



Minnesota **Resorter**

Resorters Helping Resorters



Fall 2008 Vol. 24 No. 4

MARKETING
Bird Migration

EDUCATION
CMR Fall Resort Tour

LEGISLATION
The Election

A PUBLICATION OF THE CONGRESS OF MINNESOTA RESORTS

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Minnesota Resorter

Resorters Helping Resorters



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About the cover:
Photography by Marlene Mills, Jenkins

The Minnesota Resorter is a quarterly publication of the Congress 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 inquires to the committee contact. The Minnesota Resorter is printed by Arrow Printing.

From Your President's Pen



President Dana Pitt
Congress of Minnesota Resorts

Well, Resorters, we did it. We survived another season. I don't mean "survived" in an economic sense, as I hope you all had your most prosperous year ever, in spite of the economic challenges out there. I'm referring to surviving the physical, mental and emotional strain of our busy seasons. Despite the vacation mode that our guests see us in, it ain't easy being us. I don't have to tell you all about the rest of the

resort story (Paul Harvey should do a piece on resorting). After waiting for winter to finally end and for the summer that almost didn't come, by the time August rolled around, my patience, attitude and energy levels were tapped out. Realizing that our August guests need to feel welcomed like they're our first guests of the season, it was a struggle to pull that off, but hopefully I did OK. Labor Day finally comes and fortunately I get a second wind in September and really enjoy the fall business. Resorting is hard work; but by late fall, I've forgotten about the trials of summer and I'm already planning and looking ahead to next year.

The planning and strategizing for next year really kicks off by attending the CMR's Fall Conference in late October. There are always timely sessions that really hit home and start me thinking about new ways to improve the resort or make it more successful. The speakers are a valuable source of information, but I think the biggest benefit of the conference is the opportunity to network with other resorters. It's three days of casual conversations with others who have been there, done that and know where I'm coming from. And the educational aspect is only part of it. It's also hearing the stories, the venting of frustrations and sharing laughs with old friends and making new ones. The camaraderie makes you realize that we're all in this together and there's no one better to learn from than a fellow resorter. After about 10 years of attending these conferences, I've yet to meet anyone

who didn't learn something valuable there. If you only do one thing this year to improve your business, make sure attending the CMR Fall Conference is it. I always come away a better resorter than I was before the conference. It's truly "Resorters Helping Resorters" at its best.

Here are some other off-season thoughts for you to ponder as you put another log on the fire and ease back in the recliner. Shoreland regulations are something that directly affects all of us in some way and can make or break many of our businesses. The DNR is currently rewriting the Shoreland Rules and is looking to separate resorts from the general rules and provide a section that will deal specifically with them. The CMR is closely involved in this issue and invites your input in this process. Look for CMR updates on this and please stay on top of this topic, as it will be too late to speak up if you wait till the ink is dry on the new rules. On that same note, other legislative issues will be appearing in the coming months, and I urge you to stay involved in this process also. Private lakehome rentals, plumbing regulations, school start dates, property taxes – the list goes on. Legislative issues may not always be fun to tackle, but they ultimately affect the way you do business, probably more than any other issues that you will face. Keep yourselves informed and get in the game!

If you are currently a CMR member, make it a point to get more involved in CMR activities this off-season. As it is with most organizations, you only get out of it what you're willing to put into it. You, your resort, and our entire industry will benefit from your involvement. If you are not already a member of the CMR, please consider joining us this year. We are a unique "resorts only" organization that is working for the betterment of the resort industry and your individual resorts through our outstanding educational programs, progressive marketing plan and diligent legislative efforts. Become a part of the team!

With this being my last article as this year's CMR President, I just want to take this opportunity to thank our Board of Directors and CMR Staff for the countless (and mostly volunteer) hours they put in on behalf of all the resorts in Minnesota. Without their time and talents, our industry and our individual businesses simply wouldn't be as successful as they are. It's been a privilege and an honor to work with them this year... and a lot of fun, too.

See you at the CMR Fall Conference in Duluth!



Plan on attending the
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See page 11 for details!





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EDUCATION

The Congress of Minnesota Resorts 2008 Fall Resort Tour!

Wow! What another fabulous resort tour put on by the School of Resorting!

September 10 was a cool, windy day - a terrible day for staining or painting, and a terrific day for a resort tour.

Having the opportunity to view other resorts can be very educational. Over 60 resorters attended, taking advantage of the opportunity to see other resort layouts, soak in ideas, and socialize with each other.

Each resort host/hostess was asked to submit a write up about their resort. They were asked to describe their resort property, its history, their personal life before resorting, and their future plans.

Beacon Shores Resort



Owners, Dan & Karen Scholz

Resort:

Beacon Shores Resort is a small family resort located on Lower Whitefish Lake, part of the Whitefish chain of 14 lakes. The resort has 10 cabins (plus the cabin we live in) and lies on about 5 acres of property with only 205 feet of lakeshore. All cabins have the usual amenities, including a screened-in porch. On site, we have a game room with a ping pong table, pool table, foosball table, and video games. The grounds are also home to a pickle ball/ basketball court, tetherball, and a children's playground.

History:

The resort was built by Ed and Ester Marquart in the early 1940's and was called Beacon Heights. They ran the resort until 1971, when Keith and Annette Russell purchased the resort and renamed it Beacon Shores. After 27 years, they sold the resort to Gerry, Carole and Brad Sachs. The Sachs ran Beacon Shores for 3 years and then sold to us (The Scholz family). We had been customers since 1978, and after 23 years as guests, we bought the resort in 2002 and have operated it for the last 7 years.

Before Resort Life:

Dan has had many different jobs over his life (so far) including working as a Mechanic, Construction Laborer, Police Officer, Electronics Technician, Technical Trainer, Call Center Manager,

Sales Rep & Sales Manager, Marketing & Pricing Manager, Human Resource Manager and is now responsible for his companies Asia Pacific Region. All of these experiences have come in handy in the resort business! Dan stays in our home in Hudson, WI and works all week in the Twin Cities, then drives the three hours to the resort to help out on weekends. He takes care of all the finances and makes many of the key decisions. Karen works as a hair dresser at a nursing home in St. Paul. She only works one day a week during the summer months due to her resort duties. She makes the three-hour drive (each way) one day per week and then finishes her day covering our store/office. Karen manages the resort throughout the week (and the year) working in the store and managing reservations, vendors, etc. Our children Steve 23, Eric 22 and Heather 19 have all worked at the resort through the summer. The kids have been a great help in making this business a success. It is incredible how much working at a resort has helped each of them in their resumes and interviews!

