



May 2005



# RESORTER REPORTER

Congress of Minnesota Resorts

Published by the Congress of Minnesota Resorts, PO Box 124, Spicer, MN 56288 888-761-4245  
cmr@minnesota-resorts.com

## MESSAGE FROM OUR PRESIDENT ED BECKER

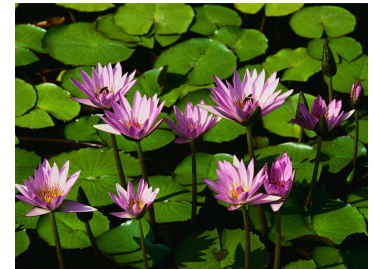
I would like to congratulate the two winners of the CMR Scholarships. Allison Frost, daughter of Jack and Sherry Frost, Joe's Lodge, Bemidji, Anthony Padnos, son of Dan and Sue Padnos, Gull Four Season's Resort, Brainerd will both be receiving \$500.00 scholarships from the CMR. Receiving the Carol Kirchner Scholarship is Michelle Triska daughter of Mike and Jackie Triska, Voyager Cove Resort, Cook. All three of these applicants were outstanding, and on behalf of the CMR Board I would like to wish them continued success with their future goals.

Our Legislative committee is extremely busy and has many issues that appear to be moving in our favor. I would like to thank all of you that contacted the legislatures to voice your support for

the bills that are in process. Every effort that is made is extremely valuable and recognized.

Enclosed in this letter you will find a membership card that Vicky Krattenmaker and Dawn Sullivan have been assembling for all of the CMR members to present to the merchants for you to receive your discounts. Thank you to the membership committee for enhancing our member benefits. Enjoy your card!

I wish everyone the best with the up coming 2005 season! May you have wonderful guests and have fun sharing the "UP NORTH" experience with them.



## Legislative Report on the 2005 Legislative Session As of 5-10-2005

Submitted by: Dave Thompson, CMR Legislative Chairperson, Fisherman's Village Resort  
Joel Carlson, CMR Lobbyist

The Senate passed a tax bill on 5-6-2005, and we are still in the game on the property tax changes we are seeking. The House tax bill, to be taken up later in that same week, includes two resort tax provisions: the LMV and the tiered tax rate reduction. These are both in the Senate tax bill.

The Post Labor Day School start, effective in 2006, is included in the omnibus Economic Development bill in the House. On 5-5-2005 of last week, during debate on the Senate K-12 Education bill, an amendment was offered that would have allowed schools to start at anytime, so long as there was a 2/3 vote of the school board. Without 2/3, school would start after Labor Day. It was very close, but this

this amendment failed, 33 to 34. The manner in which the amendment was drafted confused some Senators, but the vote would have still been close. Sen. Ruud was very helpful defeating this amendment.

### Fire Marshal

1(C) Resorts are exempt from fire Marshall inspection fees in the House and Senate. However, the Senate simply funded the Fire Marshall, and the House retained the exemption for resorts but still charges the fee to others. We will still be in the mix during the final days.

Conference Committees are starting up as of the writing of this article, and we hope to pass

resort tax relief, the post Labor Day provision, and retain our exemption on the fire Marshall fees.

### Life Jackets

SF 1116 is a bill that has passed out of committee in the Senate and has a House Companion that would require children 10 years old or less to wear a life jacket. The language is different in each version and is headed to conference committee.

### Inside this issue:

<i>Member Benefits</i>	2
<i>New Member Benefits</i>	3
<i>New Member Benefits</i>	4
<i>Marketing Update</i>	5
<i>20th Anniversary</i>	5
<i>Resorter/s of Year</i>	5
<i>New Members or Owners</i>	5
<i>2004-2005 Board of Directors and Committees</i>	6

## Member Benefits

At our January planning meeting, the Board outlined areas we thought our organization could work to improve on. One of those areas was member benefits. Included in this newsletter, is a 2005 CMR membership card. Please keep this card handy as it will verify to associated businesses that you are a CMR member in good standing.

