

WINTER
TIPS

Minnesota Resorters

Resorters Helping Resorters



Winter 2007 Vol. 23 No. 1

EDUCATION

Dana & Cindy Pitt
2006 Resorters of the Year

MARKETING

Getting Green

LEGISLATIVE

Day on the Hill!
Feb. 20-21



A PUBLICATION OF THE CONGRESS OF MINNESOTA RESORTS

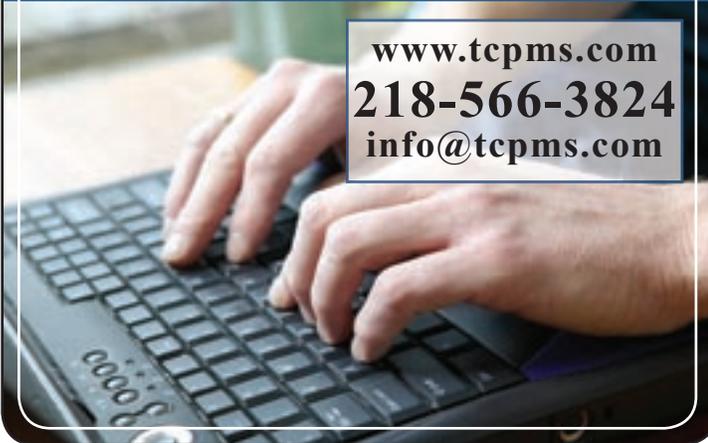
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Minnesota Resorter

Resorters Helping Resorters



A Congress of Minnesota Resorts Publication

Winter 2007

(Vol. 23 No. 1)

CONGRESS OF MINNESOTA RESORTS OFFICERS

PRESIDENT

Jennifer Bateman
218-732-5434
vacation@twoinlets.com

VICE PRESIDENT

Dana Pitt
218-547-1464
vacation@baileysresort.com

OFFICE MANAGER

Vicky Krattenmaker
888-761-4245 (Office)
cmroffice@tds.net
cmr@minnesota-resorts.com

SECRETARY

Mark Novotny
218-675-6683
hideawaybay@tds.net

TREASURER

Tim Aarsvold
320-763-3200
tja@genevabeachresort.com

CMR LOBBYIST

Joel Carlson
651-223-2868
jdcresearch@aol.com

MINNESOTA RESORTER MAGAZINE

EDITOR

Sue Paradeis
218-232-0255
vacation@shingwako.com

ADVERTISING

Terry Holm
218-851-6933
hans-terholm@clearwire.net

BOARD MEMBERS

Darvin & Susan Ferguson
Tam Mahaffey
Kim Bowen
Harlan & Heidi Schauer
Dana & Cindy Pitt
Mark & Beth Novotny
Tim Aarsvold
Jason & Timberly Christiansen
Tom & Jeanne Pingel

EDUCATION

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About the Cover

Photo submitted by Mike Kinsella, Border View Lodge.

"We were fishing about 20 miles from the resort, on some reefs near Bridges Island. It was a perfect day, lots of laughs, a hot dog roast and plenty of fish. We provide guided snowmobile trips from our lodge. This trip happened to be friends and family. Lisa and I bought Border View Lodge from her parents, Mike and Connie Trueman (pictured), and it has now been in the family for over 25 years."

The Minnesota Resorter is a quarterly publication of the Congress of Minnesota Resorts. The opinions expressed in the articles printed here-in 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 Jennifer Bateman
Congress of Minnesota Resorts

I'm pleased to announce that the Congress of Minnesota Resorts has elected me to be your president for another year! This will be my third year as your president. My first term was back in 2001-2002, and I served as president last year. I thought about changing my picture that goes with this letter, thinking perhaps you are all getting tired of looking at it. But after studying the picture and seeing that I was having a really good hair day the day it was taken, I've decided not to change it! Okay, now let's get down to business.

