenberg have been a part of resort life their entire lives. Tour participants enjoyed a closer look at the resort's 9-hole mini golf course, recently remodeled indoor/outdoor pool, large lodge with ice cream counter, 28 cabins, and a second-story cabin remodeling project started in September 2015.

Tour participants gathered for an additional time of sharing poolside at Brookside Resort as they enjoyed their sack lunches and a much-needed moment of rest after a busy resorting season before returning to their own resorts with new ideas.

HALF MOON TRAIL RESORT



Owners: Ryan & Liz Ahrendt

Resort: Located on Boot Lake, the resort is set on 17 acres, with a *half mile trail* for guests to enjoy. The resort consists of 18 units, 15 cabins and three lodge units.

History: Ryan and Liz Ahrendt are the fifth owners of Half Moon Trail Resort. It began as a small fishing resort in 1952, but slowly evolved into a family resort.

Prior to Resorting: This is Ryan and Liz's first year running the resort, however Ryan's parents ran it for 19 years. Ryan's parents are still very involved and are there to help in any way possible. Ryan and Liz met at the University of Wisconsin. There, Ryan graduated with a degree in Construction Management and dabbled in real estate before getting into the construction industry. He worked managing the residential division of a construction firm until they purchased the resort in January of 2015. Liz graduated with a teaching degree and received a job teaching first and second grade at a charter school in Ramsey. After their daughter, Mabel, was born, Liz decided to stay home and care for their daughter. They now have two little girls, Mabel and Mary Kate.

Future plans: Right now, they are brainstorming future plans for the resort. They have ideas both long and short term but don't have anything solid yet. They both want to be in resorting for a long time, so they aren't in a rush to make any big decisions yet, especially since they are just enjoying their newest addition!

TWO INLETS RESORT



Owners: Bob & Jennifer Bateman

Resort: Two Inlets Resort sits on about eight acres of land owned by Bob and Jennifer Bateman. With around 1,100 feet of lakeshore, the resort holds 13 cabins and sees guests from opening fishing until mid-October with one cabin staying open until November.

History: Two Inlets Resort is believed to have been started in 1946 with four cabins on 40 acres with ¼ mile of lakeshore for only \$5,000! Roger and Olga Platten the owners at the time stayed for 20 years and added during their time, four cabins, a lodge, and several out buildings, along with the owner's home. From 1966–1973, the resort saw three different owners, and also started a downhill slide. Cal and Sheila Moe (Jennifer's parents) purchased the resort in 1973 and added three new three-bedroom cabins, tore down and rebuilt two of the two-bedroom cabins, and did a wide range of remodeling. Bob and Jennifer entered the picture in 1997, when they purchased it from her parents. Since owning the resort, they have added three two-story cabins. Over the 19 years of owning the resort, they have worked to add screen porches on all the cabins, a wood shop, and a pole building and worked to make their home more fit for a family of five.

Prior to Resorting: Bob and Jennifer met at Concordia College in Moorhead and were married seven years before purchasing the resort. Living in Grand Rapids at the time, Jennifer was a registered dietitian and worked at the hospital while Bob was Vice President of Operations at Arrowhead Promotion and Fulfillment.

Future plans: Because most of the cabins are so close to the water, it's difficult to get permission to change them very much. Therefore, they have focused more on providing a natural lakeside, cozy cabin experience. Making the cabins more of a *cabin* and less modern by not having any air conditioning, TV, or WiFi, allows the guests to really feel like they are away from home. Some of their efforts have been in placing lots of windows, screen porches, dock benches and Adirondack chairs to help guests enjoy the sights and sounds of the lake. As for an exit strategy, Bob and Jennifer plan to do it methodically and smart!

BROOKSIDE RESORT



Owners: Jamie Keller & Joanna Wallenberg

Resort: Brookside Resort is made up of 28 cabins, scattered among 1,300 feet of lakeshore. The resort sits on 85 acres along Two Inlets Lake.

History: Brookside was started in 1934. It has seen four owners during its lifetime. It was started with a family, and they added cabins for loggers. The cabins quickly earned more money than logging, and the rest was history. The second owners added a full horse stable and, in 1965, they added 10 - four bedroom A-Frame cabins, the 9-hole golf course and the swimming pool! The resort became part of the Keller family in 1978 when Dave and Mary Jane came for their first summer as owners.

Prior to Resorting: Jamie and Joanna grew up at Brookside Resort. Jamie always knew he wanted to purchase the resort some day. Josh (Joanna's husband) and Joanna made the decision when they were both in college, to come back and help run the resort with Jamie since his wife, Jenni, was not

interested in doing the resort and wanted to continue as an optometrist in Park Rapids. Both families moved back home and officially purchased the resort in 2013. Jamie and his wife have two little girls and baby boy, born this fall. Josh and Joanna have three kids (two-year old twins and a six-month old baby). Josh works part-time as a Physical Therapist in Park Rapids and Joanna works part-time as a Clinical Social Worker at Century Elementary School in Park Rapids.

Future plans: Two major remodels are on the list for future plans. Cabin #6 starts this fall and hopefully Cabin #15 next year. They are constantly updating facilities and have recently focused on adding many low maintenance toys. They are also looking to purchase a neighboring cabin to bring their total up to 29!



Some of our CMR Resort Tour attendees enjoying their lunch at Brookside Resort.



