

A PUBLICATION OF THE COMMUNITY OF MINNESOTA RESORTS



Minnesota Resorter

Resorters Helping Resorters

Winter 2020 | Vol. 36 No. 1

2019
Resorters
of the
Year

#Chasing20

Day
on the Hill
February 25-26



A Message to you from your Friends at...

**Minnesota
Resort
Sales™**

**We've sold 53
Resorts & Campgrounds
in the last five years**

**Having said that, we are in need of Owners that want to sell...
And sell right. Our 3 full time offices serve the Resort & Campground industry only. We don't sell land, cabins, lakeshore or any other types of real estate, just operations like yours.**

Mike Anderson, Broker / Owner | Mike@MnResortSales.com | Office: 218.389.6305 | Cell: 218.213.1997

Mike takes care of the Brainerd Lakes region including Cass, Crow Wing, Aitkin & Mille Lacs counties as well as Kanabec, Pine & Carlton counties. Easy access to these areas via major highways makes for busy Resorts & Campgrounds. Typically less than 2 hours from the Twin Cities is a major factor when buyers are looking to purchase an operation from us. As of right now, we only have 4 operations for sale in these areas, which means we really need listings throughout this region so we have options for our buyers.

Mike Wolfe, Southern & Central MN Agent | Mike@WolfCamp.net | Cell: 507.473.0047

Mike Wolfe travels Central & Southern Minnesota helping Resort and Campground owners who are looking to sell their operation. He works an area of more than 55 Counties and is not afraid of traveling to any part of the State to help sellers identify a buyer. He is selling and listing properties throughout the entire year. Mike knows the area very well and is always looking forward to meeting new sellers.

Dan Houle, Associate Broker | DanielgHoule@Gmail.com | Cell: 218.235.0413

Dan has a background of Resort ownership and strong Resort Real Estate experience coupled with a Northwoods background of fishing, hunting, boating and Seaplane flying. Major Northern Tourism destinations such as Walker, Bemidji, Park Rapids, Grand Rapids, Voyageur National Park, Orr, Lake of the Woods, Ely, and the scenic North Shore are handled by the North Office staff. He specializes in Confidential Listings and has strong contacts with local lenders to get your property financed for the next generation of Resort owners.

Ross Coyer, Central & Northern MN Agent | Ross@MnResortSales.com | Cell: 218.757.3122

President/owner of a multi-generational family resort established in 1906 in Northern Minnesota, Ross is a millennial who grew up learning the ins and outs of his own Mom and Pops Resort. He learned essential values from his parents and is able to use his experience in pinpointing opportunity, educating newcomers to the industry and being an advocate for the resort lifestyle. Ross specializes in streamline resort management, reservation systems, human resources, customer service and skilled improvements. Based on Pelican Lake in Orr, MN, Ross is a year around resident you might run into on the lake, on the trail or on the job.

MnResortSales.com MnResortSalesOutdoors.com

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Minnesota Resorter

Resorters Helping Resorters



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About the cover: This photograph was submitted by Sue Springer, Pike Point Resort, Tenstrike.

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 Clint Mueller
Community of Minnesota Resorts

WOW, where do I start?

My wife, Patty, and I were named Community of Minnesota Resort's (CMR) 2019 Resorters of the Year at this year's Fall Conference. To say the least, we were speechless and surprised as it was very humbling to think our fellow resorters thought we were deserving of this award.

The following day at the CMR Board meeting, I was given the opportunity to be your CMR Board President. I am honored

to have been elected to serve as your president. I look forward to serving the members of the CMR.

With the CMR Fall Conference in mind, if you were not able to attend, you missed a good time. The venue, Sugar Lake Lodge in Cohasset, was outstanding and the food was very good. Conference speakers covered multiple topics and entertainment with Organized Chaos, who would have thought you could play bingo with your favorite songs and have everybody in the room singing and some dancing. Participants experienced knowledge expanding cracker-barrels, a wide selection of silent auction items, and of course my favorite – catching up with resort friends and making some new resort friends. A fun time was had by all.

A little bit about myself—we purchased Balsam Beach Resort near Bemidji in 1995. I was previously employed at Bongards Creamery's Whey Plant Supervisor near Norwood-Young America, west of the Twin Cities. My wife was doing in-home daycare with our two sons and 13 other children. Over the last 24 years, we have gone from a six-cabin, 15-seasonal camper and four-primitive site fishing resort to an eight-cabin, 26-seasonal camper, and four-full hook-up campsites family-oriented resort with an outdoor heated pool and fitness center.

As you all know over the years, the resort industry has changed quite a bit due to new state and county regulations, advertising and marketing techniques, cell phones, the internet and how we use them to communicate with our guests, new competition such as Vacation Rental by Owner's (VRBO), what our guests expect as a finished product, and of course our overhead and operating costs. It seems a little overwhelming at times with all the issues that are like hurdles on the track field that we have to constantly clear without falling. The resort industry is challenging at times, but as resorters we are determined and persistent on being successful in what we do and that is evident with the number of healthy and vibrant resorts we have in the State of Minnesota.

As the resort industry moves forward in the next few years, as your president, I along with the CMR Board will be working hard on trying to eliminate some of those hurdles that make resorting a challenge. Your feedback on the resort industry and participation in every aspect of the CMR is needed to help us, as the board determines in which direction the CMR should move and the goals we should try to achieve.

Remember all our voices together are stronger, louder, and more powerful as one, than as to be standing alone. The CMR has been around for many years and many things have changed over the years, but one thing that has not changed is our motto *Resorters Helping Resorters*. *Resorters Helping Resorters* is what the CMR is all about, whether it is through legislation, education, marketing, cracker-barrels or the chatline, the CMR is here for its members.

In closing, I would like to thank our past President Tom Marnik for his last two years of leadership. Tom remains on the CMR Board. In addition, there are three outgoing board members I would like to thank for their years of involvement and dedication to the CMR board: Tim Aarsvold, Karen Senger, and Vince Prosocki. Each of you will be missed. I would also like to welcome three new CMR Board members: Adam Olsen, Joe's Lodge; James and Kayla Daigle, Two Inlets Resort, I look forward to working with you in the future.

Clint Mueller
Balsam Beach Resort

Join us for the DOH 2020

See Page 16 for Information.

Handy Resort Rebooking Calendar

This is provided as a resource tool for your resort booking needs. If you have any questions on how to manage the *extra week* occurrences in 2020-2037, please contact Jim Wherley, Community of Minnesota Resorts Office Manager at CMR@Minnesota-Resorts.com.