Future Plans:

This is the toughest question for us. We love the resort just as it is, a small, affordable family vacation experience - targeting the middle income bracket. About 70% of our business is repeat customers year after year. We keep it well-maintained, clean and safe, but our culture is changing and the newer generations value different things, so we are struggling to decide where we need to make changes to keep our business viable and attractive to our changing market. We are blessed in that due to Dan's job, we can operate the resort at break-even.... simply meaning all positive cash flow goes back into the resort to improve the property, equipment, etc. Each year we ask ourselves what we should do and where should we invest before our next season. In addition, we are watching our friends in the resort industry transform their properties into some of the new business options... and we ask ourselves, what should we consider, and what should we do? So far we have continually decided to stay right where we are and continue doing what we are doing.

Lykens Pinehurst Resort



Owners, Judy & Roger Lykens

Resort:

Pinehurst Resort has 9 housekeeping cabins and a few campsites situated on 9 acres with 368 feet of lakeshore on Gull Lake. We have put AC in the cabins and have a smoke-free and pet-free policy. We have a store, game room, laundry, playhouse, library, playgrounds

and a beautiful beach. We include a fishing boat with each cabin, paddleboat to use, and a pontoon boat and 15hp motors to rent.

History:

Pinehurst Resort was built in the 1940's. The Swishers owned it for 25 years and had a little bootlegging going on. Then the Malones owned it for 8 years, and it was Your Christian Home away from Home. The McFarlands owned it for 8 years. Now it has been Lykins Pinehurst Resort for 30 years!

Before Resort Life:

Roger was a math teacher for four years, and Judy was teaching 2nd grade in Glenwood. We bought Green Valley Resort with two other teacher couples. Then we moved to the Brainerd area and owned Sherwood Forest Lodge for two years. Now we have been at Pinehurst Resort for 30 years. It is a wonderful life for raising our family, and we are thankful for living in this beautiful place.

Future Plans:

We hope to run the resort for many more years. We still love this life and the people we meet and serve here! Judy has just retired from teaching kindergarten, so we look forward to traveling and being able to visit our family. We will work at a mission base in Kona, Hawaii for 6 weeks this winter.



Quarterdeck Resort



Owners, Jane & Alan Gunsbury, and daughter, Lee Seipp (on left)

Resort/History:

The Quarterdeck Resort on Gull Lake was originally developed in the 50's at the site of a homesteaded turkey farm. Alan and Jane Gunsbury purchased it in 1976 from the second owner and eventually doubled the occupancy, marketing the restaurant as a well-known destination and including their five children in the business. In fact, the opportunity to prepare the children for their future through working with guests and understanding business was the reason Alan and Jane had decided to uproot their family and buy a resort.

The resort sits on 27 acres and has 750 feet of lakeshore. It has doubled in size over the years, from 21 cabins to a total of 44 units. The additional units are hotel-style and feature fireplaces and private whirlpools in most rooms. Tennis courts, a fish cleaning house, storage buildings and a fleet of boats were also added. After

a fire destroyed the restaurant in 1997, a new restaurant was built with more of a family than night club atmosphere. The restaurant, known for its seafood, ribs and pasta, continues to be a major attraction to local residents as well as guests.

Some of our staff swear that the ghost of a beloved maintenance man inhabits the Lakeside Villas on quiet evenings. Unexplained noise on the roof is his calling card, yet they are comforted by his "presence." Note: Not everyone has heard this, but the source of information is a reputable one.

Before Resort Life:

Originally from the East Coast, the Gunsburys moved to Minnesota after living in Illinois for eleven years, enjoying the amenities of suburban living. An ad in the Chicago Tribune "Change your Lifestyle, Buy a Resort" was the lure to a change no one could have predicted. Resorting life was a challenge for the whole family. To Alan and Jane it meant adapting to a new "country," determining how best to make the business profitable while overcoming its previously poor reputation, and planning enough growth to support themselves. To the children it meant new schools, two hour bus rides daily, all new friends and learning how to work and play together.

Future Plans:

For the future, the resort must continue to grow in order to be profitable. A recent survey has suggested how that can happen, but plans are not yet complete. The resorting life has been an exciting

Continued on page 8

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EDUCATION

journey, learning everyday about people, business, community and state. It was an excellent choice in preparing their children for the world, and Alan and Jane have no regrets about “Changing their Lifestyle and Buying a Resort.”

Black Pine Beach Resort



Owners, Lynn & Bob Scharenbroich

Resort:

Black Pine Beach Resort is located on Pig Lake of the Whitefish Chain of Lakes. There are thirteen cabins on about 6 acres with 480' of lake frontage. Four cabins are 2 bedrooms, seven are 3 bedrooms, and two are 4 bedrooms. The resort has a vaulted lodge and gift shop that cover an area of approximately 1825 square feet. A wireless work station and restroom are a part of the lodge as well. The lodge and gift shop are attached to the resort business office and dwelling. Bob and Lynn Scharenbroich, owners and operators, along with staff Chad Scharenbroich (nephew) and Kristin McSherry, welcome you. Son, Lucas, and wife, Lori, who work off-site, handle the resort website and digital photo library.

History:

Part of the property has been a resort since 1939; another part since 1989; and the final part only since 1995! Here is a little history. Riding the wave of public demand for lodging facilities in the increasingly popular Whitefish Area, a banker from Salem, NE, put up the money for a friend named Marion Arnold to come up north and build a resort on a piece of property on Pig Lake in an area known as Black Pine Beach. Marion and his wife, Anne, armed with some money and a dream, packed their belongings and made the long trip from Salem to Ideal Corners, MN. The year was 1939. Marion was not a carpenter, so he hired the cabin construction done. This was an unusual approach. Most everyone in the area believed in doing the work yourself. If you didn't know how, you just learned how. But Marion was a different thinker. His cabins were constructed with Western lumber; another oddity in an area used to using local pine for almost everything. And, in 1940, when the 5 original cabins were completed, the banker and his family were some of the first Black Pine Beach Resort customers!

The Arnolds owned the resort for many years. Finally, age and failing health forced them to sell in 1968. For 9 years, Black Pine Beach Resort was owned by a train engineer and his wife. They

cut back the operation to only 6 weeks a year. It became a hobby resort. But, through all these changes, the banker's family, now the next generation, continued to vacation at Black Pine Beach every summer. They still come today. In 1977, the train engineer and his wife divorced and the resort went up for sale by owner.

About that time, Bob and Lynn Scharenbroich were starting to search for a resort to buy. Traveling down County Road 16, they noticed a hand-painted sign saying, “Resort For Sale By Owner.” That sign began a series of negotiations that resulted in a June 1977 purchase of Black Pine Beach Resort. Moving day was set for March 1, 1978. Luckily it wasn't any earlier because an important event was taking place in February. Luke was born on February 14, 1978. Making all the life changes at once, Bob and Lynn loaded up all their belongings and the new baby, and took off for the beginning of a new life only 5 miles from Lynn's childhood home at Clamshell Beach Resort. In 1986, the resort became a four season property and today there are seven winterized cabins. Over the years, the resort grew from the 6 small seasonal cabins it had in 1978 to the current 13 deluxe lake cottages and a wide array of resort amenities, not the least of which is a devotion to exceptional customer service.

