



RESORTER REPORTER

Congress of Minnesota Resorts

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888-761/4245 cmr@minnesota-resorts.com

MESSAGE FROM OUR PRESIDENT ED BECKER

The warm weather will soon be here and the piles of snow that are still left will just be a memory. Now is the time when you reflect back and say where did all that time go this winter! My to-do list is only about *half* checked off, and that is being generous. Although my wife thinks I have been *really* working hard in the shop. The good thing is that the adrenaline is charging up so we can get all of the spring work done! This is an exciting yet somewhat trying time of the year as we prepare our Resorts for our summer guests, and hope there are not leaks when turning the water back on. I wish everyone the best!

I would like to thank everyone that has been putting in extra time and efforts for the Shoreland, and county meetings that have been crucial to the Resort industry. We are in a changing time. The meetings that we are attending will dictate how we are to survive into the future. Dana Pitt, and Ed Fussy are serving on the DNR Shoreland Update Committee on behalf of the CMR and has been attending many meetings this winter representing our interests. Dana sent out a survey asking for input on what direction to take on many of the PUD issues. I hope that everyone took advantage of the opportunity to give input. Under the direction of Dave Moe, the CMR has teamed up with the MRCA through the efforts of Community Growth Institute to strengthen our efforts to maintain as many options for us as resort owners to

expand, or convert to residential land use. CGI (Community Growth Institute) is a 3rd party mediator that has taken on the challenge of facilitating a discussion between lake homeowners, citizens at large, and commercial use on the topic of PUD's. CGI will be at the Spring Workshop to provide us with more information and answer more questions.

Our Board has been working on many different topics. I am pleased to inform you that a top priority is providing our members with even more benefits, which will be awesome. We will be informing you of these benefits as they are formalized. We are always looking for new ideas for classes, or if you would like to repeat a previous class please contact Sheila Niemeyer at relax@ruggedriverresort.com.

Here are a few of the marketing tips that were discussed at the Minnesota Governors Conference on Tourism earlier this year. The National trend is for shorter stays, due to work, and busier children's schedules. This could be a change that resorts may need to watch and work with as time goes on. Most of the consumers are using the internet for everything from shopping, to making a vacation reservations. Today's consumers are looking for that last minute deal or a package deal and are focused at the bottom line. These are just some of the points that were emphasized throughout the meeting, and thought they were interesting to pass along.



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REV UP FOR SPRING

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Check out these Credit Card Rates!

Power Pay and Mike Osmond have worked with the CMR Board of directors to offer our members the following reduced rates. Be sure to check out what Mike has put together and see if this offer is the right fit for your resort!

Rates:

Qualified: 1.78%

This is for all standard swiped MasterCard and Visa transactions.

Mid qualified: 2.64%

This is for all standard MasterCard and Visa transactions that are keyed in with address verification. (Address and zip code must match with info on file with Visa or MasterCard to get this rate.)

Non qualified: 3.04%

This is the rate for all keyed in transactions without address verification. This is also the corporate rate for anyone who brings in a company issued credit card. Many resorts will never see one of these.

Fees:

Application fee - \$25.00 one time fee.

The statement fee for members will be just \$2.50 per month, associate members will be \$5.00 per month, with no monthly minimum.

There is a per transaction fee of 17c but we do not have a batch fee, also called closing fee.

Contract:

I was also able to waive the annual fee and the lengthy contract. At any time a resort owner wants out of the contract, for any reason, they need only fax a cancellation request. A 30 day notice is required. Of course, Mike Says he'll never give you a reason to want to leave.

Other:

We set everybody up on auto close unless requested differently.

These rates are for MasterCard and Visa. We also process for Discover but have no control over their rates.

The above rates are only for members of the CMR and also only as long as they remain members in good standing.

Questions or issues?

Office: Toll free 877-877-3737 ext. 1255

(You may leave a message at this number and I will return the call)

Home: 507-532-4800

Cell: 507-530-5940 (available 8 a.m. - 10 p.m. 7 days a week)

Email: mosmond@powerpay.biz

“REV UP FOR SPRING”

“Rev up for Spring”

The date of the Spring Workshop is Tuesday March 29th in Detroit Lakes at the Holiday Inn. Some of the topics this year will be a session on Shoreland Regulations, Dave Bergman, from MN Office of Tourism, Curt Walvatne a motivational speaker, Mike Osmond from One Source Powerpay, Legislative update and Cracker Barrels! Call or email the office for more information. 888-761-4245 or cmr@minnesota-resorts.com So mark you calendars now for March 29th as you won't want to miss this “Spring Workshop”.

YOUR HELP IS NEEDED!

Your help is needed to keep our mailing lists current. The Congress of Minnesota Resorts sends out to every resort in the state the “Minnesota Resorter” on a quarterly basis and other mass mailings. We need your help in keeping our mailing lists current. Please advise the office of any changes in your areas to include if a resort is not opening this year for business, if there has been any major changes in addresses in your area, such as “911” addresses.

Help is also needed to keep your records current if you have had an address or email address change since September 2004 please contact the office with your new email address.

Email: cmr@minnesota-resorts.com or call 888-761-4245 Thanks for your help in keeping our records current. Vicky Krattenmaker, Office Manager

DNR Shoreland Rules

Input Wanted!!! DNR Shoreland Rules

We need your input to help shape the future of the Minnesota resort industry!

The Congress of Minnesota Resorts has contracted with the Community Growth Institute to help us organize

and funnel the needs of the resort industry and develop appropriate modifications to the existing DNR Shoreland Rules. This is a complex task - especially given the diverse types of resorts in Minnesota, and we have a tight schedule.