HANDY RESORT REBOOKING CALENDAR SHOWING "EXTRA WEEK" OCCURRENCES 2020-2037.																		
This calendar shows how weeks, beginning on Saturdays, cycle through the years from 2020 through 2037. Memorial Day, Labor Day and 4th of July holidays are shown for each year. There are 14 weeks from Memorial Day through Labor Day each year, and occasionally 15 weeks. In this illustration, this "Extra Week" falls between Memorial Day and 4th of July and is not available for re-booking the next year. Each guest re-books in their same week number, unless of course, they want to move into an available opening in another week. It is easiest to manage your weeks off the 4th of July, and when rebooking state that the 4th of July week always gets the night of the 4th. Management of the extra week does take some planning.																		
Key: Weeks are shown in RED . Memorial Day is shown in PURPLE . Extra Week is shown in GREEN . 4th of July is Shown in BLUE . Labor Day is shown in ORANGE .																		
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037
Week 1	9-May	15-May	14-May	13-May	11-May	10-May	9-May	15-May	13-May	12-May	11-May	10-May	15-May	14-May	13-May	12-May	10-May	9-May
	10-May	16-May	15-May	14-May	12-May	11-May	10-May	16-May	14-May	13-May	12-May	11-May	16-May	15-May	14-May	13-May	11-May	10-May
	11-May	17-May	16-May	15-May	13-May	12-May	11-May	17-May	15-May	14-May	13-May	12-May	17-May	16-May	15-May	14-May	12-May	11-May
	12-May	18-May	17-May	16-May	14-May	13-May	12-May	18-May	16-May	15-May	14-May	13-May	18-May	17-May	16-May	15-May	13-May	12-May
	13-May	19-May	18-May	17-May	15-May	14-May	13-May	19-May	17-May	16-May	15-May	14-May	19-May	18-May	17-May	16-May	14-May	13-May
	14-May	20-May	19-May	18-May	16-May	15-May	14-May	20-May	18-May	17-May	16-May	15-May	20-May	19-May	18-May	17-May	15-May	14-May
	15-May	21-May	20-May	19-May	17-May	16-May	15-May	21-May	19-May	18-May	17-May	16-May	21-May	20-May	19-May	18-May	16-May	15-May
Week 2	16-May	22-May	21-May	20-May	18-May	17-May	16-May	22-May	20-May	19-May	18-May	17-May	22-May	21-May	20-May	19-May	17-May	16-May
	17-May	23-May	22-May	21-May	19-May	18-May	17-May	23-May	21-May	20-May	19-May	18-May	23-May	22-May	21-May	20-May	18-May	17-May
	18-May	24-May	23-May	22-May	20-May	19-May	18-May	24-May	22-May	21-May	20-May	19-May	24-May	23-May	22-May	21-May	19-May	18-May
	19-May	25-May	24-May	23-May	21-May	20-May	19-May	25-May	23-May	22-May	21-May	20-May	25-May	24-May	23-May	22-May	20-May	19-May
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	22-May	28-May	27-May	26-May	24-May	23-May	22-May	28-May	26-May	25-May	24-May	23-May	28-May	27-May	26-May	25-May	23-May	22-May
Week 3	23-May	29-May	28-May	27-May	25-May	24-May	23-May	29-May	27-May	26-May	25-May	24-May	29-May	28-May	27-May	26-May	24-May	23-May
	24-May	30-May	29-May	28-May	26-May	25-May	24-May	30-May	28-May	27-May	26-May	25-May	30-May	29-May	28-May	27-May	25-May	24-May
Memorial Day	25-May	31-May	30-May	29-May	27-May	26-May	25-May	31-May	29-May	28-May	27-May	26-May	31-May	30-May	29-May	28-May	26-May	25-May
	26-May	1-Jun	31-May	30-May	28-May	27-May	26-May	1-Jun	30-May	29-May	28-May	27-May	1-Jun	31-May	30-May	29-May	27-May	26-May
	27-May	2-Jun	1-Jun	31-May	29-May	28-May	27-May	2-Jun	31-May	30-May	29-May	28-May	2-Jun	1-Jun	31-May	30-May	28-May	27-May
	28-May	3-Jun	2-Jun	1-Jun	30-May	29-May	28-May	3-Jun	1-Jun	31-May	30-May	29-May	3-Jun	2-Jun	1-Jun	31-May	29-May	28-May
	29-May	4-Jun	3-Jun	2-Jun	31-May	30-May	29-May	4-Jun	2-Jun	1-Jun	31-May	30-May	4-Jun	3-Jun	2-Jun	1-Jun	30-May	29-May
Week 4	30-May	5-Jun	4-Jun	3-Jun	1-Jun	31-May	30-May	5-Jun	3-Jun	2-Jun	1-Jun	31-May	5-Jun	4-Jun	3-Jun	2-Jun	31-May	30-May
	31-May	6-Jun	5-Jun	4-Jun	2-Jun	1-Jun	31-May	6-Jun	4-Jun	3-Jun	2-Jun	1-Jun	6-Jun	5-Jun	4-Jun	3-Jun	1-Jun	31-May
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	2-Jun	8-Jun	7-Jun	6-Jun	4-Jun	3-Jun	2-Jun	8-Jun	6-Jun	5-Jun	4-Jun	3-Jun	8-Jun	7-Jun	6-Jun	5-Jun	3-Jun	2-Jun
	3-Jun	9-Jun	8-Jun	7-Jun	5-Jun	4-Jun	3-Jun	9-Jun	7-Jun	6-Jun	5-Jun	4-Jun	9-Jun	8-Jun	7-Jun	6-Jun	4-Jun	3-Jun
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	5-Jun	11-Jun	10-Jun	9-Jun	7-Jun	6-Jun	5-Jun	11-Jun	9-Jun	8-Jun	7-Jun	6-Jun	11-Jun	10-Jun	9-Jun	8-Jun	6-Jun	5-Jun
Week 5	6-Jun	12-Jun	11-Jun	10-Jun	8-Jun	7-Jun	6-Jun	12-Jun	10-Jun	9-Jun	8-Jun	7-Jun	12-Jun	11-Jun	10-Jun	9-Jun	7-Jun	6-Jun
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EDUCATION

Week 8	4-Jul	3-Jul	2-Jul	1-Jul	29-Jun	28-Jun	4-Jul	3-Jul	1-Jul	30-Jun	29-Jun	28-Jun	3-Jul	2-Jul	1-Jul	30-Jun	28-Jun	4-Jul
July 4th	5-Jul	4-Jul	3-Jul	2-Jul	30-Jun	29-Jun	5-Jul	4-Jul	2-Jul	1-Jul	30-Jun	29-Jun	4-Jul	3-Jul	2-Jul	1-Jul	29-Jun	5-Jul
	6-Jul	5-Jul	4-Jul	3-Jul	1-Jul	30-Jun	6-Jul	5-Jul	3-Jul	2-Jul	1-Jul	30-Jun	5-Jul	4-Jul	3-Jul	2-Jul	30-Jun	6-Jul
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	8-Jul	7-Jul	6-Jul	5-Jul	3-Jul	2-Jul	8-Jul	7-Jul	5-Jul	4-Jul	3-Jul	2-Jul	7-Jul	6-Jul	5-Jul	4-Jul	2-Jul	8-Jul
	9-Jul	8-Jul	7-Jul	6-Jul	4-Jul	3-Jul	9-Jul	8-Jul	6-Jul	5-Jul	4-Jul	3-Jul	8-Jul	7-Jul	6-Jul	5-Jul	3-Jul	9-Jul
	10-Jul	9-Jul	8-Jul	7-Jul	5-Jul	4-Jul	10-Jul	9-Jul	7-Jul	6-Jul	5-Jul	4-Jul	9-Jul	8-Jul	7-Jul	6-Jul	4-Jul	10-Jul
Week 9	11-Jul	10-Jul	9-Jul	8-Jul	6-Jul	5-Jul	11-Jul	10-Jul	8-Jul	7-Jul	6-Jul	5-Jul	10-Jul	9-Jul	8-Jul	7-Jul	5-Jul	11-Jul
	12-Jul	11-Jul	10-Jul	9-Jul	7-Jul	6-Jul	12-Jul	11-Jul	9-Jul	8-Jul	7-Jul	6-Jul	11-Jul	10-Jul	9-Jul	8-Jul	6-Jul	12-Jul
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	16-Jul	15-Jul	14-Jul	13-Jul	11-Jul	10-Jul	16-Jul	15-Jul	13-Jul	12-Jul	11-Jul	10-Jul	15-Jul	14-Jul	13-Jul	12-Jul	10-Jul	16-Jul
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Week 10	18-Jul	17-Jul	16-Jul	15-Jul	13-Jul	12-Jul	18-Jul	17-Jul	15-Jul	14-Jul	13-Jul	12-Jul	17-Jul	16-Jul	15-Jul	14-Jul	12-Jul	18-Jul
	19-Jul	18-Jul	17-Jul	16-Jul	14-Jul	13-Jul	19-Jul	18-Jul	16-Jul	15-Jul	14-Jul	13-Jul	18-Jul	17-Jul	16-Jul	15-Jul	13-Jul	19-Jul
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Week 17	5-Sep	4-Sep	3-Sep	2-Sep	31-Aug	30-Aug	5-Sep	4-Sep	2-Sep	1-Sep	31-Aug	30-Aug	4-Sep	3-Sep	2-Sep	1-Sep	30-Aug	5-Sep
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2019 Resorters of the Year