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2016 CMR Fall Conference Wrap Up

By Jennifer Bateman, Two Inlets Resort

One of the best things about the Congress of Minnesota Resorts (CMR) is its commitment to educating resort owners and managers. This year's annual Fall Conference, which was held at The Lodge at Giant's Ridge in Biwabik, had near record attendance with 92 people registered. The two and a half day opportunity is planned by resorters for resorters, which is one aspect that keeps the content of the speakers so relevant to our unique businesses and provides great take home information!

We would like to say thank you to all the people involved in putting together another great fall conference. Once again 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

We agree! Thanks so much to the CMR Board and especially Tina Reuper and Karen Senger for putting together a wonderful conference. It was the first one we've been able to attend and it was wonderful. Great fun, good information and, most of all, amazing people!

Jay & Kim Jamtgaard
Wildwood Resort

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

Thanks also to Tina, Karen, Timberly, Pat, and all the others that work hard to pull together the fall Conference. It was a success with lots of new resorts attending. We love the time spent with all our comrades and are sad to have it be over... Thanks again! We look forward to the CMR Spring Workshop. It's never too late to learn something new. If you missed the Resort Panels, WOW!!! That was worth the time and money right there. We most enjoyed our conversations with the best people on the planet. Thanks for all those that attended. Hope to see you all at the Day on The Hill!

Jim & Debbie Eickhorst
Kohl's Resort



"Best entertainment ever."

"Eye opening stories."

"Great take home handouts."



"So glad we came, very interesting."



"I learned a lot of new information."



"Very heartfelt."



"Resorters Helping Resorters."

"Love hearing what others do."

History of CMR Name

By Steve & Pat Addler, Cedar Rapids Lodge



In 1984, four resorters got together and decided that not enough was being done to save Minnesota resorts. They thought the Minnesota Resort Association and the Minnesota Department of Tourism were going in the wrong direction. They felt that *Ma & Pa* resorts were being forgotten in the tourism industry and set out to do something.

The 1980s were the years when we were losing resorts at a rapid rate. Most resorts were not profitable and the owners had other jobs to augment their lifestyle. The resort owners who formed the Congress of Minnesota Resorts (CMR) realized that if resorts were going to survive, they needed to raise their rates, improve their facilities, extend the shoulder seasons and rent boats rather than giving them with the cabin - sounds familiar, doesn't it?

Chick Knight, Bill Koch, Alan Gunsbury and Bob Graham founded the CMR. They set out to teach resorters how to be a profitable member of the tourism industry. They found other resort owners who supported their ideas. Since those early days 30 years ago, scores of resorters have gone on to carry their message. These resort owners have served on the board, gone to St. Paul and held countless meetings at their own expense all in the name of *Resorters Helping Resorters*.

The *Minnesota Resorter* magazine, which we all receive three times a year, has evolved from the *Congressional Log*, the first typed, illustrated magazine created for the benefit of members. This early magazine is well worth your time to read and is posted on our website (Minnesota-Resorts.com) along with this issue of the magazine.

You will also notice that in 1984, the organization was called the Minnesota Resort Congress (MRC). They had a name change about a year later to Congress of Minnesota Resorts (CMR). This is because the Minnesota Resort Association, the other organization, was already in existence and our organization, the CMR, wanted to go in a different direction. It appears they seemed to struggle with a name even back then!

If you were at the CMR Fall Conference in October, you witnessed these same struggles. Our board had previously asked in a mailing earlier in the year if our members were in favor of changing the name of our organization. The majority answered positively; but when they asked the question, "Would you be in favor of a name change to _____", few could agree on an alternative name.

Although we, Steve & Pat, voted against a name change, we will continue to support the CMR. We have a successful resort because of those resort owners who formed this organization in 1984 and blazed the trail and taught us to be business people. Our *product* has value and is important to our customers who choose to vacation at our resorts.

No matter the name, there has been 30 years of work supporting resorts in Minnesota. The CMR has been the prominent voice in St. Paul for all that time. The CMR is well known for its passion and dedication to the resort industry. We hope this passion continues...for family resorts in Minnesota...and for our organization!

CMR -Resort Mentorship Program

By Sheila Niemeyer, Niemeyer's Rugged River Resort

How do you...

What do you think about...

Who would I contact for information on...

When do we need to...

I'm frustrated with...

Have you ever tried...

We all have questions we would like an opinion to at some time in our resorting life.

The Congress of Minnesota Resorts (CMR) would like to offer a mentorship program for resort owners who would be interested in having a personal contact or connection with a seasoned resort owner to ask questions to or run ideas by.

Several CMR member resort owners have indicated they would be willing to meet with members or non-members, who are fairly new to resorting, or those looking for a little guidance on a new project. We encourage you to participate in the mentoring program by offering your experience as a seasoned resorter, or bringing your fresh ideas and questions as a new resort owner.

This is program is one more way to live our motto of *Resorters Helping Resorters*. Resort owners in all stages of ownership have the opportunity to gain and share their knowledge through programs, classes, workshops, internet chat groups, support with legislative issues affecting our businesses and now our mentoring program.

If you would be interested or know of someone who could benefit from this program, please contact Vince Prosocki at 218-758-2343 or any other CMR Board members listed in this magazine.

We want Minnesota's resort industry to be successful and thrive. Share your knowledge and experience. Join us.