It is our goal as an organization, to live our Motto "Resorters Helping Resorters". With this in mind, we have been working with various companies to provide our members opportunities to access discounted rates and services. Each of these companies has come recommended and is evaluated each year to make sure they are living up to our standards of quality and customer service.

We are all resorters, yet we each have a unique business with differing backgrounds and needs. While we do our best to find services we think are valuable, we can not guarantee each item is the best fit for you. Please read over all materials carefully and evaluate each service based on your own individual needs. If you need more information or have specific questions on any item, please refer to the contact number listed for assistance.

### Member Benefits:

The following is a list of current member benefits, it is our hope that you can make use of one or more of the items we have available for you.

### Web-page on the CMR Website

[www.minnesota-resorts.com](http://www.minnesota-resorts.com) (this is done when you become a member. – be sure to update your listing periodically, miss placed your login information) Contact: CMR office at [cmr@minnesota-resorts.com](mailto:cmr@minnesota-resorts.com)

Yahoo Groups - an on line resorter chat group – if you are not currently signed up – we encourage you to do so. You can sign up by going to [www.yahoo.com](http://www.yahoo.com) Trouble? – Contact: CMR office: [cmr@minnesota-resorts.com](mailto:cmr@minnesota-resorts.com)

Minnesota Resorter - a quarterly magazine publication for resorters Contact: Tom Masloski [weslake@prtcl.com](mailto:weslake@prtcl.com)

Resorter Reporter a monthly newsletter for members contact: CMR office [cmr@minnesota-resorts.com](mailto:cmr@minnesota-resorts.com)

School of Resorting - Fun & educational classes held through out the year for our members. Contact: Sheila Niemeyer – [relax@ruggedriverresort.com](mailto:relax@ruggedriverresort.com)

Legislative committee - our members keep abreast of legislation and keep you informed about issues that affect the resorting industry. Contact: Dave Thompson [fisrvilg@prtcl.com](mailto:fisrvilg@prtcl.com)

Guest Approved Resort Program - allows resorts to anonymously survey their guests for valuable feedback. Contact: CMR Office of Surveying: [sos@prtcl.com](mailto:sos@prtcl.com)

Scholarships - Each year we award three

\$500 higher education scholarships. Contact: CMR office [cmr@minnesota-resorts.com](mailto:cmr@minnesota-resorts.com)

DTI - offers long distance phone rates. Contact: Torrent Technologies 218-327-9025

Power Pay – (NEW) offers members competitive credit card rates with no contract! Contact: see info included in this newsletter.

Discount on Printing –(NEW) Eagle Printing is offering our members 25% off. Contact: see info included in this newsletter

Porta Docks – (NEW) - Hunt's Resort is offering members discounts on new docks Contact: see info included in this newsletter

Free subscription to DNR's Volunteer magazine updated yearly: Contact CMR Office [cmr@minnesota-resorts.com](mailto:cmr@minnesota-resorts.com)

### Member benefits in the works.....

We have other member benefits in the works – we will announce them as they become available! We are currently putting together a new mentor program and need your help!

### Resort Mentor Program

This program will offer mentor services at different levels. 1) Yahoo groups – ask fellow resorters your questions (we already do this!) 2) Mentoring on specific topics – 3) Mentoring one on one. Resorters can be matched with an ex-

perienced resorter, to help with any number of questions or concerns resorters have. 4) School of Resorting classes set up to address new resorter issues.

### We need..... Volunteers!

If you would be interested in being a mentor please let us know.

1) Mentors are needed for specific topics, i.e. insurance, taxes, accounting, building & health dept codes – the list could go on & on.

2) Mentors are needed to work one on one with resorters for approximately one year. This could include visiting their resort, helping them prioritize issues, meeting them at CMR functions, introducing them to fellow resorters and helping to get them info to make educated decisions.

3) Help facilitate or teach classes new resorters are requesting. i.e. how to determine rates, how to evaluate what a new cabin will do for your bottom line etc...