By Kim Bowen, Crow Wing Crest Lodge



Clint and Patty Mueller of Balsam Beach Resort, 2019 Resorters of the Year

Each year at the fall conference, the Community of Minnesota Resorts (CMR) awards one of our members as *Resorters of the Year*. They are nominated by fellow member resorts. I encourage all of us to be thinking of possible nominees for next year already so that when the office manager sends out the nomination forms in August (a challenging time of the year!) we will be ready.

This award is given to those who exemplify the spirit and goals of our group: *Resorters Helping Resorters*. Being a CMR member is a requirement, but other criteria include being active within CMR, leading as successful resort operators and being of service to the industry on any number of levels.

Each resort nominated is then interviewed by the *Resorters of the Year* Committee, which is comprised of the past three years' recipients. We want to thank **all** of the nominees for taking time out of their busy schedules to meet with us. We truly enjoyed hearing amusing, challenging, and often heartwarming stories about your trials and triumphs of resort life in Minnesota.

This year's *Resorters of the Year*, interestingly enough, had never stayed at a resort prior to owning one. Before resorting life, she ran a daycare and he was Mr. Fixit at a creamery, eventually becoming the manager. When the dynamics of management became dicey, they started looking for a new career.

Upon their second site visit to their current resort, he was strongly encouraged by the owner to take a boat out fishing a bit. She saw her husband's gleeful face when he returned with a bursting stringer of three walleyes, several jumbo perch, northern pike, and a couple of muskies. She then nudged her sister who'd come along to look, shook her head and said, "I think we just bought a resort."

Fast forward 24 years. They still enjoy resorting and have no regrets. Maybe they only go fishing twice a year now, but they make those times *count*. They were able to raise their two sons (ages 6 and 11 at the beginning) in a meaningful lifestyle and now have started discussions with one of the sons about his interest in taking over someday.

A true *Mom and Pop* establishment, (except for two cleaning helpers) they run everything themselves. The resort now has eight cabins, four overnight full hook-up RV campsites, and 26 seasonal sites. Over the years, they've rebuilt several cabins from the ground up. They've continually upgraded the rest of the resort and all cabins now have dishwashers, air conditioning, fireplaces, TVs, gas grills, and soft water. Along with these more modern cabin amenities in which to appeal to more of a family clientele (rather than strictly fishermen as had previously been the case), they've also added



experience counts

Tom Ossell: 612-805-9646 | Tom@OrionResortSales.com
John Seekon: 218-256-6565 | John@OrionResortSales.com
Dan Berg: 218-850-1814 | Dan@OrionResortSales.com
Tim Aarsvold: 320-760-5427 | Tim@OrionResortSales.com
www.orionresortsales.com

an outdoor heated swimming pool, a fitness room, and all kinds of unique hand-made kids playground equipment. They are currently in the process of developing 1-12 additional seasonal sites.

This couple says some of their keys to their longevity and success are truth in advertising, immediate guest service (taking care of maintenance issues promptly), and dividing confrontations with guests between both spouses. They say it's also helped that they've been self-motivated, creative, and ambitious while continually setting new goals.

If they advise potential resorters, they would say, "Do your research! Investigate the locale, the lake, and crunch the numbers."

They are active with their community church. They've been involved on a local chamber board of directors, a Cenex Co-Op Board, and have served 24 years with their lake association in various officer positions, hand-making wooden chairs for their silent auctions, and testifying at the state legislature for specific local issues.

Over their many years of membership in the CMR, they have served more than three terms on the board. Between the two of them, they've worked on all committees: legislative, marketing, education, and membership. They regularly go to Day on the Hill, attend most workshops, conferences, resort tours, and School of Resorting classes. They have been rather visible and approachable at these events and via the group chatline. It's a frequent occurrence to have other resorts call them up to ask for advice or to share ideas. He's been known to plan trips to collect big equipment items, like RAVE water toys, as an example, and invited other resorts in their area if they'd like him to pick up *their* items in the same trip for a nominal fee to save everyone hundreds of dollars in shipping fees. He even delivered the items to their doors.

Another resorter recounted them driving 100 miles out of their way to personally drop off a hand-made anchor specially made to secure a Bongo.

Resorters Helping Resorters is a motto this couple has taken to heart. They believe that if we want the resort industry to stay viable, we **all** have to be involved and put a **little** time in.

We've certainly appreciated the time and energy they've spent with this group, and look forward to more creative gimmicks for Day on the Hill, bidding on their handcrafted silent auction items, continuing to ask them to share their resort wisdom and watching their adorable bickering during board meetings and cracker-barrels.

We just want to say we see you, we thank you for your contributions, and it is my great pleasure to award this year's 2019 Resorters of the Year Award to Clint and Patty Mueller of Balsam Beach Resort.

EDUCATION

2019 CMR Resort Tour

By Timberly Christiansen, Finn 'n Feather Resort

The 2019 Annual Community of Minnesota Resorts (CMR) Tour was held September 10th in the Cass Lake/Blackduck area. It was a wonderful day with over 40 attendees. The group began at Lost Acres Resort and continued to Joe's Lodge, Sah-Kah-Tay Resort and ended at the Cass Lake Lodge. Thank you to all those that attended and for all the resorts willing to open their doors for the tour.

Lost Acres Resort - Mahaffey Family



Lost Acres Resort has nine cabins (two of which are original cabins from the 1940s), seven day campsites and 41 seasonal campsites. It is located on Kitchi Lake which is on the Cass Lake Chain of Lakes, in the Chippewa National Forest.

Resort History

Originally the first owners of Lost Acres had 200 acres of land. They gradually sold off parcels of land and due to the surveying techniques at the time some of the acreage was *lost*, hence the name Lost Acres! The Lodge was started before WWII but only the rock basement was completed then. In 1948, after the war, the remainder of the Lodge was built. There were several original cabins that were built in the 1940s but some of them were sold with the land. Two of the existing cabins on the resort are original (from the 1940s) but have been renovated. One of the existing cabins is from the 1970s and is currently under renovation. Originally the resort was run as a fishing resort. The lodge had a commercial kitchen and eight rooms upstairs that were rented out to fishermen. Meals and boats were provided for the fishermen.

The resort has had three owners before the current owners. In 2003, the Mahaffey family from Nebraska bought the resort. The resort at that time had three cabins, and six mobile homes (all but one were 1970s vintage). The entire resort has been rebuilt and now has nine cabins. Since 2003, a new workshop was built, the Lodge has been renovated, the three original cabins have been remodeled inside, the one existing cabin was renovated, four new cabins were built (two in 2006 and two in 2011), the shower-house has been renovated, a new bait house was built, and new wells and septic systems have been added. All this work was done by Zach, Mike, and Scott Mahaffey. They also built three new family homes. In 2017, eight acres (some of the original 200 acres) adjoining land to the west were purchased and 10 seasonal sites were added. The cabin on that land which was an original cabin but had been added on to was renovated. Currently, one of the other original cabins is getting an outside facelift with new siding, windows, doors, and an all-season porch and deck. This will hopefully be completed this fall.