THE CONGRESS OF MINNESOTA RESORTS



What the CMR Can Do for You!



MARKETING



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Stay informed on legislative issues that affect our industry.



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School of Resorting educational classes.



Yahoo Groups - online resort chat room.



Members only online resources on our website.

PLUS- Vendor Discounts to CMR Members • Scholarships for Education • “Resorter of the Year” Award • And Much More!

THANK YOU, THANK YOU, THANK YOU!!!

Resorters Helping Resorters - Since 1985

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*

Do you ever wonder... "What are other resorts doing in this situation?" Whether you have been in the business three or 30 years, you still ask yourself many questions. The CMR Yahoo Chatline has been a wonderful tool for us when questions arise... Where do you buy your sheets, certain cleaning products, to I have some stuff for sale, or what kind of software are you using? At the CMR Spring/Fall Workshops, the cracker barrels are how we have learned most everything for our resort business. There is just not enough GOOD I can say about CMR, the marketing on the website, the collations with Explore MN, everything is just such a huge benefit to getting new customers, keeping our return customers, and keeping our sanity. I can see the benefit in my own business, so why wouldn't you want that same benefit for your business?

Tina Reuper, Sandy Pines Resort, LLC

JOIN THE CMR - YOUR MEMBERSHIP COUNTS

Your membership in the Congress of Minnesota Resorts (CMR) is a good investment for both you and your resort business. Join in the organization's philosophy of "Resorters Helping Resorters." So many benefits await you! Fill out the membership application today and become a member of a unique association of resorters, run by resorters, for resorters. Our focus is very clear!

Resort Name _____ Lake _____

Owner/Manager _____ Years in Resorting _____

Address _____

City _____ State _____ Zip (9 digit) _____

Township _____ County _____

Phone _____ No. of Rental Units _____ No. of Bedrooms _____

Resort E-mail _____ Resort Website _____

Membership investment is only \$18.50 per bedroom (Minimum \$185 for 10 bedrooms or fewer, Maximum \$962 for 53 bedrooms or more.) Membership rates good through Aug. 31, 2016.

Campground Search Function for \$35 Yes/No No. of Seasonal Sites _____ No. of Overnight Sites _____

Associate Memberships - Dues \$185 For vendors and for those with an interest in resorting but not owning a resort.

Amount of check enclosed _____ Please Circle One: New or Renewal



Send to: Congress of Minnesota Resorts
PO Box 358
New London, MN 56273-0358

Questions regarding Membership?

Contact Vicky at CMR@Minnesota-Resorts.com or 320-212-5107



CRUNCHY CHEESE BALL

- 1 (3 oz pkg) Ramen noodles, chicken flavored
- 2 (8 oz pkg) cream cheese, softened
- 1 cup sour cream
- 1/2 cup sunflower seeds
- 4 green onions
- 1/3 cup dried parsley flakes

In a blender or food processor, blend all ingredients except parsley flakes. Divide mixture into 2 balls. Roll each in parsley. Wrap in plastic wrap & refrigerate. To serve, let stand at room temperature for 20-30 minutes or until slightly softened. Serve with crackers or bread.



CHERRY WHIP

- 2 cans cherry pie filling
- 1 can sweetened condensed milk
- 1 large can tidbits or crushed pineapple, drained
- 1 cup pecans, chopped
- 1 tsp vanilla
- 1 (8 oz) cool whip

Mix all ingredients well by hand...chill for at least 2 hours before serving to allow it to set up.



APPLE PECAN TOPPING FOR ICE CREAM

- 1 can apple pie filling
- 1/2 cup chopped walnuts
- 1 Tbsp butter

Melt butter in skillet; add pie filling and walnuts; simmer on low for 10-15 minutes...sauce will darken. Delicious over ice cream with caramel syrup drizzled on top.



CHICKEN AND WILD RICE

- 1 cup cooked wild rice
 - 2 cans cream of celery soup
 - 2 cans cream of chicken soup
 - 1 can mushrooms, drained
 - 2 cans water
 - 1 pkg dry onion soup mix
 - 1 cup white rice
 - 2-3 cups of boneless chicken
- Combine all ingredients except chicken. Place in large baking dish. Cover with chicken. Bake, covered with foil, for 1 hour at 350°F. Uncover and bake about 30 minutes longer until rice is done. Makes about 12 servings.



OH-SO-GOOD PIE

- 1 cup raisins
- 1 cup apples
- 2 cups sugar
- 1 cup pecans
- 4 eggs
- 1 cup butter

Cook raisins until tender. Clean, pare and chop apples. Melt butter; mix in sugar. Beat in the eggs one at a time. Add the apples and pecans and mix. Pour into unbaked pie shell and bake at 350°F for 1 hour.



WELCOME NEW CMR MEMBERS

New CMR Members

Adam & Kasey Van Tassell
Birch Forest Lodge, Orr

Mark & Sally Ludlow
Ludlow's Island Resort, Cook

Shawn & Megan Wahlsrom
Pine Grove Lodge, Max

Doug & Cynthia Carlson
Steamboat Bay Resort, Walker

Scott & Lee Bergstrom
Thomsonite Beach Inn & Suites, Grand Marais

2015 Fall Conference Vendor Show

By Kim Jamtgaard, Wildwood Resort

Jay and I FINALLY had the opportunity to attend the 2015 Fall Conference this year (first time in all of our 17 years!) and it was everything we hoped for and more. We enjoyed time with all of our CMR friends, sat in on very interesting and informative presentations and laughed A LOT. The most surprising part for me, though, was the awesome vendor show....and I'm not just saying that because I won a gorgeous lamp from Lonesome Cottage in the door prize drawing!