Our Fall Conference in Ely was another smashing success. Over the ten years that I have been attending, there have never been two that were alike. This year, one very unique event was our drumming circle! All attendants were invited. Have you ever heard of one? Kim and John Bowen from Crow Wing Crest Resort do one every week with their guests, and very generously brought all their drums and percussion instruments so that we could hold a drumming circle. Most of us got going with a little trepidation. But once "the spirit filled us" we were making quite a racket! We found that with a little creativity, some resorters could play three instruments at once! It was a hoot, and certainly an out of the box activity for guests. It's just another example of how the CMR exposes its members to new ideas. Be sure to read the complete recap of the conference in this issue, and plan to attend next year.

The activities at the Fall Conference include the recruitment of new members for the CMR board and the election of officers. This year we welcomed Tom and Jeanne Pingel from Thunder Lake Lodge in Remer, Timberly and Jason Christiansen from Finn-N-Feather Resort in Bemidji and Tim Aarsvold from Geneva Beach Resort & Marina in Alexandria as new board members. We elected Dana Pitt as vice-president, Mark Novotny as secretary and Tim Aarsvold as treasurer. Outgoing board members include Brian and Heather Sams, Sherm Anderson, Jack and Sherry Frost, Pat and Tom Ossell, Kerri and Jim Ball, Preston Turner, Karen Kaehler and Ed Becker. They all deserve a big "thank you" for all their dedication and hard work during their board terms. We're all better off for their efforts.

I received my proposed property tax statement in November and saw another decrease from last year. I hope that all of you did, too. This relief alone is well worth supporting the CMR through yearly membership dues. If you're not a member, please join. You can join any time of the year, not just at the usual renewal time in August. Another way to support our legislative efforts is to simply send a legislative donation of any amount to the CMR office. All donations are welcome.

This month I will be representing the CMR at the Explore Minnesota Tourism Conference. I would encourage all of our members to attend, if at all possible. It's just another opportunity to learn about tourism in Minnesota.

Your newly elected board members have jumped right into the action and bring many talents with them. Combining this with the experience of the existing board, we continue to be hard at work on marketing your properties to potential guests, working with our lobbyist to make the resorters' concerns and needs known to our legislators, and creating educational opportunities so you can learn more about resorting.

I am dedicated to this organization and its members, and I think I know why. My husband and I got involved in the CMR the very first year we bought our resort. After meeting just a few resort members and volunteering for a few committees, I quickly realized that the CMR members were essentially the coworkers I needed. We all had them in our previous careers. Coworkers are important as sounding boards. Most often, the best ideas don't come just from one person alone. I am going to strongly encourage this year's board to reach out to members at large to serve on committees and provide input and opinions. If you get a call, please say you'll help. You'll be saying "yes" to some fun (first and foremost), "yes" to some work for a good cause that directly affects you, and you'll be saying "yes" to the opportunity to meet your coworkers. Let's get busy!



Editor's Note: We just couldn't resist sharing this photo of CMR President, Jennifer Bateman having so much fun and taking advantage of the wonderful tourist opportunities our state has to offer.

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2006 CMR Fall Conference Recap

By Kim Bowen, Crow Wing Crest Lodge

Hosted by Grand Ely Lodge in Ely, this year's Fall Conference was as fun and educational as ever!! What a quaint, well-kept community Ely, Minnesota is - and even the mayor warmly welcomed us by stopping in to say "hi" to our group. How gracious! Grand Ely Lodge has been recently refurbished with "Northwoods" decor and furnishings (I noted a few tips for my own cabins) and the staff couldn't have been friendlier or more helpful!!! The space for the vendor show was a little cozier this year. I had a great time chatting with established faces and placing orders, while meeting a whole new set of faces (including a realtor who also plays the bagpipes on the side, what a hoot! Guess who's gonna get an earful next summer after I connect him up with some of my Mc-Scottish reunion guests?) I even won a big gazillion watt flashlight as a door prize during the exhibitor show - how generous of all the vendors to donate these great gifts and to help sponsor our conference!

A big THANK YOU goes out to all the speakers for imparting some of their wisdom with us!