Before Resort Life:

Bob and Lynn met at work and they've been working ever since! Maybe it was a sign. When school was completed, they moved from St. Cloud to the Twin Cities where Bob worked for the City of Minnetonka and Lynn worked for Fireman's Fund Insurance. After three years of city life, they left that world behind forever and became resort owners. Lynn taught special education in Brainerd for five years and then in Pequot Lakes for ten years. Bob worked for a local construction company for three years before devoting all his time to the resort. He has done taxidermy work since the early 1970's and continues to do that still today.

Future Plans:

Because of the uncertainty of securing County approval for construction of new cabins or sometimes even for additions onto existing cabins, about 3 years ago a new plan was mapped out for the next few years at Black Pine Beach Resort. This revision altered the focus from adding new cabins to a new approach that instead called for significant upgrades to cabin interiors. This eliminated the time, expense and stress of procuring a building permit. Further, rental rates on the upgraded cabins can be raised, providing opportunity for growing income from the existing resort property.

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Guest Registration

By Dawn Sullivan, Woodland Trails Resort

The State of Minnesota has a requirement that lodging establishments (including campgrounds) have to keep a guest registration log. I've annotated the Statute below.

I put a copy of the Statute in the front of my registration book so if someone asks for more details I can show them what it says. I also use the registration form as a way to help me remember everyone's name in the cabin. Before I stop by for a visit at their cabin, I take a quick peek at the book and refresh my memory (which seems to need a lot of assistance after the 4th of July for some reason). Here is a copy of the lodging registration form that I use.



Woodland TRAILS
33616 Loon Drive
Ogema, MN 56569

Lodging Registration Form

Date of Stay: _____

Number of People in your Party: _____

Cabin Number: _____

Vehicle Make: _____

License Plate State & Number: _____

Name	Address	City, State, Zip Code

Copy of Lodging Registration

We also have a separate guest registration form for our seasonal campground and day visitors of our cabin guests. Day visitors don't legally have to fill out the form, but since it's easier to just get all of the day visitors/overnight campground visitors registered in the same spot, we just require it of everyone who stops at the resort. The book stays on the front desk in the "game area" of the lodge, and they sign when they arrive. No supervision necessary. This is a copy

of the Registration form I use for day visitors.

All Day Visitors Must Leave by 10:00 p.m.
Please complete full address and car information

Arrival Date: _____ Departure Date: _____

Names of everyone in your party: _____

Home Address: _____

Make Model & License Plate: _____

Campsite You Are Visiting: _____

Copy of Day Visitor Registration Form

Feel free to use any part of these forms, I love to share. Have a great Fall, everybody!

327.10 Lodging establishment operator, duties.

Every person operating within this state a recreational camping area, lodging house, hotel or motel, or resort furnishing sleeping or overnight stopping accommodations for transient guests, shall provide and keep thereat a suitable guest register for the registration of all guests provided with sleeping accommodations or other overnight stopping accommodations thereat; and every such guest shall be registered therein. Upon the arrival of every such guest, the operator of the establishment shall require the guest to enter in such register, or enter for the guest therein, in separate columns provided in such register, the name and home address of the guest and every person, if any, with the guest as a member of the party; and if traveling by motor vehicle, the make of such vehicle, registration number, and other identifying letters or characters appearing on the official number plate carried thereon, including the name of the state issuing such official plate. Such registration shall be kept in an accurate and orderly manner and retained for one year so that the same will be always accessible for inspection by the proper authorities.

HIST: (10536-5) 1937 c 186 s 1; 1951 c 428 s 16; 1969 c 427 s 1; 1981 c 365 s 9; 1986 c 444; 1993 c 286 s 27

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New safety brochure for resort owners

The Minnesota DNR has a new brochure available online titled Boat & Water Safety Tips for Resort & Campground Owners. It includes many water safety tips and Minnesota laws that are important to resort operators such as: boat rentals, setting up a swimming area, rental boat licensing, plus dock and swim raft information. The brochure may be downloaded from the DNR's website at www.mndnr.gov/safety/boatwater/publications.html and click on "Boat & Water Safety Tips for Resorts."



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CMR 2008 Fall Conference Agenda

Sunday, October 26

- 12:30 - 2:00 pm Registration & Social Time
- 2:00 - 2:45 pm Welcome & Opening
- 2:45 - 4:00 pm **Keeping Employees on the Right Track**
- 4:00 - 4:30 pm Crackerbarrels – Break Out
- 4:30 - 4:45 pm Break
- 4:45 - 5:30 pm **Marketing Tips with Steve Kalmar**
Revisiting the tools of a trade show booth, CD brochures, giving “punch” to your website homepage, and making the best use of photos.
- 6:00 - 7:30 pm Dinner
- 7:30 - 8:15 pm Entertainment: Magic Village w/ Kelvin Saline
- 8:15 pm - ? Hospitality Room - Social Time

Keeping Employees on the Right Track – Steve Allison

It's not easy finding good help these days – especially from a limited pool of local residents and a seasonal/part-time parameter. Of those excellent employees, could you use some tips on how to keep them? What about those individuals who are not doing a great job, how can you motivate them to higher standards? This workshop teaches skills to confront problem behavior in a timely and logical manner, allowing you to work with people who want to do the job well, and eliminating those who don't want to change.

Explore MN Tourism – 2020 Vision

What will tourism in your community and your business be like in 2020? Who will your customers be? How will you reach them? What experiences will you offer them? How will changes in demographics and the marketplace affect your destination? Who will your employees be? You need to plan now to make sure your business is growing and thriving ten years from now.

Monday, October 27

- 7:30 - 8:30 am Breakfast
- 8:30 - 10:00 am **Explore MN Tourism – 2020 Vision**
- 10:00 - 10:15 am Break
- 10:15 - 10:45 am Crackerbarrels – Break-Out
- 10:45 - 11:45 am **Shoreland Rules & Regulations**
- 11:45 - 12:00 pm Resorters of the Year Presentation
- 12:00 - 1:00 pm Lunch
- 1:00 - 4:00 pm Vendor Expo
- 4:00 - 5:30 pm CMR Annual Meeting – all members welcome
- 5:30 - 6:00 pm Silent Auction final bidding
- 6:30 - 7:30 Dinner
- 7:30 - ? Mystery GAME SHOW

Shoreland Rules & Regulations

Yet again our members work for all resorts in the state, quietly and diligently: CMR members Ed Fussy of Pimushe Resort & Dana Pitt of Bailey's Resort have worked extensively with DNR Research Scientist Paul Radomski and others for over THREE years in meeting after meeting, assisting as advisors to the DNR in updating state shoreland rules to be more flexible for our resort industry. Paul will be discussing new and upcoming shoreland regulations and what it means for your resort.

Legislative Update

– Joel Carlson, CMR Lobbyist
Watch a 16 minute FUN little film on “Day on the Hill” starring your own resorter colleagues. Help form our CMR 2009 Agenda. Discuss “hot button” topics and what we can do to help our industry: Restricted Plumbing Licensing, Private Lakehome Rentals, and more.