We hope to Kick-off this new member benefit just prior to the Fall Conference! The more mentors we have the better we will live our Motto – "Resorters helping Resorters" Call or e-mail if you are interested!

Lastly, we are always looking for additional ways to enhance our programs, so please let us know if you have any ideas that we could all benefit from.

Sheila Niemeyer, CMR Board Member – School of Resorting, 218-829-4587 [relax@ruggedriverresort.com](mailto:relax@ruggedriverresort.com)

## **PORTA DOCK - CMR MEMBER BENEFIT**

Provided by: Hunts Resort & Porta-Dock

Receive 15% off regular retail on any Dock, Boat Lift or Accessory purchased from Hunts Resort-Porta Dock

Receive another 5% if purchaser assembles & pick up the merchandise

If ordered & paid for on the "Fall Special" (Between August 1<sup>st</sup> & Oct. 15<sup>th</sup> receive another 5% off

For more information or pricing call: 320-634-3323 or email us at:

[info@huntsresort.com](mailto:info@huntsresort.com)

Paul & Rob

## **EAGLE PRINTING - CMR MEMBER BENEFIT**

Eagle Printing is proud to extend a 25% discount to members of the Congress of Minnesota Resorts. This discount comes off our already valued prices.

For more information or pricing call:

Jerry Bergeron, Vice President

Eagle Printing & Company

265 Paul Bunyan Dr. NW

Bemidji, MN 56601

218-759-9126

# 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 available to Congress of Minnesota Resort 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](mailto:mosmond@powerpay.biz)

## MARKETING UPDATE

Submitted by: Ed Fussy, Advertising Vice Chairperson

The Midwest Living Magazine is out with the article "A Week at the Lake." Our ad placed in this issue looks like it's generating some traffic to the CMR website.

If you haven't noticed our ads in the Minnesota 2005 Travel Guide; we have an ad in each resort region for a total of 5 ads.

We are starting marketing plans and ad placements for 2006.

## 20TH ANNIVERSARY

Submitted by: Paul Kostelecky, Conference Vice Chairperson

This is the 20th Anniversary of the Congress of Minnesota Resorts so mark your calendars now to attend this years Fall Conference celebration. This years Fall Conference will be held near Brainerd at Craguns Resort on Gull Lake. The dates of the conference are set for October 24-26. You won't want to miss it!

## RESORTER/S OF THE YEAR NOMINATIONS

It is not too late to get your nomination forms in for the Resorter/s of the Year Award. Please mail the nominations to the Congress of Minnesota Resorts office by June 1, 2005. The Resorter/s of the Year Award will be presented at the Congress of Minnesota's Fall Conference at Cragun's Resort and Conference Center. If you need a nomination form please contact the office at 888-761-4245 or email your request to [cmr@minnesota-resorts.com](mailto:cmr@minnesota-resorts.com) You can mail the forms to CMR, P.O. Box 124, Spicer, MN 56288

## NEW MEMBERS

Bob & Chris Schimerowski, Minnesota's Sunset Shores Resort, 18986 County Road 5 NW, New London, MN 56273 320-354-4220 email: [sunsetshores@willmar.com](mailto:sunsetshores@willmar.com)

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.



*WELCOME  
&  
GOOD LUCK!*

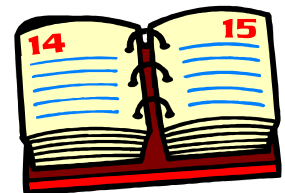
## MEMBERSHIP NEWS

Submitted by: Pat Addler, Membership Vice Chairperson

As we all go into our busy summer season, don't forget about the CMR membership drive. In October someone will be awarded a log rocker set with table at the fall conference. In order to have a chance (or multiple chances) to win this, you must recruit a fellow resorter to join the CMR and make sure your name is listed as the person who referred them for membership! The months are ticking down and someone will win the prize. Let it be you—and in return increase our membership!!