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www.LMDistributing.com

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sherry@lonesomecottage.com
www.lonesomecottage.com

Midwest Insurance Agency

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Fergus Falls, MN 56538
Don Williams
218-739-5735
info@midwestinsuranceagency.com
www.midwestinsuranceagency.com

Minnesota Department of Health

1505 Pebble Lake Rd, Suite 300
Fergus Falls, MN 56537
Sharon Smith
218-332-5145
sharon.l.smith@state.mn.us
www.health.state.mn.us

Our usual vendor show experience is in the spring when we are in buying mode and feel pressure to get orders written. But the vendor show at the fall conference was a totally different experience. The relaxed atmosphere allowed us to really spend time talking to vendors and consider their products and services. With the winter season upon us the vendors at the fall conference gave us lots to think about for the 2016 season!

Our sincere thanks to these vendors for supporting the CMR and our mission of Resorters Helping Resorters!

Pine Insurance Co.

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Dan Borseth
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dan@pineagency.us
www.pineagency.us

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Jim Randell
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www.rangewater.com

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A very big **THANK YOU** for the special CMR Fall Conference sponsorship:

PINE INSURANCE – Sunday's Entertainment, Midwest Dueling Pianos

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2015 Summer Storm Recovery

Resorters Helping Resorters

By Roger and Kathy Lykins, Lykins' Pinehurst Resort

On July 12th, we had a storm with 100 mph straight-line winds with a downdraft. This left us with many downed trees, some on guest vehicles and some on cabins. We want to share with you some of the things that we dealt with the rest of the summer.

We had guests coming to our house about at 7 pm wondering where we had shelter in case of a storm. Smart phone weather alerts had sounded. By 7:30 pm we had about 35 guests in our basement as we listened to the storm pass and the power went out. I ventured up part way through to see trees down and hard rain. About 8 pm, the storm had passed and we let the adults out to survey the damage. I knew there was an electrical line down, so didn't want kids out and about as of yet.

We checked with area hotels and offered guests to go there for night where there was power. No one left. We survived the night with no power, bringing five-gallon pails of water from the lake to flush toilets.

The morning brought sunshine and we made a trip to Nisswa to fill two air pots with coffee, get doughnuts, water and ice. There was one spot on the road that we had to bypass downed trees and we saw 5-6 power poles down, so we knew it would be a few days before power would be restored.

Upon returning home, we checked on guests and called the tree service we have used. He was out about an hour later and removed trees from vehicles and cabins. There were still a few leaner trees hung up in other trees, but not close to buildings.

We also called an electrician to help with the down power line. They arrived about 11 am. We had a generator that the electricians hooked up also to run one of our wells and our home refrigerator, so five of our cabins had water. They also had hot water and gas stoves allowed them to prepare meals.

At 1 pm, I headed into town and bought a generator to run the other well. The electricians were in the area, so they came back and got that one hooked up also. All the cabins now had water and two of them had electricity.

One of our families decided to leave and find other accommodations out of the storm area. The refrigerator in their cabin had power so now we had a community refrigerator for the other cabins to share.

As I was getting generators, etc ready for our guests, Kathy and a couple who have been seasonal campers with us were beginning the cleanup. Guests borrowed rakes and raked the beach area and around their cabins. We ran the generators from 8 am-10 pm each day.

We also had a guest that was to arrive on Monday, that we suggested they not come and I returned their deposit. About that time, we had a family call that had vacationed with us 25 years ago that was in a private home rental that was uninhabitable. They were glad to take the cabin that was open and stayed for about 10 days.

Thankfully, the power returned about 6 pm on Thursday, July 16th. Our guests were so good about the inconvenience.

We spent all week cleaning up the property and stacking the debris for our tree guy to come back and take out. I called him on Wednesday night and found out it would be a month before he would be back, so we took up an offer from our church small group to come out with trailers and haul the debris out. I also posted on the Congress of Minnesota Resorts (CMR) resorter yahoo group and we had about 10 people, five trailers and a skid

loader arrive on Tuesday afternoon, July 21st. We took about 30 trailer loads to a county dumpsite about three miles away and the resort looked better.

All of this cleanup work was done in addition to the regular resort work. I remember how exhausted we were and then it was time to clean cabins on Saturday (Uggh).

Our insurance company, United Fire was very good handling most of our unexpected expenses and lost revenue.

Some of the things that stick out are:

1. An established relationship with a tree service.
2. We had loggers in five years ago to harvest older jack pine and popple that would have been a mess if they were still there.
3. One of the strengths of resorters is our independence, but also a weakness as we thought we could do it all ourselves until late in the week when we finally asked for help.
4. Once the primary cleanup was done, we needed to deal with the shade gardens that were now sun gardens. Kathy transplanted about 75 plants that were frying in the sunshine.
5. Our guests were great and would have liked to have helped more, but we thought they should vacation. It was a beautiful week following the storm and the lake was pretty empty.
6. It was an exhausting couple of weeks. Kathy is great with a chainsaw and said, "You better hope I don't end up in the emergency room or you would be sent to jail," as she had bruises all over her body.
7. We did not discount rates during that week as we felt this was not something we could have controlled. Most of our regulars re-booked for next summer.
8. We are thankful for friends and colleagues that came to help, *Resorters Helping Resorters*. It was like a burden was lifted from our shoulders when the first cleanup was completed.