We all learned about our brand new "user-friendly" Congress of Minnesota Resorters website, www.minnesota-resorts.com, from Brandon Knowles of Faster Solutions. For the computer illiterate among us, he walked us through getting our resort listing up and running and showed us how to use it fully to market our resort. What a great tool and member benefit to help us be more successful! Thanks for being so approachable to all our previous suggestions, Brandon! I especially love the "Education Materials" section for CMR member access that will soon have resort forms we can trade or copy amongst ourselves, namely Guest Waiver Liability forms.

Most of us will be having our guests sign Liability Waivers next season after "having our eyes opened when Paul Jenson, Attorney at Law, and Cindy Cock, CPA, presented "Restructuring Your Resort to Reduce Risk". They also spoke about the pros and cons of setting up our business under various entities:

i.e. L.L.C., corporation, sole proprietorship, partnership, etc. In our modern litigious society, this topic generated lots of interest as we business owners tend to want to

learn anything we can on how to better protect our pants from being sued, thank-you-very-much.

Poachers Caught! , author, Tom Chapin, was a big hit as our after-dinner speaker this year. With funny and shocking stories, he taught us how damaging those unlawful 1% of fishermen/hunters can be to our natural resources and ultimately our resort business. Tom enrolled us resorters into developing stronger ties to our local DNR



and Game officers. As we're on the front lines so-to-speak, and with limited government resources available to help stop fish and game poachers, we learned how important a link we can be in assisting better stewardship of our unique Minnesota attraction: of our lakes and forests.

Congratulations to the 2006 Resorters of the Year, Dana & Cindy Pitt of Bailey's Resort in Walker! You deserve it and thank you for all you do to help this organization and your fellow colleagues!



I personally got a ton of ideas

Cass Lake Lodge won the Conference grand prize, a framed Terry Redlin print.

from "Storm Water Management", thanks to Mary Blickenderfer, an educator from the University of MN Extension, who outlined erosion issues from rain water run-off. Have a chronically boggy or swampy area at your resort? Make a butterfly garden out of it. Hide unsightly propane tanks and septic pipes with native plants and flower beds. Got a driveway area that washes out after a hard rain? Or an undercut boat ramp? Ice ridges at the shoreline? Mary had all kinds of creative strategies and plans to deal properly with protecting our lake and lands. I pretty much checked off in my head every problem she mentioned as something my resort could improve upon. I have asked her to create a "Mary's Top Ten List of Best Native Plants to Use on Your Lakeshore" and maybe a list of her other favorites for specific applications. We will be posting those, plus her resource list (links to rain garden "how-to" sites, where to get native plants in your area, how to assess erosion issues on your property, and possible suggestions from fellow resorters on boat ramp fix-its, etc.) on the new CMR website in the member access area. Look for it soon!

Many thanks to Geoff Sass for his "outside the box" creative marketing presentation (great innovative ideas!). Thanks to Explore Minnesota Tourism's Dave Bergman and director John Edman for stopping by to update us on state level industry issues (you guys are great!). Thanks to all the resorters who took part in the Alternative Profit Center Panels. I can't speak for the men's session, but the women's merchandizing/indoor profit center discussion gave me some great connections and food for thought. Thanks, Sherri Frost of Joe's Lodge and Pat Addler of Cedar Rapids Lodge, for your wonderful handouts and list of resources! Resorters helping resorters - it's a good thing!

Our very own CMR lobbyist, Joel Carlson, was as articulate and informative as always this year while explaining the legislative issues our group is promoting. As our conference was held pre-election, we all had some fun with "Joel's Election Pool" game predicting the outcome. See page 21 for the winner! If you've never joined our group for this event, PLEASE consider putting it on your calendar - it's incredibly educational and not intimidating in the least (as

I once feared!). Just in the past four years, our highly respected lobbyist and some of our fellow Congress of Minnesota Resorters have successfully lobbied legislators to pass bills giving Mom & Pop resorts in Minnesota substantial property tax breaks (our resort has gained from two!) and successfully testified/lobbied to pass the Post Labor Day School Start law (our resort bookings during Labor Day week improved greatly this year thanks to that bill!). We'd love to see you on the bus with us in February as we cracker-barrel our way to the capital. You won't regret it, it's a blast! After running around in orange life vests and carrying ridiculously large bobbers the past couple of years, we're positive the legislators are looking forward to what us crazy resorters will come up with next to help 'em take notice of us and our issues!