The resort has gone from being a fishing resort only to a family resort. A playground, beach volleyball, beach toys, water toys, and activities have helped with the family atmosphere. The busiest week of the resort year is the week of July 4th. A golf cart parade, multiple kids activities, a medallion hunt, a bean bag contest, a potluck picnic, and fireworks are all part of the festivities.

Prior to Resorting

The Mahaffey family lived in Lincoln, Nebraska and came to Minnesota almost every summer for their family fishing vacation. Tam was a family nurse practitioner and Scott had his own building management business. Zach was a carpenter and builder and Mike was in college when they were asked if they would like to build a family business together with their parents in northern Minnesota. Autumn works for Sanford Health systems in corporate payroll and Jamie is an Employee

Consultant at Affinity Plus Federal Credit Union. William joined the team in 2008 and Lyla joined in 2013.

Future Plans

The Mahaffey's are renovating one of the original cabins this fall. They also plan to put a new steel roof on one of the cabins, hopefully, this fall or winter. They would like to acquire more land adjoining the resort property should that become available in the future. They are looking to put in a new well and septic for the lodge and seasonals in the next two years. They will be putting in a new boat ramp over the winter. Otherwise, it is maintain, maintain, maintain!

Joe's Lodge - Adam and Kelley Olsen



Joe's Lodge is a family-friendly lakeside resort located in 40 acres of the Chippewa National Forest. It features 20 cabins that have varying views of beautiful Lake Andrusia. Among those cabins are two reunion cabins that sleep 12-16 people.

Resort History

Joe Parenteau purchased this land on March 29th, 1924 from the heirs of Chief Nay Tah Wish Cum Oke. That summer, Joe built Cabin 1 which will sadly come down this fall and be replaced with a deluxe two-bedroom. Ninety-five years is a great run for a cabin! In the years to come, Joe would build him and his family a house that was connected to the bar/restaurant. From 1924-1969, Joe built 15 cabins and had numerous tent sights. In 1969, Gene and Shirley Marty purchased the resort. They added four cabins and built the current lodge and home where it is today. They turned the old house/restaurant into a side-by-side reunion cabin. They brought in horses for guests to ride, bigger boats, and kept the tradition of hanging out in the lodge listening to live music and smoking cigars till the wee hours of the morning. Fast forward to 1998, Jack and Sherry Frost moved their four kids from Minnetonka to the northland to purchase Joe's Lodge. The Frosts made a lot of big changes in their 20 years as resorters. They tore down some cabins, they rebuilt most and remodeled what was left. Adam and Kelley Olsen purchased the resort from Jack and Sherry in 2018 and cannot wait to see where this thing goes!

Prior to Resorting

Kelley's family purchased the resort when she was eight years old. She grew up working in the lodge, cleaning cabins, and learning how to interact with people. After high school graduation, she moved to the cities to get an RN degree. She worked as an ICU nurse in Fargo and in St. Cloud before going back to school for her doctorate as a nurse anesthetist. She is currently working at the Sanford Hospital as a nurse anesthetist. Along with her full-time job, she puts in hours here at the lodge after work and on the weekends. Adam met Kelly, and fell in love, end of his story. Adam comes from a retail background. He was working with Dunham's Sports in Brainerd and was doing district management training when the opportunity came up to purchase the resort.

Future Plans

The Olsens plan on keeping with what Jack and Sherry did so well and keep on improving cabins. This fall they are planning on replacing Cabin 1 with a deluxe two-bedroom that will feature a king bed, two twins, a Jacuzzi tub, and a gas fireplace. They have already added seven king beds last winter, and plan on adding three more into Cabins 20, 12, and 1. They are also in discussion about adding two more mobile sites up on the hill. The goal is to replace Cabins 1, 2, 16, and 17 in the next 10 years.

Sah-Kah-Tay Beach Resort - Wayne and Sue Marchant

Sah-Kah-Tay Beach Resort has 13 units that they rent in the summer and six that stay open in the winter. It has 12 seasonal sites, however, they have all been here longer than we have owned the resort, not much turnover there. We do have two transit campsites that have full hook up that are rented weekly or on long weekends.



Resort History

Purchased and built by John and Elizabeth McKusick in early 1900 for personal living, people would come by and ask to camp on their land by the lake. It soon became a popular place and the McKusicks built a few cabins on the road now known as 60th Ave NW. It now is their seasonal area.

This lodge pictured was built in 1924 and became a great place for walleye dinners and some well-known Big Bands entertained many people in the area. Sah-Kah-Tay Beach Resort and Tom's Harbor were well known to have many guests from the Chicago area. The piano in the lodge today was part of that great era and is still enjoyed by many guests. An unfortunate act of nature destroyed the structure of the original building. Ice as it separates from the shoreline in the spring often becomes an iceberg just floating in the direction the wind takes it. The wind brought it to shore destroying the structure of the main lodge in the 1930s. Due to the damage and the economic situation caused by the war, Sah-Kah-Tay Beach Resort sat unused for many years until purchased by Albert and Edna Hanson and family, who built a new lodge in the early 1940s and was enjoyed for many years.

Harold and Dorothy Greenwood, and the Richard and Joanne Becker family continued the vacation experience followed by the Labraaten Family in the 1980s. Mackenhausen followed in the care of Sah-Kah-Tay Beach Resort. The current lodge was built in 2003 by Virginia and Larry Beaver, who owned the resort for 13 years, they rebuilt and remodeled several cabins. The Marchants purchased the resort in 2009.

Prior to Resorting

Wayne and Sue have come from corporate jobs and were tired of being shuffled to new cities over the past years, so they thought a semi-retirement (ha, ha, ha) as resort owners would be fun. We had stayed at two resorts in the Alexandria, MN area for nearly 30 years and loved how the resorts changed. Their family always volunteers to come to stay and help. Wayne was in sales and marketing with Conagra and Sue worked customer services, usually, IT help desk and teaching adult education at several local colleges, their professional background has helped to maintain our resort as a business.

Future Plans

They cannot expand much other than making a second level on cabins, as they are locked in on either side of our resort by personal property or another resort or the reservation. They manage what they have very well, and don't think additional cabins would be manageable. Over the past 10 years, they have gutted the older cabins and re-insulated them, modernized them and just at this point are maintaining them. Winter is when most of their projects have been done on any of the cabins.

Cass Lake Lodge - Jason and Jody Ball

Cass Lake Lodge is located on the southwest shore of Cass Lake. The lodge currently has 15 cabins (two seven-bedroom, one four-bedroom, three three-bedroom, nine two-bedroom), 51 seasonal sites, eight overnight camping sites, and 33 mobile home lots that are part of a



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cooperative. We are open year-round and offer cabins with day houses as well as sleeper ice fishing shacks. Other amenities include a bar/restaurant, boat rentals, fish cleaning house, and a sandy beach.

Resort History

Cass Lake Lodge was created in 1916 and was originally called The Bingham. When it was first formed, it was only one hotel that was used as a base camp for a railroad company. The railroad employees would spend the night at the hotel when they stopped in Cass Lake overnight. The hotel has been remodeled and is still in use. It is called the Mega Cabin, a seven-bedroom reunion cabin. Cass Lake Lodge became a resort in the 1930s and cabins were slowly added. It consists of two different tiers, on the hill, and below the hill. The camping spots on the hill were the first to be put in. In the 1990s the bottom swampy areas were filled in and camping spots were added. The Eagle, Loon, Bear, Sunfish, Musky cabins have all been built since the Ball family purchased the resort. They have also remodeled many other cabins. They rebuilt the harbor with plastic pylons, built three winter storage sheds, and a new fish cleaning house. The Balls bought the resort in 2017 from Jason's parents, Jim and Kerri Ball and are second-generation resort owners.