Downed trees and high winds caused a power outage that lasted five days. Resort guests were given the option to relocate their vacations to local hotels, but they decided to stay and make the most of the beautiful weather following the storm.



The high winds downed trees at Lykins' Pinehurst Resort falling on roadways, buildings, and even guests automobiles. The visible destruction was overwhelming; however, not a guest was injured.



Congress of Minnesota Resort (CMR) members responded to a call for help posted on the organizations yahoo group with 10 volunteers, five trailers and one skid loader. CMR member volunteers, Mark Novotny, Roger Lykins, Chad Reuper, Tom Marnik, and Bob Scharenbroich, pause for a break before starting their chainsaws to move the next downed tree.



A July 12th storm with 100 mph straight-line winds with a downdraft left destruction in its wake as 100s of trees were downed, some just breaking off their trunks.

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Submit Your Nominations for Resorter of the Year!

Congress of Minnesota Resorts Members,
The Resorter of the Year Award is given annually to a resort that exemplifies the spirit and goals of the CMR. The criteria centers around the operation of a successful and progressive business, service to the tourism industry both at the local and state levels, and community service in other areas. Mentoring and helping other resort owners and membership in the CMR are also part of the requirements. Nominations for the award are generated entirely by CMR members, and the whole program is dependent upon the time and effort you give in order to recognize excellence. We encourage you to participate through nominations of resorters you feel uphold the highest standards and are dedicated to service within our industry.

Here are the guidelines:

The Congress of Minnesota Resorts selects, through nomination by its members, one resort and resorter(s) that have 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.

Any member of the Congress of Minnesota Resorts can submit a nomination for this prestigious award. Nominations must be received by September 1st each year. The nominating member is not required to verify the eligibility criteria. In the event none of the resorts nominated meet all the eligibility requirements, the Awards Committee will make a selection based on the resort most closely meeting the criteria and notify the winner. The winner will be asked to be present at the annual Congress of Minnesota Resorts

Fall Conference where the formal announcement and presentation will be made.

The following criteria are considered by the Awards Committee in making their selection:

- CMR member in good standing for the previous three consecutive years under the same ownership.
- Ability to maintain a successful and progressive resort.
- History of helping and mentoring other resort owners/operators.
- Involvement in community activities.
- At least five years between awards.
- Not a current member of the Awards Committee.

To obtain a nomination form, go to the CMR website www.Minnesota-Resorts.com, scroll to the bottom of the home page and click on Membership. Login using your Login and Password, select Application from the list on the left, click on Resorter of the Year Nomination, and print a copy. Mail the completed form to the CMR address below. If you need further assistance please contact Vicky Krattenmaker, CMR Office Manager, by emailing: CMR@Minnesota-Resorts.com or calling 320-212-5107.

NOMINATION DEADLINE: SEPTEMBER 1ST

Send nomination form to:

Resorter of the Year Nomination Committee
Congress of Minnesota Resorts
PO Box 358
New London, MN 56273-0358

LEGISLATION

New MDH Rule for Seasonal Water Systems

By Tom Marnik, Timber Trails Resort, CMR Legislative Chairman



Starting April 1, 2016 all seasonal resort owners with well water systems will be required to complete a Minnesota Department of Health (MDH) approved start-up procedure and then certify its completion. The procedure must be completed prior to opening in 2016 and each year thereafter. By now all seasonal resort owners should have received correspondence from the MDH stating that you are required to comply with this new rule.

So the big question is, are you really a seasonal resort as defined but this rule? The MDH has worked with the Congress of Minnesota Resorts (CMR) and others to narrowly define SEASONAL as; “only those water systems that completely depressurize their distribution systems during the off season.” What does this currently really mean? Let’s use this example: *Say you have three wells serving your resort and in the winter*

you completely shut down two of them and partially shut down the third. You are still not considered to have completely depressurized your system and hence are not considered as seasonal. You must depressurize all parts of your water system that are part of the MDH inspected system to be considered seasonal. *Note: this is the current interpretation by the MDH but, this policy has not yet been approved by the Federal Environmental Protection Agency (EPA). Unfortunately this liberal interpretation could change in the future.*

I had a question from a resort owner at the CMR Fall Conference. He wanted to know if he just kept his lodge open would that be sufficient to be classified as non-seasonal. As long as the lodge had public facilities, (i.e. a bathroom

available to the public) and it was part of the water system tested each year by the MDH, he was ok. In his case, the lodge had not been previously part of the system tested by the MDH but he was able to talk to his local health inspector and get the lodge included. The MDH really has been working with us to keep the number of facilities classified as seasonal to a minimum.

If you have received a letter from the MDH stating your system is seasonal, but... given the above examples you don’t believe that to be the case, you should again contact your local health inspector immediately and get this clarified.

If you truly are seasonal don’t fret too much. The startup procedure is not very different from what you already do, or should be doing when you turn the water on. Here is a link to the actual forms and instructions. www.health.state.mn.us/divs/eh/water/ncom/transient.html

Additional Water Sampling Frequency?