## CMR CALENDAR OF EVENTS

- |                     |  |
|---------------------|--|
| June 1, 2005        | Nominations for Resorter/s of Year Award are due in the CMR Office.<br>Contact the office for applications, 888-761-4245 or<br>email: <a href="mailto:cmr@minnesota-resorts.com">cmr@minnesota-resorts.com</a> |
| June 8, 2005        | Board Meeting  |
| October 24, 25 & 26 | "20th Anniversary" Congress of Minnesota Resorts Fall Conference,<br>Cragun's Resort and Conference Center in Brainerd Lakes Area  |



## Congress of Minnesota Resorts

Congress of Minnesota Resorts  
Post Office Box 124  
Spicer, MN 56288

Phone: 888-761-4245

Email: [cmr@minnesota-resorts.com](mailto: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](mailto:vacation@inwegoresort.com)

Vice President: Ed Fussy, Pimushe Resort, 218-586-2094 email: [Pimushe@paulbunyan.net](mailto:Pimushe@paulbunyan.net)

Treasurer: Mark Novotny, Hyde-Away Bay Resort, 218-675-6683 email [hydeawaybay@tds.net](mailto:hydeawaybay@tds.net)

Treasurer: Tom Masloski, Weslake Resort, 218-826-6523 email: [weslake@prt看.com](mailto:weslake@prt看.com)

Secretary: Brenda Masloski, Weslake Resort, 218-826-6523 email: [weslake@prt看.com](mailto:weslake@prt看.com)

Past President: Dawn Sullivan, Woodland Trails Resort, 218-493-1855 email: [cmr@woodlandtrialsresort.com](mailto:cmr@woodlandtrialsresort.com)

### EDUCATION:

Chairperson: David Moe, Clamshell Beach Resort, 218-543-4731  
email: [vacation@clamshellbeach.com](mailto:vacation@clamshellbeach.com)

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

Darvin & Susan Ferguson, Pine Terrace Resort,

218-543-4606 email: [Darvin@pineterrace.com](mailto:Darvin@pineterrace.com)

Sara Becker, In-We-Go Resort, 218-652-3536 email: [vacation@inwegoresort.com](mailto:vacation@inwegoresort.com)

Conference & Workshop: Paul Kostelecky, Hunts Resort, 320-634-3323 email: [info@huntsresort.com](mailto:info@huntsresort.com)

Tam Mahaffey, Lost Acres Resort, 218-751-4144 email: [lostacre@blackduck.net](mailto:lostacre@blackduck.net)

Pat Ossell, Northern Lights Resort & Outfitting, 952-929-4662  
email: [nlro@uslink.net](mailto:nlro@uslink.net)

Minnesota Resorter: Tom Masloski, Weslake Resort, 218-826-6523 email: [Weslake@prt看.com](mailto:Weslake@prt看.com)

### MARKETING:

Chairperson: Ed Fussy, Pimushe Resort, 218-586-2094 email: [Pimushe@paulbunyan.net](mailto:Pimushe@paulbunyan.net)

Advertising: Ed Fussy,

Website: Karen Kaehler, Pinedale Resort,

612-483-2328, email: [pinedale@att.net](mailto:pinedale@att.net)

Membership: Pat Addler, Cedar Rapids Lodge, 218-243-2487 email: [crlodge@paulbunyan.net](mailto:crlodge@paulbunyan.net)

Jim & Kerri Ball, Cass Lake Lodge, 218-335-6658 email: [clodge@paulbunyan.net](mailto:clodge@paulbunyan.net)

### LEGISLATIVE:

Chairperson: Dave Thompson, Fisherman's Village Resort, 218-495-3326 email: [fishvilg@prt看.com](mailto:fishvilg@prt看.com)

Ed Becker, Mark Novotny, Preston Turner. 218-732-3607 email: [bigtimberlodge@unitelc.com](mailto:bigtimberlodge@unitelc.com)

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

Connie Filley, email: [cfilley@willmar.com](mailto:cfilley@willmar.com)

### GUEST APPROVED RESORT PROGRAM

CMR Office of Surveying

PO Box 1184, Alexandria, MN 56308