Prior to Resorting

Jason was previously a civil engineer from Montana who moved to Minnesota to work for his parents. Jody was working in Fargo when she decided to visit a cousin who had a seasonal spot at Cass Lake Lodge. Two years later, Jason and Jody were married and started working toward their dream of owning their resort. They have two boys, Parker and Konnor, who were born in Bemidji. The boys get the pleasure of growing up at a resort. It is crazy how many family pictures their sons have been in (not the Ball family) and how many friends they have made.

Future Plans

They have many plans for the resort in the future. They plan to start rebuilding some of the smaller cabins and would like to expand more seasonal sites. They hope to retire to Florida (not in the near future) and have their boys continue the family tradition.

2019 CMR Fall Conference



Group Shot



Great Presenters



Fellowship with Friends



Entertainment

—Thank you!—

The Community of Minnesota Resorts would like to give our heartfelt thanks to those who make our Fall Conference a success. We are thankful for the following businesses for their sponsorship.

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It's all about Teamwork



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The Community of Minnesota Resorts

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Print out an application
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[Minnesota-Resorts.com/
membership/](http://Minnesota-Resorts.com/membership/)

When on the page, you can click to fill out an on-line application, or print an application to complete and mail in. (Are you a vendor offering products or services resorts would be interested in? Find a CMR Associate Member Application on our membership page also.)

Send printed applications to:
Community of Minnesota Resorts
PO Box 61
Dent, MN 56528



*Questions regarding Membership?
Contact the CMR office at
CMR@Minnesota-Resorts.com
or 320-212-5107*

WHAT THE CMR CAN DO FOR YOU!

EDUCATION

- Fall Conference, Spring Workshop, Resort Tour, and School of Resorting Classes throughout the year
- Yahoo Groups Chatline and Facebook Group – resorters sharing resort experiences
- Members ONLY online resources on CMR website (templates for boat/motor contracts, AIS Guidelines, Employee Forms, Photo Waivers, etc.)

MARKETING

- New fully redesigned and mobile responsive website
- New branding campaign and billboard advertising – pooled and co-op advertising dollars go further with the CMR
- Flash Ads, Banner Ads, TV commercials and Pay-Per-Clicks in pooled advertising opportunities on our www.Minnesota-Resorts.com website

LEGISLATION

- Full time lobbyist working specifically for/on the interests of RESORTS
- Join fellow resorters for a Day on the Hill and meet legislators to get our issues heard
- Get real time updates all year long on legislative issues which affect resorts



EDUCATION



MARKETING



LEGISLATION

WHAT RESORTERS ARE SAYING ABOUT THE CMR

Yo, resorters – I enjoyed meeting new faces at the CMR Fall Conference! Thanks, Education Committee – really fantastic! I had the opportunity to be a part of the discussion “Filling Shoulder Seasons.” I spoke on trying to offer retreats. The best part for me was having to really think it through in order to communicate about what we do and why it works for us. All of us on the panel are unexpectedly grateful (although initially not very enthusiastic) that we agreed to be part of it. If the education committee comes to you next time and asks you to be on a panel about something or other, we strongly encourage you to say “yes!” It was a rather validating and insightful experience.

*Toodles for now... Kim Bowen,
Crow Wing Crest Lodge - 17th season*

This was my first time attending the conference even though we have been members for a while. The speakers and vendor show were great. The best part was hearing from other owners and the sharing of their experiences. Great networking! I highly recommend attending. I know we will be attending! Thanks for the great conference! Hopefully next year we will be able to attend all 3 days.

*Sharon Severance,
Barrett Lake Resorts*

Resorter Recipes

By Kristin Wherley
Sunset Bay Resort

Here are some hearty meals that are easy to make for those cold winter nights. These have been favorites of our family for years.

JUMBO PASTA SHELLS

- 1 box jumbo pasta shells, cooked according to package directions and drained
- 1 jar Alfredo sauce
- 2 cups frozen broccoli, thawed
- 2 cups cooked diced chicken
- 1 cup shredded Colby Jack cheese
- ¼ cup shredded Parmesan cheese



Mix all ingredients (other than shells) in a large bowl. Fill cooked shells with chicken mixture. Bake in a greased 9" x 13" pan at 350°F for 30-35 minutes.

CABBAGE ROLLS

For the cabbage rolls:

- 12 cabbage leaves
- 1 cup cooked white rice
- 1 egg, beaten
- ¼ cup milk
- ¼ cup onion
- 1 lb. ground beef
- Salt and pepper to taste
- 4 cloves minced garlic
- 1 Tbsp garlic salt
- 1 Tbsp onion powder



For the sauce:

- 1-15 oz can tomato sauce
- 3 Tbsp brown sugar
- 2 Tbsp lemon juice
- 3 Tbsp Worcestershire sauce

Bring a large pot of water to a boil. Boil cabbage leaves three minutes; drain. In a large bowl, combine rice, egg, milk, onion, ground beef, salt and pepper. Place about ¼ cup of meat mixture in center of each cabbage leaf and roll up, tucking in ends. Place rolls in a 9" x 13" baking pan. Mix together the sauce ingredients. Pour over cabbage rolls. Cover with tinfoil. Bake at 350°F for 75 minutes.

CHICKEN AND PASTA PRIMAVERA

- 1 Tbsp butter or margarine
- ¼ lb. boneless, skinless chicken breasts, cut into thin strips
- 2 cloves garlic, finely chopped
- 1 cup water
- ½ cup dry white wine or water
- 1 pkg. Knorr Recipe Classics Spring Vegetable Soup, Dip and Recipe Mix
- 1/8 tsp freshly ground black pepper
- 8 oz linguine, cooked according to package directions and drained
- Grated Parmesan cheese (optional)



In a large skillet, melt butter over medium-high heat and cook chicken and garlic, stirring frequently, five minutes. Stir in water, wine, recipe mix and pepper. Bring to a boil over high heat, stirring constantly. Reduce heat to low and simmer five minutes or until chicken is no longer pink. Toss chicken mixture with hot linguine. Serve, if desired, with grated cheese.

TURKEY POT PIE

- 1 pkg (10 oz) frozen peas and carrots
- 1/3 cup butter or margarine
- 1/3 cup all-purpose flour
- 1/3 cup chopped onion
- ½ tsp salt
- ¼ tsp black pepper
- 1 ¾ cups turkey or chicken broth
- 2/3 cup milk
- 2 ½ -3 cups cut-up cooked turkey (or chicken)
- 2 pastry pie shells (like Pillsbury pie crusts in refrigerated section of grocery store)



Rinse frozen peas and carrots under running cold water to separate; drain. Heat butter in a two-quart saucepan over low heat until melted. Stir in flour, onion, salt and pepper. Cook, stirring constantly, until mixture is bubbly; remove from heat. Stir in broth and milk. Heat to boiling, stirring constantly. Boil and stir one minute. Stir in turkey and vegetables. Roll out one pastry shell; ease into ungreased 9" x 9" x 2" square pan. (I use a Pampered Chef round pie dish). Pour turkey mixture into pastry-

lined pan. Roll out remaining pastry shell. Can cut out designs with a cookie cutter, if desired. Place top shell over filling; turn edges under and flute. Bake at 425°F until golden brown, about 35 minutes.