Part of the new rule will require the health inspectors that sample your water to look for what are classified as sanitary defects in your system on an annual basis.

Those sanitary defects are as follows:

- A missing well cap.
- Damaged or defective well casing.
- The seal between a well casing and concrete slab that is not watertight.
- Electrical wiring for a submersible pump not properly enclosed in conduit.
- A flooded well in use.
- Openings in a pump base that lead directly into the well casing.
- High hazard cross connections within the distribution system.
- Cross connection in the treatment or potable water pumping systems.
- Unprotected openings in a finished water storage tank.
- For chlorinating systems, the required chlorine residual is not maintained.

In the past, our systems were inspected every three years and we then received a letter stating the defects but there was no real follow-up unless the situation was really bad. Now, if you do not keep your water system in good repair you will be subject to additional testing - monthly or quarterly that the resort owner will be responsible for paying all costs on. So, do yourself a favor and keep your water system in a well-maintained state and avoid the cost and hassle of additional water sampling.

Just keep in mind that each of us is actually running a mini-city and we are the water provider. Do the right thing and keep your guests healthy.

I am always available to assist with any difficulties you may have in working through these new rules and can be contacted at 218-566-2376 or tommarnik@timbertrailsresort.com.



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A Little History

The Federal EPA came up with a new rule called the *Revised Total Coliform Rule* (RTCR) and has promulgated (another word for forced) this new rule onto all the states. This new rule affects Transient Non-community Public Water Systems (This is the classification resort water systems fall under). *Got to love those government names.*

Each state had to come up with their own specific plan of how to implement the rule and then have it approved by the EPA. Minnesota has submitted their plan and is now awaiting approval. This may take a millennium or two (*sorry for the cynicism*) but in the meantime the seasonal interpretation is what we are complying with.

2016 Day on the Hill

By Tom Marnik, Timber Trails Resort, CMR Legislative Chairman

Mark your calendars for March 22-23, 2016 and come join us for the Congress of Minnesota Resorts (CMR) Annual Legislative Day on the Hill event. Come join us for a couple days of bumping shoulders with legislators and of course your fellow fun resorters. The bus trip to and fro is a great place to get any questions you may have on any topic answered from experienced resorters. It is a really fun time, so commit to coming along.

So, you hate getting involved with politics and all that government stuff. Well, if you have never been to the Day on the Hill it is not what you think. Or maybe it is, but it is still not painful! When we meet with our representatives, we go in groups for support. None of us are professional lobbyists, we are just plain small to mid-sized business people and that is why the legislators like to meet with us. We are the constituents they all say they want to support. Plus, we always have a fun prop to hand out and we wear fishing vests to the meeting. Who else does that?!

Those of you that haven't gone before or don't regularly attend, now is the time that you can do your part. Those of us that do attend every year get to know our area representatives and the rules under which we play. So, the next time you need to build that new cabin or you are getting hassled by a well-meaning but uninformed government worker you have a place to turn.

"Last year was my first time attending Day on the Hill. Like a lot of you, I would never picture myself as political, and I do not like public speaking. WELL. . . It was actually an enjoyable experience. Thankfully there are many in attendance that like to talk to the legislature and do all the talking needed. My presence was valued for the numbers in attendance showing support for our causes. In addition to meeting with the legislators, there is ample opportunity to enjoy the comradery of fellow resorters."

~ Kathy Marnik, Timber Trails Resort

If you are looking for one thing new to do this year to help our industry, this would be it. We love to have newbies! Everyone makes a difference and together we can continue to have a strong voice in St Paul.

Issues that we are currently tracking:

- Revisions to MDH regulations
- Preserving post Labor Day school start
- Funding support for Explore Minnesota Tourism
- DNR direct hospitality competition
- Companion animals
- Licensing of vacation home rentals
- Revisions to the shoreline protection zone
- Building permits being required statewide

CMR is providing free motor coach transportation to and from the Day on the Hill Event. The bus route for March 22nd is as follows:

- Park Rapids, Wal-Mart 7:00 am departure.
- Walker, Northern Lights Casino parking lot, 7:30 am arrival, 7:40 am departure.
- Baxter, Gander Mountain parking lot, 8:55 am arrival, 9:05 am departure.
- St Cloud, Shopko parking lot, Intersection of Hwy 10 & Hwy 23, 9:55 am arrival, 10:05 departure.

The CMR Attendees receive:

- Motor coach transportation.
- Day on the Hill name badge and lanyard.
- Crappie year pin for your lanyard.
- Event packet with complete issue list, bills, and legislative meetings.
- Snacks: coffee, juice and rolls on the bus.
- Each morning break: juice, coffee and sweet rolls.
- Friendship.

Day on the Hill Hotel information

Country Inn and Suites St. Paul East
6003 Hudson Rd
Woodbury, MN 55125
Phone: 651-739-7300

We have reserved a block of 20 rooms at the Country Inn and Suites St. Paul East, for the night of March 22, 2016. The block of rooms are reserved under the name CMR and are open now. The rate is \$89 for up to 2 people. For an additional \$10 you can upgrade to a Junior Suite if you prefer.

What you need to do:

1. Let us know you are coming
Call or Email (Include resort name, lake and town)
Jim Wherley
Legislative Vice-Chair Day on the Hill
218-758-2080
info@sunsbay.com
2. Call and make hotel reservations.
3. Meals and the room would be your expenses incurred for the event (and they are deductible).