We are participating in this effort in cooperation with the Minnesota Resort and Campground Association and we are looking for MAXIMUM resort input.

To become part of the process, just send David Moe (vaction@clamshellbeach.com) an e-mail with the word "DNR" in the subject line and the name of your resort in the body of the e-mail. He will then subscribe you to the e-mail process that the Community Growth Institute has developed to lead the process. The earlier you sign up, the more your ideas will be represented!

NEW MEMBERS

New members/owners since the February newsletter. Please give them a call or email of encouragement and welcome them to the Congress of Minnesota Resorts.

Cliff Haefner & Tami Peterson, The Boat Landing, 805 Main Street, Madison Lake, MN 56063 507-243-9898 email: tamip@myclearwave.net

Steve & Kim Tomberlin, Back O' The Moon Resort, 39209 Back-O-Moon Road, Grand Rapids, MN 55744 218-326-8648 email: info@backtothemoonresort.com

Shawn & Sara Bowles, Pine Beach & Campground, 39494 County 39, Laporte, MN 56461 218-224-2313 email: pineb@paulbunyan.net

WELCOME
&
GOOD LUCK!



REMEMBER THE CONTEST

For more information on the "Membership Contest" contact the office at cmr@minnesota-resorts.com or call 888-761-4245 or Contact Pat Addler, Membership Chair at crlodge@paulbunyan.net or 218-243-2487

Coming soon to Detroit Lakes
Tuesday, March 29th

THE SPRING WORKSHOP

Holiday Inn Lakeside

See page 2 for more details on

"REV UP FOR SPRING"

CMR CALENDAR OF EVENTS

- | | |
|---------------------|--|
| March 24, 2005 | Board Meeting |
| March 29, 2005 | Spring Workshop, Holiday Inn, Detroit Lakes, MN 8:15a.m. to 4:30 p.m. |
| June 1, 2005 | Nominations for Resorter/s of Year Award are due in the CMR Office.
Contact the office for applications, 888-761-4245 or
email:cmr@minnesota-resorts.com |
| October 24, 25 & 26 | Congress of Minnesota Resorts Fall Conference, Cragun's Resort and
Conference Center in Brainerd Lakes Area |



MARK YOUR
CALENDARS!

Congress of Minnesota Resorts

Congress of Minnesota Resorts
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Spicer, MN 56288

Phone: 888-761-4245

Email: cmr@minnesota-resorts.com

**WWW.MINNESOTA-
RESORTS.COM**

Keep you listing current on the CMR website.



CMR MISSION STATEMENT

The Congress of Minnesota Resorts exists to help family owned and operated resorts in Minnesota to continue as a viable segment of the Minnesota tourism industry

CMR MOTTO

The Congress of Minnesota Resort's motto is "Resorters Helping Resorters" We believe that none of us is as smart as all of us.

CMR'S 2004-2005 BOARD OF DIRECTORS & COMMITTEE'S

President: Ed Becker, In-We-Go Resort, 218-652-3536 email: vacation@inwegoresort.com

Vice President: Ed Fussy, Pimushe Resort, 218-586-2094 email: Pimushe@paulbunyan.net

Treasurer: Mark Novotny, Hyde-Away Bay Resort, 218-675-6683 email hydeawaybay@tds.net

Treasurer: Tom Masloski, Weslake Resort, 218-826-6523 email: weslake@prtcl.com

Secretary: Brenda Masloski, Weslake Resort, 218-826-6523 email: weslake@prtcl.com

Past President: Dawn Sullivan, Woodland Trails Resort, 218-493-1855 email: cmr@woodlandtrialsresort.com

EDUCATION:

Chairperson: David Moe, Clamshell Beach Resort, 218-543-4731 email: vacation@clamshellbeach.com

School of Resorting: Sheila & Corby Niemeyer, Niemeyer's Rugged River Resort, 218-829-6705 email: corby@uslink.net

Darvin & Susan Ferguson, Pine Terrace Resort,

218-543-4606 email: Darvin@pineterrace.com

Sara Becker, In-We-Go Resort, 218-652-3536 email: vacation@inwegoresort.com

Conference & Workshop: Paul Kostelecky, Hunts Resort, 320-634-3323 email: info@huntsresort.com

Tam Mahaffey, Lost Acres Resort, 218-751-4144 email: lostacre@blackduck.net

Pat Ossell, Northern Lights Resort & Outfitting, 952-929-4662 email: nlro@uslink.net

Minnesota Resorter: David Moe & Tom Masloski, Weslake Resort, 218-826-6523 email: Weslake@prtcl.com

MARKETING:

Chairperson: Ed Fussy, Pimushe Resort, 218-586-2094 email: Pimushe@paulbunyan.net

Advertising: Ed Fussy,

Website: Karen Kaehler, Pinedale Resort,

612-483-2328, email: pinedale@att.net

Membership: Pat Addler, Cedar Rapids Lodge, 218-243-2487 email: crlodge@paulbunyan.net

Jim & Kerri Ball, Cass Lake Lodge, 218-335-6658 email: clodge@paulbunyan.net

LEGISLATIVE:

Chairperson: Dave Thompson, Fisherman's Village Resort, 218-495-3326 email: fishvilg@prtcl.com

Ed Becker, Mark Novotny, Preston Turner. 218-732-3607 email: bigtimberlodge@unitelc.com

Sherm & Mary Anderson, Anderson's Starlight Bay, 218-652-3530 email: relax@starlightbayresort.com

Connie Filley, email: cfilley@willmar.com

GUEST APPROVED RESORT PROGRAM

CMR Office of Surveying

PO Box 1184, Alexandria, MN 56308