Tuesday, October 28

- 7:00 - 7:30 am Board Meeting
- 7:30 - 8:30 am Breakfast
- 8:30 - 8:45 am General Assembly – New Board Member Intros
- 8:45 - 10:15 am **Regulations Panel**
MN State Fire Marshall's Office - Glen Bergstrand
MN Dept. of Health – Blake Nordin
MN Dept. of Labor & Industry – Jim Peterson
- 10:15 - 10:30 am Break
- 10:30 - 11:00 am Crackerbarrels – Break-Out
- 11:00 - 12:00 pm **Legislative Update**
- 12:00 - 12:30 pm Crackerbarrels – Break-Out
- 12:30 - 1:30 pm Lunch
- 1:30 - 2:30 pm **How to Deal with Difficult Guests**
- 2:30 - 3:00 pm Grand Prize Drawing & Wrap Up

Regulations Panel

When you build a new cabin, or meet for an official resort inspection, what kinds of state code regulations commonly crop up as items that need adjustment? This panel of state officials will be addressing everything from making sure your new cabin's stair railing is up to code for kid safety, to making sure your new bedroom square footage meets or exceeds the number of guests for which the cabin is rated. Here's an opportunity to hear about updates in code or those coming soon, including the new highly controversial Restricted Plumbing Licensing law.

How to Deal with Difficult Guests – Bob Anderson

Learn how to uncover, own and solve customer problems, taking them from “mad” to “glad.”

Join us for

FUN DAY in Duluth on Saturday, Oct. 25. Meet at high noon to take a Vista Fleet cruise for lunch and historic narration of the harbor and Lake Superior. Then we'll skip over to the Aquarium and OmniMax Theater, followed by supper and endless “crackerbarrels”! Let off some steam after your busy season and ‘hang out’ with your resort community - we'd love to see you there!

To reserve your room at the Radisson HarborView, Duluth, go to www.radisson.com/duluthmn or call (888) 201-1718 (Call before October 10th and get the CMR group rate of \$79 night!)

To register for the CMR Fall Conference, mail your check of \$130 per person for CMR members, or \$170* per person for non-members to: CMR, 21403 52nd St NE, New London, MN 56273

***Join CMR now or at the door, and get the discounted member price - save \$80 per couple!
Groups of 4 or more from same resort: every attendee after third person gets 50% off the registration fee.**

For more info about the conference, contact Kim Bowen, Coordinator, at (218)652-3111 or relax@crowwing.com (if you're a Vendor/Exhibitor, contact Jason Ball at (218)335-6658 or stay@casslakelodge.com)

THE CONGRESS OF MINNESOTA RESORTS



What the CMR Can Do for You!



MARKETING

- Your resort is listed on our website www.minnesota-resorts.com.
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- Stay informed on legislative issues that affect our industry.



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- Fall Conferences and Spring Workshops - informative sessions and networking with other resorters.
- School of Resorting educational classes.
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- Members only online resources on our website.

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*None of us is as smart
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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.

*"I always scope out the groups
that work best for the resorts and
found that the CMR is a great
organization. I didn't want to jump
the gun on it, so I took time to
figure it out, liked what I found
and that's why I joined."*

*Joe Scharber
Sleeping Fawn Resort & Campground
Park Rapids, MN*

JOIN THE CMR - YOUR MEMBERSHIP COUNTS

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

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Address _____

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Township _____ County _____

Phone _____ No. of rental units _____ No. of bedrooms _____

Resort E-mail Address _____ Resort Website Address _____

Membership investment is only \$14.30 per bedroom (Min., 10 bedrooms or less, \$143, max. \$757.)

Membership rates good through Aug. 31, 2009.

Amount of check enclosed _____ Please Circle.....New.....Renewal



Send to: Congress of Minnesota Resorts
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Questions regarding Membership?

Contact Vicky at cmr@minnesota-resorts.com or 888-761-4245

Solar Technology Resource Guide

Five Simple Steps Toward Greater Energy Independence

Reprinted with permission from Silver Creek Institute

Step 1-Conservation! This first step is vital and may save you thousands of dollars each year alone. Start by adding more insulation to attics, walls and foundations while sealing up the envelope with building

wrap, caulking exterior seams and replacing windows with new, energy efficient ones. To find out where insulation efforts should be concentrated, talk to your local utility and ask if they have an energy audit program. Most do and they're often a free service! Even something as simple as tree type and location can make a big difference. Strategically locating deciduous trees on the south side of a building provides shade in the summer while allowing light (and heat) to penetrate in winter after the leaves have dropped. Alternatively, coniferous trees should be located on the north side to help protect against prevailing cold winds. By reducing overall energy use, other solar energy practices outlined in the steps below will have a greater impact.

Step 2-Passive Solar Design! It may be hard to believe, but Minnesota has about the same solar resource as Miami, FL or Houston, TX. So why not put this free energy source to work by incorporating simple building design elements into existing or new structures. Replacing old windows and/or adding new, energy efficient ones to the south façade can significantly increase passive solar gain during the winter months. New, triple glazed windows with adequate eave length above to block summer sun and an air handling system to move warm air where needed during winter can add thousands of btus to living space. Sky lights, sun tunnels and shed roofs with clerestory windows can also be easily added to increase natural daylighting in interior spaces while saving money on lighting costs.

Step 3-Solar Hot Water Heating! On average, about 15-20% of the average residential energy budget is spent heating water. Add a swimming pool and the amount climbs to 30-35%. With recent advances in solar hot water collector technologies, solar hot water heating systems can be installed that are efficient and cost effective, even in northern Minnesota! Evacuated tube type collectors prevent heat loss similar to a Thermos bottle even on the coldest of days, are relatively low cost and when combined with a properly sized hot water storage system can provide up to 80% of the average home's hot water heating needs. And to prevent hot water shortages when the sun doesn't shine, most solar storage tanks have an electric element back up. With great financial incentives available for both home and business owners from the State and Federal governments and utilities, returns on investment are typically under 10 years. With tremendous uncertainty over natural gas or electricity prices, a guaranteed cost for hot water heating makes budgeting for this energy expense a sure thing.

Step 4-Solar Space Heating! Low cost, low maintenance, simple to install and productive describes the new generation of solar forced air

supplemental heating systems. At 30-40%, space heating is the largest residential energy expense in our northern climate. Solar space heating can help offset rising heating costs, reduce fossil fuel use and keep more dollars circulating locally. With a growing number of manufacturers entering the market, consumers benefit from better performance, greater options and competitive pricing. At around \$2,500, a typical solar photovoltaic powered forced air unit can be installed in a day and can deliver up to 18,000 btus of clean, renewable heat per hour when and where needed. With energy outputs as high as this, returns on investment can be as quick as five years.