THREE INGREDIENT CHICKEN

- 3 ½ lbs boneless, skinless chicken
- .7 oz Italian dressing mix
- ½ cup brown sugar

Line a 12" X 9" pan with foil. You can spray this with Pam also and set aside. Rinse chicken and pat dry. Combine the brown sugar and seasoning mix. Stir together well. Dip and press the chicken pieces into the mixture, coating the front and back of the chicken pieces. Place chicken in the pan and sprinkle the rest of the mixture on the top of the chicken. Cook for about one hour flipping them every 15 minutes at 350°F. Yummy and easy.



Have a resorting tip or trick?

Contact Ann Warling
218-821-1031
ann.warling@gmail.com

WELCOME TO OUR NEW COMMUNITY OF MINNESOTA RESORTS' MEMBERS

We'd like to take this opportunity to welcome these Resorters and Associate Members to the Community of Minnesota Resorts' family! If you have the chance, please get acquainted with them.

Want to become a new CMR member? Contact Jim Wherley at 320-212-5107 with your questions, and to sign up! We look forward to having you as our newest member resort!

New CMR Resort Members

- Dan and Kellie Francis
The Wilds Resort and Campground, Osage
- Bill and Dawn Williams
Evergreen Bay Resort, Park Rapids
- Steve and Val Engelman
Kitchi Landing Resort, Blackduck

New CMR Resort Owners

- Megan and Rob Szymczak
Bowstring Shores Resort, Deer River
- Tim Eckart
Red Wing Lodge, Walker
- Doug and Ruthann Nelson
Bear Paw Resort, Park Rapids
- Tim and Danielle Cross
Roberds Lake Resort & Campground, Faribault

New CMR Associate Members

- Mike Anderson, Dan Houle
Minnesota Resort Sales, Barnum and Ely

46th Annual North Country Buyers' Show

By Cindy Wannarka, Leech Lake Area Chamber of Commerce



The Leech Lake Area Chamber of Commerce is proud to be hosting the 46th Annual North Country Buyers' Show again this year, it will be held Thursday, February 13th and Friday, February 14th. The wholesale show has become a tradition for the Northwest region of the state. For the past many years, the chamber has hosted the buyers' show to help area businesses easily make wholesale purchases for their resort, bed and breakfast, hotel, retail and/or restaurant.

Each year over 50 vendors represent the following industries: t-shirts, sweatshirts, resort ware and other clothing, advertising, software, furniture, food service, printing, janitorial services, trinkets, insurance, boats, heavy equipment and the list goes on... Every year we are happy to welcome many new vendors!

The North Country Show takes place at Northern Lights Event Center near Walker, MN. This event offers an opportunity for you to see what is new for your business, while networking with quality businesses, meeting and greeting friends, and possibly purchasing items for your business. The two-day event includes door prize drawings throughout both days and a grand prize drawing at the end of the second day.

Traditionally, resorts in the Northeast Region for Minnesota will receive a postcard invite, but all businesses are welcome to attend. If your resort is located elsewhere in Minnesota and you would like to receive an invite give us a call or email info@leech-lake.com.

If you have any questions call Leech Lake Area Chamber of Commerce: 218-547-1313.

SAVE THE DATE!!

Day on the Hill at the Minnesota State Capitol

Tues., February 25th and Wed., February 26th, 2020

Resorts are an integral part of the Minnesota *up north* vacation tradition. To continue to remain a viable segment of the Minnesota tourism industry, resorts need legislation in place to protect their legacy and longevity. Day on the Hill (DOH) allows us to communicate to legislators how best to implement legislation that allows resorts to function in the best business environment possible so that the tradition of the *up north* Minnesota resort vacation exists for generations to come.

We focus our efforts on legislative issues impacting resorts across the state. Items such as property and sales taxes, lodging regulations, game and fish rules, funding for Explore Minnesota and protecting the state-wide post Labor Day school start.

However, it is not all work. The ride on the bus to and from the Capitol, and time spent at dinner building relationships and interaction with fellow resorters is invaluable. It is always a time for sharing and questions and answers. So, won't you please join us! Contact Jim Wherley Legislative Chairperson at CMR@Minnesota-Resorts, or 320-212-5107 to register! Bus route and hotel information will be forwarded once finalized!



#Chasing20

Power of Persuasion (Plus a Free Gift)

By Jenn Tanke, Wilderness Bay Resort

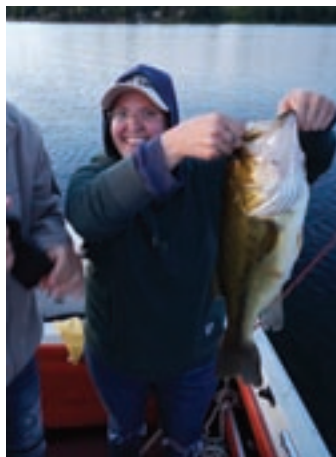
I must admit that I am not a fisherwoman, so I have never given much thought in the past to fish health, size or habitat. It was not until my husband, Scott, and I made the wild plunge to buy a beautiful resort here in northern Minnesota that I began to appreciate the life of fish.

Our resort is on the beautiful Little Mantrap Lake in which the DNR has been running a special project to grow the size of bass. They have instituted a slot limit where no bass can be kept between 12 inches and 20 inches. This means our guests can keep anything under 12 inches (up to the legal limit), but they can also keep one bass over 20 inches. Well, the idea of being able to keep such a trophy fish was kind of heart-wrenching for my husband, who had been a tournament bass fisherman in his pre-resort days. He lived by the motto: *Catch and Release because it can't grow bigger if it's kept.*

So, what does a resort owner do to encourage its fishing guests to catch and release such a nice size fish of 20+ inches? Here enters Jeremiah Shavers who was a tournament bass fisherman with Scott. Back in their tournament days, the goal for a tournament weigh-in was to bring in a 20-pound bag of fish. Because of this, Jeremiah started a company that he named #chasing20. Through this company, he has a variety of inventory with the logo #chasing20 on it.

How perfect to then use that branded logo for our lake! Jeremiah agreed to have shirts made up with #chasing20 on the front and our Wilderness Bay Resort logo on the back. We then posted pictures of the shirt on our Facebook page and stated that if anyone caught a 20+ inch bass, took a photo on the ruler in the boat and then released it, we would give them the shirt for free. We also noted that the shirts would be available to purchase if someone was not fortunate enough to catch one. This statement alone caused much ribbing on our Facebook page with family members tagging and challenging each other!

In our two seasons of owning Wilderness Bay Resort, we have gladly given away six shirts. Many of our guests, who in the past would have kept this trophy fish of 20+ inches are now excited to return them to the lake and receive their new shirt! We have men, women and 12-year old boys proudly sporting their #chasing20 shirts in several different states. People who have earned a shirt in the past are not content with their one shirt, they come



back and want to earn a second one. Along with receiving a free shirt, the lucky fisherperson gets their picture posted on our Facebook page so that all their families can boast. Jeremiah then shares each post onto the #chasing20 Facebook page so even more people are aware of the successful fishing on our lake.

It's amazing to see how proactive guests are in finding Scott as soon as they get here to see what the bass are biting on and where they are camped out in the lake. This program has helped us have a more engaging relationship with our guests which is very helpful as new owners. We feel that this extra effort is a win-win for both the guest and us.

It's fun to see that the power of persuasion (plus a free gift) helps us say, *Long live the bass!*

Wilderness Bay Resort guests Caitlin and Tanner each caught a 20+ inch bass and look oh so good sporting their #chasing20 t-shirts.

HEADED FOR COLLEGE?