Our own CMR member, Brian Sams of Country View Resort, wrapped up the conference with a dynamic presentation on "Goal Setting." I am convinced that about 90% of us drove home from the conference avidly scribbling down answers to his homework suggestions. What a relevant and "hands-on" topic directly affecting me and my business! Thanks for really tailoring it to resorting and sharing personal examples, Brian! There were many, many comments on the conference feedback forms protesting about how we needed lots more time devoted to this presentation. (Maybe a School of Resorting Workshop could be something we could talk you into, Mr. Sams? *hint, hint*)

If you've never been to a CMR Fall Conference, not only are you missing out on educational opportunities to help you run a more successful resort, you are missing out on some major fun!

- Where else can you compete in a friendly but furious fashion against your fellow resorters for Silent Auction items? We raised over \$2,000 for the CMR Legislative Fund this year - thanks to everyone who donated items and to all winning bidders!



- Where else can you puke-your-guts-out laughing at the silly antics your poor colleagues get dragged into by local entertainers Tina & Lena? Comic relief after a busy resort season is a much needed outlet.

- Where else can you beat the bajeezus out of a big, booming buffalo drum releasing pent-up energy, connect with your friends in a group rhythm and learn about another resort's activity all at the same time? Yep, believe it. We had a very collaborative drum circle. Our hotel hosts graciously set us up for a memorable 30 minutes of drumming. All present experienced a new and fun activity for their resorts. Hmmmmm, I am envisioning some interesting School of Resorting classes, here. Okay, I confess! The drums and rattles were mine, but I was PROUD! Proud, I tell ya, to know I had somethin' to do with allowing some of my colleagues the opportunity to have a good time!

I am currently thinking on a new activity for the next conference to get our group relaxed after a long day of intense conference concentration. Any ideas? What fun activity does your resort do?



Hey! Life's not a spectator sport - it's a heckuva lot more fun as a participant! Come join the fun, the camaraderie and the educational opportunities at the next CMR Fall Conference. We even have it scheduled, so get out your red pen and your new 2007 calendar. Mark out the dates of October 28 - 30, 2007 (Sun-Tues) at Breezy Point Resort in Breezy Point. I, for

one, can hardly wait for next year's adventure and am looking forward to welcoming new members into our resorting family. See you then!

Congratulations to the newly elected members of the 2006-2007 Congress of Minnesota Resorts Board of Directors!

Tim Aarsvold, Geneva Beach Resort, Alexandria
Jason & Timberly Christiansen, Finn-N-Feather Resort, Bemidji
Tom & Jeanne Pingel, Thunder Lake Lodge, Remer.

Many thanks to the following outgoing board members that have given many volunteer hours of service for the Congress of Minnesota Resorts:

Sherm & Mary Anderson, Anderson's Starlight Bay, Nevis
 Preston & Penny Turner, Big Timber Lodge, Nevis
 Brian & Heather Sams, Country View Resort, Cushing
 Jack & Sherry Frost, Joe's Lodge, Bemidji
 Karen Kaehler, Pinedale Resort, Longville
 Tom & Pat Ossell, Northern Lights Resort & Outfitting, Ray
 Jim & Kerri Ball, Cass Lake Lodge, Cass Lake
 Ed & Sara Becker, In-We-Go Resort

The CMR Board of Directors are resort owners just like you. They help keep your organization a strong influence in the tourism industry of Minnesota by serving on committees in the areas of Education,

Marketing and Legislation. Please consider serving on the board in the future. Elections are held during the Annual Meeting at the CMR Fall Conference.



Ice, Ice, Baby

By Tim Smalley – MN DNR Boat & Water Safety
tim.smalley@dnr.state.mn.us

Winter activities on Minnesota's frozen lakes are becoming more and more popular. What with modern insulating clothing, portable fish houses, electronics, great fishing opportunities, and safe, reliable snowmobiles, more people are on the ice than ever before. There is no reason that ice-based activities can't be enjoyed safely as long as a few simple rules are followed.