Step 5-Solar Photovoltaic (PV) Systems! Developed in the 1950's by Bell Laboratories, solar PV systems are often associated with remote, off-grid homes and cabins, telecommunications systems or the space industry. Not so anymore. With the development of new inverter technologies several years ago, batteries are no longer required. This single feature has allowed PV to become mainstreamed into homes and businesses across the globe as systems are now "plugged" directly into the utility grid, producing clean, renewable electricity each day. So with technical barriers coming down, why aren't we seeing more installations? Cost. Even with the grid-tie revolution and incremental increases in panel efficiency and output, a combination of global demand and raw materials scarcity tend to keep prices high. For example, a five kilowatt fixed-mount system costs about \$40,000 upfront out-of-pocket. Federal, State and utility incentives do reduce final costs by about half but even with the incentives, returns on investment are in the 15 to 18 year range. That being said, PV does play an important role in reducing the use of fossil fuel based electricity and should be seriously considered, especially with new state and federally mandated renewable energy standards either already here or on the horizon.

Resources:

Database of State Incentives for Renewables and Efficiency, dsireusa.org
U.S. Dept. of Energy, Office of Energy Efficiency and Renewable Energy, eere.energy.gov/consumer
American Council for an Energy Efficient Economy, aceee.org/consumerguide/envelope.htm
Minnesota Office Of Energy Security, state.mn.us/mn
Rocky Mountain Institute, rmi.org
Green Builder, greenbuilder.com/sourcebook/PassSolGuide1-2.html
Accurate Dorwin, accuratedorwin.com
Velux SunTunnel, veluxusa.com/products/residentialSkylights/sunTunnels
Solar Rating Certification Corporation, solar-rating.org
North American Board Of Certified Energy Practitioners, nabcep.org
Thermomax, thermomax.com
Apricus, apricus.com
Sunda, sundasolar.com
Vaughn Industries, vaughncorp.com/html/body_solar.html
SunMate Solar Panels, environmentalsolarsystems.com
SolarSheat, yoursolarhome.com
Kyocera, kyocerasolar.com
Wattsun Technologies, wattsun.com

Contact Info:

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silvercreekinstitute.org

Taste Again of the Good Life

Submitted by Judy Sandgren, Beards Resort

My husband and I wanted to attend our grandson's graduation in Minneapolis one day this summer so we called in a retired resorter to resort sit for us for the afternoon and evening.

Here is her account of her stay here:

2:10 p.m. Call, asking if I had a spot for RV's. 😊

2:15 p.m. A 5 year old boy came & made his ears and eyebrows roll. 😊 and then checked the ice cream.

2:30 p.m. A nice lady (from cabin) came in & treated kids to ice cream & pop treat. \$7.00 😊 She, got the Golden Nugget, so you know who.

2:34 p.m. The neighbor called, is still going to pick up paper, but she hasn't had a car. (Busy Me! Love it.) 😊

3:30 p.m. Paynesville press was delivered.

4:10 p.m. Willmar Tribune called to see if the papers were dropped off right this AM.

4:55 p.m. Resort owner called. 😊

5:20 p.m. I called Resort owner. 😊

5:25 p.m. I've worked so hard (visiting 😊) I treated myself to a Golden Nugget. 😊 What a life.

6:00 p.m. Checked out #1 shower curtain (Perfect!) I would put valance on window. 😊

6:50 p.m. Dad & the little boy (5 year's old) came in & played air hockey. I did hear the dad say they'd come back later. But, they're all gone fishing, after a supper of leftovers. What a typical resorting family. 😊 It brought back so many fond memories. Of course the beautiful day helped. I did read one and a half magazines and got half a letter written. But, I did what I miss & loved most about resorting. Is sitting in the sun, with my feet up and visiting. 😊

I needed a day like this. Thanks.

I bought the \$1.50 Dots love those, and liked running the cash register. 😊

7:30 p.m. Pretty quiet, so guess I'll close. Thanks again for letting me, get a taste again of the Good Life. 😊

Our thanks to Sandy Samuelson, retired resorter since 1994, for resort sitting for us!

Welcome
New CMR Members!

Thomas Posthumus & Diane Tuchtenhagen,
Lakeview Resort, Waterville

Jeff & Laura Starck,
Starck's Tamarack Lodge, Deer River

Robin & Scott Bunney,
Echo Trail Outfitting & Resorts, Ely

Dan & Sue Churchill, Owners,
Lodge of Whispering Pines, Ely

John Churchill, Manager,
Lodge of Whispering Pines, Ely

Bill & Theresa Garry,
Agate Lake Resort, Lake Shore

Jason & Audra Richardson,
Richardson's Shangri-La Resort, Orr

Larry & Debbie Overcash, Managers,
Shady Shore Resort, Hackensack

Wayne & Sue Wahlstrom,
Pine Grove Lodge, Max

Associate Member

Scott & Krista Daly,
Future Resort Owners, Springfield, NE

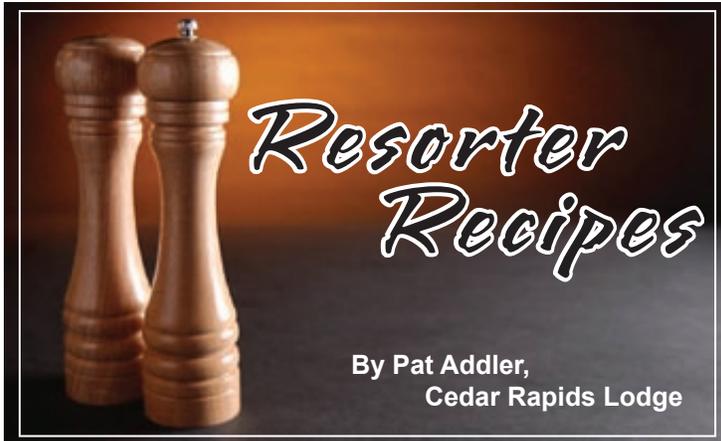


Join Our Yahoo Group!

Log on to the CMR sponsored YahooGroup and join over 200 other resorters helping each other with day-to-day resort questions and answers!

Send a BLANK (no text in the body) e-mail message to:
resorters-subscribe@yahoo.com

This Service is FREE!



CHICKEN TETRAZZINI

- 1 lb. spaghetti/fettuccini noodles
- 2 cans cream soup (1 chicken, 1 mushroom)
- ½ lb. Velveeta cheese, cubed
- 1 cup sour cream
- 1 lb. chicken, cooked & cubed
- 1 cup chicken broth
- 1 small can mushrooms
- Parmesan cheese



Cook noodles; drain. Mix remaining ingredients, except parmesan cheese. Heat ingredients until the Velveeta melts. Stir noodles into the sauce. Can be transferred to 9 x 13 pan and baked at 350* for 30 minutes. Sprinkle parmesan cheese on top before serving. This is a great potluck dish.