Building on our motto of *Resorters Helping Resorters*. One of our goals is to provide scholastic achievement within the resorting community. There are four scholarships available, the Carol Kirchner Memorial Scholarship began in 1999, the Pine Insurance Scholarship in 2012, our new sponsor Minnesota Resort Sales begins in 2020 and a CMR scholarship sponsored by our members. Plus, through the generous donations of our sponsors ALL four scholarship award amounts have been increased to \$750 to better assist applicants in their academic endeavors. The scholarships are to be used for tuition and/or related fees for students in pursuit of their academic or vocational advancement. The scholarship funds are made available to children and grandchildren of CMR members. An eligible member is one who has been a member for at least three consecutive years. Associate Members are not eligible for scholarships.

Who is eligible to receive a scholarship?

- A senior in high school who is planning to attend a four-year college, a community college, or a vocational/technical college.
- A current college undergraduate or vocational/technical school student.

Specific submittal guidelines are provided on the scholarship application. A scholarship application can be obtained on the member only section of the CMR website, or by contacting the CMR office at:

CMR@Minnesota-Resorts.com or
320-212-5107.

Applications are being accepted
now up through the
DEADLINE TO APPLY OF MARCH 15, 2020.



Handi-Resorter's Tips & Tricks

- Simple Skid Steer Modification -
By Clint Mueller, Balsam Beach Resort



Something so simple can be so handy. Just weld a two-inch trailer ball in the middle of the top plate of the skid steer bucket. It works well for moving my goose neck trailer and pulling docks in/out. It allows the chain to move freely which eliminates twisting, binding, and sometimes bending of my 32- and 40-foot steel docks.



Haven't connected on the Yahoo! Resorters chat group?

Contact: Jim Wherley, Sunset Bay Resort,
218-758-2080, info@sunsbay.com

Tom Marnik, Timber Trails Resort;
281-566-2376, tommarnik@timbertrailsresort.com

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Kitchi Kismet

By Val Engelman, Kitchi Landing Resort



Great Grandfather Ben Hagen on the dock at Hagen's Resort

Kismet means destiny or fate – that's why we call it Kitchi Kismet when we tell our story of how we ended up being the owners/operators of Kitchi Landing Resort, our small family fishing resort on the North end of the Cass Lake Chain of Lakes.

We were living in our favorite neighborhood in South Minneapolis and ironically it was during this time our love for the outdoors really grew. We loved camping in our '87 Volkswagen Vanagon and leaving every weekend touring our state and also touring the country when we could on our long vacations. During these trips was always

a prime time for us to discuss our dreams, goals, and ask ourselves what are we doing with our one life? Steve, my husband, over the years had become a work-from-home employee. This had been one of our goals knowing that with this perk many options would be opened up to us as far as what kind of lifestyle we wanted to live. I was working in corporate health insurance, but we had known for a long time that I am not a *sit behind the desk* person, and the work/life balance struggle was real. So, we began tossing ideas around. Do we start a business? What kind? How does having a family fit into this dream? Where do we want to live? Why not dream big? We became naturally drawn to the idea of hosting in nature, something we both loved taking part of and had so many



Kitchi Landing Resort is operated by a family team including Todd and Julie Royston and owners: Val, Steve, and Bodhi Engelman

meaningful memories from over the years. We looked at several options: buying and developing land into a campground or village of little cabins, buying a campground, etc. Also, where would we want to be? Well, that was easy - *Up North* where we could hear the loons.



We had just returned from a two-week trip in New Mexico and turned around to come *Up North* on a rare Minnesota family fishing trip with my dad, sisters, and crew on a nearby lake over Memorial Day 2017. Growing up, we had heard many stories about our Great Grandfather owning a resort for a short time in the late 1940s (Hagen's Resort - home of the three-pound crappies!). We happened to be close, why not take a rainy day off fishing and see if we can find it? We loaded up into three vehicles and headed out. My dad hadn't been there since he was 13, but with the help of Google we were pretty sure we knew where the place was and when we drove onto the property, he knew we were in the right place. We poked around, took some pictures and stopped at the lodge for a beer. It was so cool to walk in and there on the wall was that iconic picture of Ben Hagen on the dock with the fish house (that still stands) in the background. Turns out dad had sent it to the previous owners, years prior. We had a beer with the owners, exchanged what we knew about the history and as we were getting ready to leave, they jokingly said, "We put the resort on the market last week." Steve and I looked at each other - *Kitchi Kismet* - we knew this wasn't going to be the last time we would be talking about Kitchi Landing.

It was a quick summer of family meetings and negotiations. With another strike of kismet our son Bodhi arrived right in the middle of it! Five months after Memorial Day, we moved in with our then two-month-old as proud new parents and owners of Kitchi Landing! Just like that our entire lives are forever changed: becoming a family, moving away from family, no longer being an 8-to-5er (for me), and learning everyday about the resorting business. We've never once looked back. We've done many fun and not-so-fun improvements and updates to make the resort *ours* since moving in. Most recently updating our beach/launch area, remodeling our lodge, cosmetic cabin updates, shower upgrades, playground, and lots of infrastructure updates.

This year kismet struck again when my mom and stepdad were able to move up and join the team truly making this a family affair! We are so thankful they are here helping us operate the resort, respond to issues, and provide excellent customer service. We still struggle with that work/life balance, but hey at least we are having fun doing something we love and together as a family!

We sometimes play the *what if* game. *What if* the owners hadn't been here that day? *What if* we didn't come up for the family fishing weekend? *What if* we were a week later? *What if* it hadn't rained and the bite was good that weekend? Either way it doesn't matter because Kitchi Kismet struck and we know we are exactly where we are supposed to be, hosting a place in nature for people and ourselves to create memories for years to come!

Share Your Resort Stories or Photos

Send your photographs of Resort Life and story ideas to:

CMR Resorter Editor Ann Warling: 218-821-1031 | ann.warling@gmail.com

Legislative Update

By Joel Carlson, Community of Minnesota Resorts Lobbyist

Legislative Session Begins February 11th

Minnesota lawmakers return to St. Paul on February 11th for an election-year legislative session with a limited agenda and goodwill in short supply. Minnesota – much like the nation – is sharply divided in our view of modern politics. The toxic and hostile environment that has gripped Washington for years isn't far behind in our State Capitol. As legislators jockey for position heading into the critical 2020 election, it's hard to

The toxic and hostile environment that has gripped Washington for years isn't far behind in our State Capitol.

see compromise breaking out. If it's not on the *must-do* list it will be hard to get much accomplished before they head home to campaign on the first Monday after the third Saturday in May. (That's May 18th this year.) Minnesota heads into the session as the only state with a legislature divided on partisan lines. The Republican-controlled Senate will work hard to hold the line on initiatives advanced by the Democratic House and Governor Walz. Republicans may find it difficult to hold all their votes together on some issues important to their Capitol constituents. Issues that may have support with voters - but opposed strongly by the business community - may make some Republicans break ranks in favor of their voters in November. And, it's clear that interest in the 2020 election far outpaces the public's concern over what bills do or don't get passed during the session. Voter engagement is exceedingly high, with political scientists and pollsters across the county predicting record-breaking voter participation. People seem angry at everything; the news, at Trump and

his opponents, Congress, garbage service and just about everything else. Incumbents on the ballot in 2020 shouldn't take anything for granted. Several current legislators have been driven out of office already by intraparty challengers seeking change. DFL legislators Sen. Dick Cohen and Reps. Jean Wagenius and Tim Mahoney announced they will not seek reelection in 2020. The three have combined legislative service of over 92 years . . . but party opponents with decent odds of success forced them to the sidelines. These incumbents are not losing to the opposition Republican party – rather their own DFL team is showing them the door. This is a level of unrest we haven't seen before, and it's gripping both parties. More retirements will be announced before the session ends. Minnesota will join in the Presidential primary race this year. Partisan voters will go to the polls on March 3rd for the first time in decades to select presidential candidates. Republicans first attempted to only place Trump on the primary ballot, but after complaints by several challengers, they have allowed for write-in votes for other Republican candidates. Democrats still have a wide-open race to select a nominee to face off against the President. Minnesota US Senator Amy Klobuchar has struggled to break into double digits during the campaign but has nevertheless enhanced her standing among moderate Democrats and many voters with her commonsense responses to the issues of the day. She has consistently refused to take the bait on Medicare health care

expansions, free college tuition and other more liberal positions that other candidates have embraced. It's unlikely to produce the nomination for Sen. Klobuchar but she has stood tall on the national stage.