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LEGISLATION

Silent Auction Scores Again!

By Pat Addler, Cedar Rapids Lodge

The Congress of Minnesota Resorts' (CMR) Silent Auction was held during the CMR Fall Conference. Tim Senger and Pat Addler were the co-chairs of the event.



We had an awesome turnout at the CMR Fall Conference held at Giant's Ridge in Biwabik in October. The auction ended on Monday evening, after lots of bidding wars and races to see who got the winning bids.

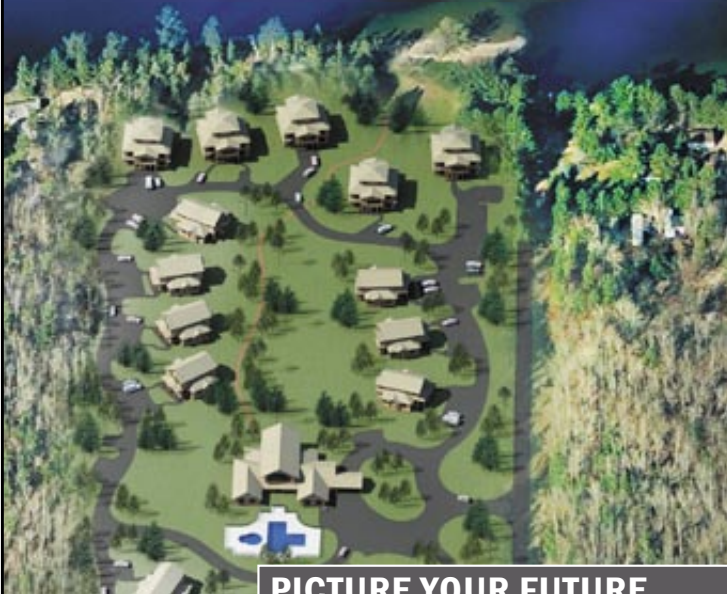
The total for the 2015 Silent Auction was \$3,288! The money is raised each year at the CMR Fall Conference for our organization's legislative committee efforts. These funds are used for the Annual CMR Day on the Hill. Several resort owners travel to St. Paul on a chartered bus to meet with our legislators and share our concerns for tourism and the resort industry.

The CMR's Annual Silent Auction brought in lots of great items and attracted lots of high bids. A hearty Thank You to everyone who donated and bought items.

A huge thanks to all the resorts and individuals who donated items for the auction...and also to all those who bid on the items! We look forward to 2016

CMR Fall Conference and the *hot items* at the Silent Auction!

What would your resort like to be when it grows up?



PICTURE YOUR FUTURE . . .



Contact Chad Conner at 218.829.5117

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Kathy's Kraft Korner

By Kathy Marnik, Timber Trails Resort

Popsicle Stick Art

An inexpensive but fun and creative craft, popsicle sticks come in a variety of sizes and easy to find in any store. If you already do crafts at your resort, you are sure to already have a variety of extras to add to the crafts such as paint, googly eyes, sequins, pipe cleaners, etc; otherwise keep your eyes open at the thrift shops where you never know what you may find!

Let these pictures inspire your imagination as well as the kids who love to craft!



2016 Legislative Session will be Unique

By Joel Carlson, Congress of Minnesota Resorts Lobbyist

The 2016 legislative session will be unlike any other in state history, not simply because of a robust budget surplus. The \$300-million capitol restoration project will again make for an unusual setting for conducting legislative work. The reconstruction of the capitol will run into 2017, but its impact will be particularly burdensome when lawmakers return to work this spring. The Capitol Building has been closed to the public since May 2015, and will mostly remain closed as the session is being conducted.

The state senate will be settled into the newly minted senate office building and holding its floor sessions in a temporary chamber that will be used for just one session. The \$80-million building features substantial improvements in public meeting space for legislative hearings and large gathering compared to the capitol. Despite its election controversy, anyone that has to come to St. Paul for legislative business will come to appreciate the design and functionality of the new space.

The house will remain in the State Office Building, but has committed to holding its floor sessions in the House Chamber in the closed capitol. This will make for some logistical challenges and a few discomfiting moments. The capitol will not have running water in 2016 and no gallery for viewing house floor sessions. The area outside the House Chamber will be open, but little else. Finding suitable space for the 134-member house to meet is difficult at best, and meeting in the closed capitol is likely the best option. However, many house members have grumbled about the lack of toilets and public access the 2016 session will encounter and worry about the quality of the work and working conditions for staff that spends countless hours in the chamber on legislative business.

In addition to the new and unusual (at best) surrounding, the session will be unique for other reasons as well. A budget surplus, divided government and the mandated need for structural reforms of government programs during an election year may conspire to create legislative chaos. Most of the same circumstances that lead to a special session to complete the budget last year still exist so predicting an outcome is like speculating on the day the ice will go out; you may get close but there are some many variables at play that its really just a guess.

Budget Surplus

State budget officials have announced a significant budget surplus to be addressed during the session. While the \$1.9 billion surplus is staggering compared to years of deficits, the solid financial footing has not made legislating or compromise any easier. There are more ideas to use the surplus than legislators, and no clear path has emerged between the DFL Governor, Republican House and DFL Senate.