BREAKFAST CASSEROLE

- 2 cups frozen hash browns
- 2 lb. sausage, browned & drained
- 12 eggs, beaten
- 2 cans cream of mushroom soup
- 1 1/3 cup milk
- 2 cups cubed Velveeta cheese

Combine soup, milk, eggs and cheese. Mix with hash browns and sausage.

Bake in ungreased 9 x 13 pan at 350* for 30-40 minutes or until center is done. Serve with muffins & fresh fruit for a delicious brunch!



CHOCOLATE CHIP SNICKER BARS

- 1 roll refrigerated chocolate chip cookie dough
- 24 bite-size Snickers bars

Press cookie dough in the bottom of an ungreased 9 x 13 pan. Put Snicker bars on top, 4 across & 6 down. Bake at 350* for 15 minutes. Cut into 24 bars.

SOUR CREAM RAISIN BARS

- 1 cup butter or margarine
- 1 cup brown sugar
- 2 cups flour
- 2 cups oatmeal
- 1 tsp. baking powder
- 1 tsp. baking soda
- 1 tsp. salt

Mix these ingredients until crumbly. Reserve 2 cups and press the remaining crumbs into the bottom of a greased 9 x 13 pan. Bake crust for 15 minutes at 350*. Cool slightly.

FILLING

- 4 egg yolks
- 2 cups sour cream
- 1 1/2 cups raisins
- 1 cup sugar
- 1 Tbs. cornstarch

Cook filling ingredients until fairly thick-5 to 8 minutes. Pour over the bottom layer and crumble the 2 cups of reserved crust over the filling. Bake another 15 minutes at 350* and cool. Enjoy!

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Cut the Clutter

By Jennifer Bateman, Two Inlets Resort

In January, my New Year's resolution was to get rid of the clutter in my house. HA!

I have come to the conclusion that it is virtually impossible to de-clutter your house when you own a resort. Sure, you can always try, but what's the use?

For instance, going through your kitchen cupboards may produce a serving platter, a potato masher, a muffin tin and maybe a popcorn popper that you don't use any more. The problem is that when you look at these items you think, "I could probably use this in a cabin sometime" - you know, always have a spare on hand! I find that this happens with lamps, pillows, blankets, wall hangings, laundry baskets - you name it, it could probably be used at the resort sometime.

So consequently, my work spaces and basement living room turn into a storage shed for the spring, summer and fall. It's only when the cabins are empty that I can move out the stuff that I am "saving" for them "just in case," fill them up with this stuff for the winter, only to have to move it out again in the spring... and the cycle continues.

If I didn't own a resort, I'm convinced that my house would be clutter free



(typical excuse, but I swear it would at least be better). If I didn't own a resort, all of my unused stuff would go to the thrift store and that would be the end of it.

The funny thing is that all this "stuff" that I keep on hand for "just in case" something breaks or is lost or starts to look tacky, I never really seem to use! I can't remember the last time a guest broke a coffee maker carafe, but I have 6 on hand "just in case." I wouldn't want to be caught unprepared (sheesh). A pack rat once told me that if you haven't used something that you are saving, you just haven't saved it long enough!

My neighbor suggests that I build a storage shed for these extras. That sounds pretty dangerous to me. More room, more stuff - that's my trend. And remember, this stuff I'm storing isn't being used!

Can anybody else relate to this dilemma -- the old "keep for the resort or give away" decision? Sometimes it can be hard. I'm hoping that with a little more spare time on my hands this fall, I'll be able to be ruthless with my decision on what stuff really has to stay, and what can go. Wish me luck!



Call now for a FREE market evaluation



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Bird Migration Basics

By Judd Brink, Owner of MN Backyard Birds

Hello, CMR members, I wanted to thank you again for visiting MN Backyard Birds at last year's conference and our presentation this spring. The workshop suggested some new marketing ideas such as offering bird guiding packages and installing bird feeders to provide unique viewing opportunities and enhance your guests overall enjoyment at your resort.

Minnesota can offer many great birding opportunities all year long, but the fall and spring migration can be the most rewarding. Minnesota's geographic location is what makes it a very popular destination for birders and wildlife watchers. The state is located where three biomes or habitats meet: the northern boreal forest, the southern hardwood forests and the western prairies. These overlaying habitats create unique birding opportunities for viewing grassland, coniferous, and hardwood species all in one day. The north central part of the state has one of the highest breeding diversity of songbirds in the country!

The fall migration starts as early as August and continues through the end of November with the bulk of migration occurring in September. The first wave of migrants can be seen in August as shorebirds gather on mudflats and wetlands as they migrate from their breeding grounds in the northern tundra. Hawk Ridge in Duluth is the best and most well known fall migration hotspot in the Midwest. Hawk Ridge averages close to 100,000 raptors each year, with the fall being the most productive. Hawk Ridge is located in Duluth near Lake Superior. Raptors (hawks, owls, eagles, falcons) prefer not to fly over large bodies of water so they use the ridge and its thermals and updrafts to aide in their migration. Many of these birds travel thousands and thousands of miles as they

winter in southern US, Central America and South America.

Most of our backyard birds like Orioles, Rose-breasted Grosbeaks, Hummingbirds, Wrens, and Catbirds leave our yards in September. One of the last waves of migrants are waterfowl as they usually

stay until the lakes and rivers freeze over in November. Like at Hawk Ridge, observing large numbers of waterfowl can be a very exhilarating experience. Depending on the day and location, one can observe thousands of ducks on lakes, rivers or wetlands. Our state bird, the Common Loon, often gather in great masses on Mille Lacs Lake with numbers close to several hundred as they begin their migration to the west and east coasts of the US.



Fall Migrants - Orioles at jelly feeder.



Spring Migrants - Yellow Rumped Warblers.

Resorts that are located on or near large lakes, rivers and forested areas can take advantage of the migrations by providing viewing opportunities for their guests to enjoy. The best way to attract these busy birds en route is to supply food for them. Some people are afraid to do this, thinking the migrating birds and waterfowl may become dependent on that food

source which would interfere with their migration. This is not true as birds have an internal clock that tells them to move on. Many of you have walking or nature trails on your resort property; this is a great place to add bird feeding stations so guests can enjoy the waves of migrants as they move through the area. The resort office or store could have a white board available for guests to write down their sightings and observations from the feeders. This is a fun way to get people involved. A few resorts have started to list the birds seen at their resort on their home pages. Kim Bowen of Crow Wing Crest Lodge has a very neat birding blog!

Bird feeding and watching has become the 2nd largest recreational hobby in the country. Minnesota has almost 2 million people who are interested in birding and wildlife watching! So consider creating new viewing opportunities and marketing to potential bird and wildlife watchers. To increase business during the shoulder seasons, promote birding activities relating to Minnesota's spring and fall migration.

Minnesota-Resorts.com

"MEMBERS ONLY" WEBSITE INFORMATION

Resort Members:

❖ PLEASE login and update your resort information. Follow the instructions and add a photo to your listing. Remember to Click "SAVE PROFILE" before you exit.