Capital Investments Top Priority

One issue that will get attention in the 2020 session is a significant capital investment bonding package that could top \$1.5 billion dollars. Requests from state agencies, colleges and universities and local communities top \$5 billion at this point, so even though the bill will be larger, whittling the bill down to an acceptable level that can generate enough votes to pass will prove to be a challenge. Legislators and Governor Walz have been touring projects across the state for months. Walz has focused his visits exclusively on state-owned projects – but House and Senate members have made stops border to border to review local proposals that benefit dozens of communities. While the push for statewide projects and infrastructure will be strong, legislators will want to show they were effective in bringing home support for their local district projects if they are going to vote for the bill. An interesting dynamic is almost always in play with bonding bills due to the constitutional requirement of a 60 percent vote for the state to go into debt. Bipartisan support for a package is needed to reach that threshold - so cooperation will be needed.

DHS, Health Care Costs and Insulin Drug Prices

The Minnesota Department of Human Services (DHS) has struggled mightily over the past year amid revelations of mismanagement of funds and contract violations. Problems with daycare funding, overpayments to counties and tribal governments for various programs, and changes in agency leadership have rocked the state's largest agency for months and have legislators seeking answers. The problems in the \$17 billion agency have been years in the making and while nothing points to outright fraud, the problems certainly make the agency look sloppy at best and have been costly. At the same time, legislators and the Walz' administration have been working to find \$100 million in savings through efficiencies and cost savings as agreed to during the end of the last legislative session. These efforts will be more challenging given the current revelations. While the DHS problems are unfolding, an ongoing struggle continues to curb rising health insurance costs and provide needed insulin medicine to those that can't afford the steep increases in these lifesaving drugs. Given the political divisions in the state, it's hard to see how these problems get resolved in the shortened session. DFLers will seek to make the drug companies pay for the insulin treatment – something many Republicans will not support. Likewise,

Problems with daycare funding, overpayments... ..for various programs, and changes in agency leadership have rocked the state's largest agency for months and have legislators seeking answers.

We continue to work with the Department of Labor and Industry on workplace issues, are always vigilant on Post Labor School challenges...

trimming health care costs often means fewer people received benefits or health issues that are covered – an area DFLers frequently resist. It's not a prescription for compromise heading into an election.

Resort Issues for 2020

The Community of Minnesota Resorts (CMR) is going to seek bipartisan legislative support for issues in 2020 important to us. Tourism and resorts are critically important to the economy of the state and the issues we promote enjoy support across party lines. We hope the House and Senate Tax committees will address property taxes for resorts in 2020 by adjusting upwards the property tax tiers that apply. (HF 2096 / SF 1725) This proposal does not cost the state revenue and the minor shifting to tax obligations is negligible. However, this change is important to resorts so that the legislative efforts to hold down taxes to allow resorts to remain viable businesses remain intact. We also hope legislators will consider

adjusting the 250-day limitation currently in place for 1(c) resort properties to allow greater use of resort lodging for workforce housing needs. This simple change can positively impact the local economy, provide a boost to major local projects and benefit some resorts during their shoulder seasons. We continue to work with the Department of Labor and Industry on workplace issues, are always vigilant on Post Labor School challenges and want to make sure our Tourism Office is adequately funded.

Day on the Hill February 25 and 26

Despite the potential for gridlock, the issues important to resorters can break through if we make a concerted effort to make our voices heard. Our Day on the Hill is always our best opportunity to interact with policymakers – making a good turnout important to our success. We plan to storm the Capitol on February 25 and 26 – so get on the bus and help us create a new law to help the industry. You'll have fun, it will be fast paced and informative, and you'll know you've done everything you can to help your fellow resorters!

See you in February!

Joel Carlson owns a Legal Research and Government Affairs business in St. Paul, Minnesota. He has represented CMR at the State Capitol since 1997. He can be reached at jdcresearch@aol.com

Nominating Resorters for the 2020 Resorters of the Year Award

SEPTEMBER 1, 2020 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, click on the Membership icon in the upper right corner of the page, then once on that page under the photo of this year's Resorters of the Year recipient, click on the Resorters of the Year Nomination Packet icon. Then just print out and complete the nomination form.



Mail the completed form to:

Resorters of the Year Nomination Committee
Community of Minnesota Resorts
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Dent, MN 56528

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

Kathy's Kraft Korner

By Kathy Marnik, Timber Trails Resort

Mini Popsicle Stick Turkey

These cute little turkeys are a fun art project that can be made for Thanksgiving celebrations or any time of the year.

Supplies:

Miniature Popsicle Sticks
Glue
Cardboard
Googly Eyes
Orange, Red, White Paper
Brown Paint
Feathers

Instructions:

Start by cutting a square/rectangle out of some cardboard (cereal boxes work great!). Put some glue on the cardboard square and stick on your popsicle sticks. Flip it over and glue on some pretty little feathers as well as some turkey feet. Once those are dry flip it over and paint a brown body on the popsicle sticks. Finish off the turkey by gluing on some googly eyes, beak, and a gobble.



Cereal Turkey

Supplies:

Paper
Crayons or Markers
Glue
Cereal

Instructions:

Draw the outline of a turkey (may use your hand as a guide). Color the turkey. Glue your child's favorite cereal in the stomach of the turkey.



Wooden Snowman

These wooden snowmen make terrific ornaments and door hangers.

Supplies:

Jumbo Craft Sticks
Black and White Paint
Hot Glue
Assorted Ribbon
Googly eyes
Orange Foam
Sharpie Marker

Instructions:

Each snowman requires seven jumbo craft sticks. Five for the head, one for the hat, and one to hold the whole thing together. Lay five craft sticks in a row together and break or cut the sixth stick in half. Put hot glue on the cut pieces and lay across the five sticks pressing the sticks in firmly so they are super close to each other. Paint the top third black and the bottom two thirds white. Paint the remaining stick black. Hot glue a ribbon around the bottom of the painted black area. Glue the black stick right below the ribbon or slightly on top of it to complete the hat. It's time to add the googly eyes, an orange foam nose, and use the sharpie to make the mouth. The last step is to glue a ribbon onto the back for a hanger, shorter for an ornament and longer for a door hanger.



Thank You for Your Service

The Community of Minnesota Resorts (CMR) and its members would like to thank Tim Aarsvold, Vince Prososki and Karen Senger for their years as CMR Board members. Each of them dedicated countless hours over the years in their commitment to fulfilling the CMR motto of *Resorters Helping Resorters*. Tim and his wife, Carolyn, and Karen and her husband, Tim, each recently sold their resorts but continue to be members of the CMR through retired resorter memberships. Vince was most recently CMR Education Committee Chairman which is instrumental in putting on the fall conference. He and his wife, Cheryl, own Northern Lights Resort in Richville.



CMR Board Members whose terms expired in 2019: (l to r) Tim Aarsvold, retired resorter and Vince Prososki, Northern Lights Resort. Not pictured: Karen Senger, retired resorter

New CMR Board Members



The CMR Board welcomes new board members: (l to r) Kayla and James Daigle, Two Inlets Resort and Adam Olson, Joe's Lodge.

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