All three appear to favor some form of tax relief, but agreement ends there. Republicans are seeking large reductions in business property taxes, an idea that has some appeal to the DFL Senate. Governor Dayton has indicated support for middle class tax relief and expanded credits for childcare, but has coupled his support for tax relief with his signature plan to increase to spending on early education. It's possible that no agreement is reached and the session ends without a tax bill once again. However, with the election looming just a few short months away reaching an accord is more likely.

Transportation Plans

Legislators have been hearing the complaints of their constituents to improve Minnesota's transportation system and are working to find an acceptable solution. Compromise was not to be had last session, as the Republican House held firm on their *no new taxes* plan and DFLers refused to fund transportation improvements without new revenue. They ended the session without any transportation funding plan but agreed to work towards compromise.

The budget surplus has rightfully emboldened the Republican resistance to tax increases – and Governor Dayton has abandoned his push for new transportation funds. The Senate DFL is still keeping a gas tax on the agenda, but it's a tough sell.

Complicating a transportation compromise is the push for funding of the southwest corridor light rail passenger train line. The project, which has broad suburban support from residents, needs additional state dollars to move forward. The Metropolitan Council, which is responsible for the project, has said the legislature must provide the funding to move forward. House Republicans are loathe to support rail projects, so this line in the same could preclude an larger transportation package from advancing.

Sex Offenders

The most vexing policy problem facing legislators is reform of the State's unconstitutional treatment program for sex offenders that have completed their criminal sentences. Since 1992, these individuals have been civilly committed to treatment facilities, and are basically never released. Federal Judge Donovan Frank has ruled the program unconstitutional and demanded legislators reform the program or he will release the offenders that have served this criminal sentences.

More treatment and supervised release is expensive, costing 10s of millions more each year. Legislators face the awful prospect of releasing predatory offenders or spending millions more on supervised release for the pleasure of having campaign opponents use that vote against you in the election. It's an awful political situation.

Capitol Investments

Legislators will work to assemble a capital investment bonding bill that could approach \$1 billion of projects across the state. Committees have been touring possible projects for months, and hope to craft a bill that will attract bipartisan support. Many feel success with a capital project at the capitol leads to election success back home, but that is mostly campaign gossip. Regardless, this bill will be a major focus of attention this session and its passage and support of Governor Dayton will be critical to a successful session.

2016 Resort Issues and Day on the Hill

We will be holding our annual Day on the Hill March 22-23. Mark you calendar and come join us for this fun event. This is our chance to meet with legislators and administration officials about issues important to the success of our resort community.

It's important that lawmakers hear directly from resort owners to hear first-hand the impact of the decisions they make. We have been tracking a number of issues that include Department of Health regulations, enforcement of the statewide building code, tourism promotion, and Department of Natural Resources competition with private businesses.

We also have ongoing issues like the Post Labor Day school starts, vacation home rentals, accommodation of companion animals and more.

The dedicated support of resorters coming to St. Paul, providing one-on-one lobbying, makes us successful on issues important to tourism and resorting. Please make every effort to attend!

Joel Carlson owns a legal research and government affairs business in St. Paul. He has represented resorters at the Capitol since 1996. He can be reached at: jdcresearch@aol.com

It's important that lawmakers hear directly from resort owners to hear first-hand the impact of the decisions they make.

JOIN US FOR THE CONGRESS OF MINNESOTA RESORTS **DAY ON THE HILL!** MARCH 22-23, 2016



THE DAY ON THE HILL IS THE PERFECT OPPORTUNITY TO CONNECT WITH OUR LEGISLATORS ABOUT TOPICS THAT ARE IMPORTANT TO RESORTS... AND TO SPEND SOME MUCH NEEDED TIME RECONNECTING WITH FELLOW RESORTERS.

JOINING US FOR THE CMR DAY ON THE HILL?

Contact **Jim Wherley**, *Legislative Vice-Chair, Day on the Hill*

Phone: 218-758-2080

Email: info@sunsbay.com

Please leave your name, resort name, lake, and town.



Reserve Your Room!

Block of 20 rooms at the Country Inn and Suites St. Paul East, for the night of March 22, 2016. The block of rooms are reserved under the name CMR and are open now.

Rooms: **\$89** for up to 2 people
Additional \$10
for upgrade to a Junior Suite

Country Inn and Suites St. Paul East

6003 Hudson Rd. • Woodbury, MN 55125 • Phone: 651-739-7300

COMING SOON...

*The CMR Spring
Workshop*



*CPR class held during a
previous workshop*

*Do you ever wonder...
“What are other resorts
doing in this situation?”
Whether you have been
in the business three or
30 years, you still ask
yourself many questions.
At the CMR Spring/Fall
Workshops, the cracker
barrels are how we have
learned most everything
for our resort business.*

*Tina Reuper, Sandy Pines
Resort, LLC*

*Be watching your
email for more
details on the 2016
Spring Workshop*

HEADED FOR COLLEGE?

APPLY FOR A CMR SCHOLARSHIP!



Each year the Congress of Minnesota Resorts offers four \$500 scholarships to a junior or senior in high school or a current undergraduate or technical school student. March 15, 2016 is the deadline for the scholarship application to be returned to the Congress 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 Vicky:
CMR@Minnesota-Resorts.com or 320-212-5107

DEADLINE TO APPLY: MARCH 15, 2016

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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."