❖ Visit our new Vendor page. It has a new look and new features. Associates now offer deals/specials to our members.

❖ Go to the Media page and link the CMR to your website. This will help with search engine positioning. Your customers are looking, so be up to date.

Associate Members:

❖ PLEASE login and update.

❖ You can update your company information, display your products, add a photo, link the CMR to your website, and offer specials to the members.

All Members:

❖ Check in frequently- Day on the Hill, Spring Workshop, Fall Resort Tour, and Fall Conference information will be updated as it is available.

For assistance or login instructions feel free to contact
Tim Aarsvold at 320-763-3200 or TJA@GenevaBeachResort.com

CMR Efforts to Help Resorters Pay Off!

By Sherry & Jack Frost, Joe's Lodge

Rebuild in the shore impact zone? YAHOO! That was our response in 2007 when the legislature passed CMR's bill to allow resorts to rebuild and maintain cabins in the shore impact zone. After previously tearing down and replacing the majority of our cabins, we were in the process



Tearing down the old cabins.

of redoing the final cabins in the shore impact zone. It may seem that a cabin should be new when you completely gut it out and remodel. But in reality, it's still an old cabin with new insides. Also, the cost of new compared to total remodel is not all that much different. We quickly amended our plans for the final four cabins and were approved one year ago.

The permit and approval process was not always easy. It did help that our township already had updated our density and impervious surface calculations. But since this was new legislation, our township and county wanted to make sure that all the t's were crossed and i's were dotted. We were able to take the footprint of the cabin and then add additional square footage to make the bedroom space meet health department regulations. Because of varying bedroom sizes, it changed each cabin's size accordingly. We couldn't use the same plan for each one or two bedroom cabin. The decks remained the same size and the cabins could not be built any closer to the lakeshore. While it wasn't required, we did pull them back as much as infrastructure allowed. It's actually rather nice to be back a little bit to make the shoreline feel like it belongs to all of our guests rather than just to those closest to the water.

The main issue we encountered was the height of the cabins. The new law doesn't prohibit a taller structure - but does prohibit additional living space not needed to meet code compliance. We weren't asking to add a second story or more living space, but the original cabins were only 13-15 feet high. We wanted to put our utilities in a loft in order use all the available floor space. The old cabins didn't have central heat or air conditioning. We had to show that the original height and 3-12 pitch roof would not allow us to meet today's building standards. The living/kitchen areas now have high vaulted ceilings with wonderful trapezoid windows facing lakeside. The lofted utility area is above the bedrooms and baths to the rear of the cabins. This openness created a much larger feel to these still smaller compact cabins. Access to the utility area is by ladder, and we built a small knee wall to keep our guests from being tempted by the loft.

The guests' reaction? They love it. The large windows bring the outside in. Not only do you see the tree trunks but now see the upper branches as well. We replaced the wood fireplaces with gas-logs and added dishwashers and central air conditioning. Guests sometimes say they don't need these things, but they sure don't complain when they have them! New cabins are much easier to clean too. I will say, however, that we are glad we retained two of the original remodeled cabins. There are guests that want the snugly old log cabin feel, but even they don't miss the cement showers. The new cabins are decorated in a Northwoods theme and have tongue and groove vaulted ceilings and wainscoting.

These cabins have always had a strong following and are usually the first ones rented. While it's hard to justify replacing what always sells, these cabins needed total attention. The new buildings justify higher prices. People are willing to pay for amenities and will return when the product meets their expectations. Our sales have maintained a steady increase over the years. This shows our plan must be working.

We set up a long term plan our second year of resorting and have chipped away at it ever since. Sometimes necessity changes the order of things, but the plan has kept us focused and in agreement on what should occur next. We may owe more now than when we bought the resort, but if we hadn't updated and reinvested in our business, we very easily could have become one of the statistics of the disappearing resorts. We feel strongly that resorts need to be proactive in order to remain viable businesses. Thanks to our legislators for understanding the resort business and its impact on our economy. We'd welcome any visits to the resort to see these new additions.



Above: Outside view of new cabin.

Inset: Inside of new cabins feels much larger.



EDITORS NOTE:
To view the new law, follow the link to Senate File 961, Chapter 92

<https://www.revisor.leg.state.mn.us/bin/bldbill.php?bill=S0961.3.html&session=ls85>



Legislative News

Seems Like These Elections Come Around Every Couple Years!

By Joel Carlson, CMR Lobbyist

Another election? Didn't we just give out the CMR Election Pool winner a couple months ago and start up a legislative session with a new House Speaker? Time must be moving a little too swiftly for me - because we are now right in the middle of another election that will change the legislature for us once again. What!!! How did that happen?

My kids are going to college, and I think they're still wearing Teenage Mutant Ninja Turtle underwear. I was planning to fish more this summer - it's already Thanksgiving. I was in a store today that had Christmas toys on the shelves - they blew completely past Halloween, another early appearing sign of life going along way too fast.

And, if I want to get depressed about life moving too fast, I only need to get in my car and drive to the office. Time is moving so slowly on the metro freeways that you can literally see your life passing in front of you... one car at a time. Two hours to get home tonight... Ugh!!! Imagine taking two hours to drive from Park Rapids to Walker - it never takes that long, never! Not even during Woodtick Days in Akeley (unless, of course, you stop at the temporary tattoo parlor).

Minnesota's nation leading turnout may well reach 90 percent.

received a party's nomination, first time a candidate has refused public financing of a Presidential election, and the list goes on and on. This is truly a moment in U.S. politics, and it's so close in the Electoral College that it will go down to the wire.

Over 40 million people watched Obama's speech...

...a huge number that puts American Idol to shame (it needs it).

Over 40 million people watched Obama's speech accepting the Democratic nomination, a huge number that puts American Idol to shame (it needs it). Not to be outdone, 39 million tuned in to see Sarah Palin address the nation as the first Republican woman to accept the party's blessing. These are unbelievable numbers and show the great interest that Americans are showing in the 2008 contest. Voter turnout across the nation is expected to exceed over 65 percent, and Minnesota's nation-leading turnout may well reach 90 percent. Regardless of the outcome, these are very positive signs for citizen participation and interest in Government.

U. S. Senate

The primary election has now narrowed the field to three major party candidates to duke it out for the seat currently being held by U.S. Senator Norm Coleman. While Coleman faced only token opposition in the primary for a second term, DFL endorsed candidate Al Franken found surprisingly stiff competition from an underfunded challenge waged by attorney Priscilla Lord Ferris.

There is really only one way to explain how Ferris received over 30 percent of the vote against Franken (who has campaigned for two years, spent millions of dollars). Many DFLers are not in tune with Franken, and his numbers will reflect that in November. Independence Party candidate Dean Barkley will possibly garner 10 percent of the vote, not enough to play spoiler to Coleman's second term.

Minnesota House of Representative

The active races for seats in the Minnesota House of Representatives will set the tone for the 2009 legislative session. DFLers, who currently enjoy a 85-49 vote majority, are hoping that an Obama landslide in Minnesota could bring them 5 more seats in the House, assuring a veto proof control of the legislature. Minority Republicans hope to stem their 2006 loses and even gain enough seats back to retake control of the House.

There are several factors working against the minority Republicans, including a major rift remaining from the override of Governor Pawlenty's veto of the gas tax increase. Of the six Republicans that voted against the party, three are now officially leaving office (two by choice, one by the primary election). Two are running without the blessings of their local party, while just one of the six remains in good standing locally. This division has hindered candidate recruitment for the minority and required spending scarce campaign dollars fighting in these mostly safe Republican seats.

The primary election found only one DFL incumbent losing a seat,

There are several factors working against the minority Republicans, including a major rift remaining from the override of Governor Pawlenty's veto of the gas tax increase.

Minneapolis Rep. Willie Domengizes. All of the other 10 DFL incumbents facing extension in the primary survived, including long-time Minneapolis DFLer Phyllis Kahn. The stable crop of incumbents is also a factor working against the minority.

Still, unless Sen. Obama scores an unbelievable landslide in Minnesota, it's hard to imagine DFLers running the table and gaining 5 or more seats. I think a majority similar to what we face now is the safest bet, leaving many of the key players in place for CMR during 2009.

I think a majority similar to what we face now is the safest bet, leaving many of the key players in place for CMR during 2009.

I make a biannual habit of encouraging CMR members to get out to meet their local legislative candidates, and this year is no different. It is so helpful to our legislative efforts when legislators know their constituents and the concerns they face, that we have to take the time to connect with them beyond our Day on the Hill. Please take a moment to get to know your local legislators - invite them for a resort tour, go to a candidates forum, or send them a note about issues important to resorting. You'll be amazed at the responses and the long-term benefit CMR will get from your efforts.

Vacation Rental Lodging Study

By Mark Novotny

Many resorts, local governments, and communities have voiced concerns about the growing issue of vacation home rental. Concerns ranging from consumer safety, public health, proper zoning, taxes, and a level playing field for lodging facilities have all been raised over the past couple of years. As CMR legislative chair, I heard about the private home rentals from many people. Our legislative committee decided to take a thoughtful approach to the problem: research first, regulate (if needed) later.

CMR developed legislation that would require the Explore Minnesota Tourism Council (EMT) to conduct a study of vacation rental lodging, and report back to the Legislature any recommendations it may develop based upon their findings. The legislation passed and was signed by Governor Pawlenty as Chapter number 292 (See Editors note below).

EMT held its first meeting in July and has a number of meetings planned before session begins in January 2009. Many people showed up to discuss the issue at the first meeting, but I was the only resort owner at the table. In addition to resorts, the study group includes the seasonal cabin owners, local governments, the Minnesota Departments of Revenue and Health, the University of Minnesota Tourism Center, and others.

The first meeting focused on potential outcomes for the study, issues to explore, resources that can provide assistance to the study group and a timeline. We discussed what we wanted to accomplish with the study. A final report will be written by EMT to indicate the magnitude of the problem and provide suggestions for legislative or regulatory changes. The report is due to the Legislature by Jan. 15, 2009.

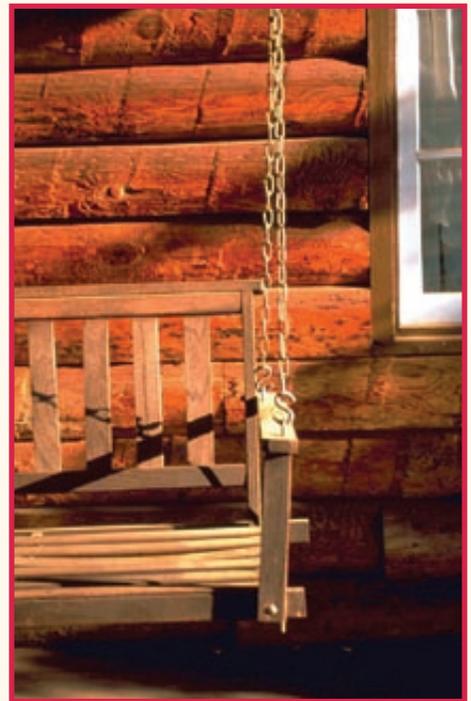
As the group seeks to define the issue and what should and should not be considered vacation rental lodging, we hope to look at models in place in other states and communities. For example, Stearns County recently enacted an ordinance to regulate the use of private homes as vacation rentals. Other regulations are also available for us to

use as guidelines. EMT will be working on a suggested definition based upon all the terms, issues and conditions that were discussed during the meeting, as well as other models.

At future meetings, several participants in the group will be adding their thoughts on the definition including the Departments of Health and Revenue. How taxes are collected (if at all, and how much), licensing and inspection of lodging facilities, consumer protections for fire safety and other issues, and where vacation rental property should be located are all intended to be part of the definition and final report. The group will not be looking solely at lake cabins; metro condos, hunting cabins for rent and others will also be reviewed.

There was a lot of good discussion and, I think, that we will be making a lot of progress. You sure can find private cabins for rent - there are 24 websites just in the first two pages of a Google search for vacation rentals! We know the issue is out there, and CMR is being proactive to help keep the lodging playing field level and viable for everyone.

EDITORS NOTE: You can view the vacation rental home study legislation at: SF 3158, Chapter 292 <https://www.revisor.leg.state.mn.us/bin/bldbill.php?bill=S3158.1.html&session=1s85>



2009 Congress of Minnesota Resorts Day on the Hill!

The 2009 CMR Day on the Hill dates will be set at the Fall Conference (Sometime in Mid-February, 2009) AND WE NEED YOU THERE!!! Here is a partial list of items that we think will be on the agenda for Day on the Hill 2009.

1. The Vacation Rental Home Study will be completed by Jan. 15, 2009. We will want to move forward with the information found in the study.
2. Restricted plumbing licenses will be discussed. We are working to finalize a proposal to bring to the Legislature.
3. Post Labor Day School Start is always an issue. We need to be diligent to keep this victory in place.

The CMR legislative committee needs your thoughts about new legislation to promote, and needs you to come to St. Paul to have your voice heard. If you have any thoughts or suggestions for CMR Day on the Hill, please contact Mark Novotny, Hyde-A-Way Bay Resort, 3489 Ford Dr. NW, Hackensack, MN 56452, 218-675-6683 or hydeawaybay@tds.net.

Watch your e-mails for legislative news, Day on the Hill information and schedules.



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Who is eligible to receive a scholarship?

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

NOTE: There are no requirements regarding the course of study a student intends to pursue.

To obtain an information packet contact the Congress of Minnesota Resorts office at cmr@minnesota-resorts.com or 1-888-761-4245. You can also print a form from the CMR website, minnesota-resorts.com.

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