When talking to someone about ice, the first thing to keep in mind is that ice is seldom a consistent thickness over the whole body of water. It can be a foot thick in one area and only an inch thick, just a few yards away. You can find a bad spot on just about any frozen lake even during the coldest of winters. It could be where a culvert or a stream exits or enters the lake. Sometimes even the gasses bubbling from rotting vegetation or a large school of rough fish spawning can cause the ice to thin out.

The thicker ice is, the slower freezing happens due to its own insulating properties. At 20 degrees F, it takes less than a day for the ice to freeze from 1" thick to 3" thick. But it takes almost four days to freeze from 9" to 11" at the same temperature. Add the insulating effect of a snow blanket to the mix and things can really slow down.

With a heavy blanket of snow, all that weight pressing down causes the ice to "dish" or flex downward. Water, seeking its own level, seeps up through cracks in the ice. This floods the surface and creates that annoying layer of slush that bogs down snowmobiles and creates all kinds of problems.

We have a set of minimum ice thicknesses for new clear ice to help people determine if it is ok to go out. We say "new clear" ice because new ice is stronger than milky white ice. We recommend a minimum of four inches for walking and small group activities like fishing, cross country skiing, skating and so on. True, slightly thinner ice will



This sign is erected near many aeration systems, culverts and other thin ice areas. Its diamond shape signifies danger. (Photo by Tim Smalley)

support the weight of a single person, but then there is no added "insurance" for when you find that spot where there is a current, rotting vegetation or when lady luck just packs up and moves to her condo in Sarasota for the winter.



Telltale tire tracks with a hole in the ice tells the story. Luckily, the driver and passenger escaped before the vehicle sank. (MN DNR photo)

Ice Safety Tips

Here are a few ice safety tips that winter sports enthusiasts should keep in mind before venturing out on a frozen lake or pond. Remember the thicknesses below are merely guidelines for new clear solid ice, and that many factors other than thickness can cause ice to be unsafe.

4" of new clear ice is the minimum thickness for travel on foot.

5" is minimum for snowmobiles and ATVs.

8" - 12" for cars or small trucks.

Even if the ice seems to be thick enough, there are other factors such as currents, wind, water chemistry and wildlife that can affect the relative safeness of ice.

Check for known thin ice areas with a local resort or bait shop. Test the thickness yourself using an ice chisel, ice auger or even a cordless 1/4 inch drill with a long bit.

Refrain from driving on ice whenever possible. If you must drive a vehicle, be prepared to leave it in a hurry - keep windows down, unbuckle your seat belt and have a simple emergency plan of action you have discussed with your passengers.

Stay away from alcoholic beverages. Even "just a couple of beers" are enough to cause a careless error in judgment that could cost you your life. And contrary to common belief, alcohol actually makes you colder rather than warming you up.

Don't "overdrive" your snowmobile's headlight. At even 30 miles per hour, it can take a much longer distance to stop on ice than your headlight shines. Many fatal snowmobile through-the-ice accidents occur because the machine was traveling too fast for the operator to stop when the headlamp illuminated the hole in the ice.

Wear a life vest under your winter gear or one of the new flotation snowmobile suits. And it's a good idea to carry a pair of ice picks that may be home made or purchased from most well stocked sporting goods stores that cater to winter anglers. It's amazing how difficult it can be to pull yourself back onto the surface of unbroken but wet and slippery ice while wearing a snowmobile suit weighted down with 60 lbs of water. The ice picks really help pulling yourself back onto solid ice. CAUTION: Do NOT wear a flotation device when traveling across the ice in an enclosed vehicle!

What should you do if a companion falls through thin ice?

1. Keep calm and think out a solution.
2. Don't run up to the hole. You'll probably break through and then there will be two victims.
3. Use some item on shore to throw or extend to the victim to pull them out of the water such as jumper cables or skis, or push a boat ahead of you.
4. If you can't rescue the victim immediately, call 911. It's amazing how many people carry cell phones.
5. Get medical assistance for the victim. People who are subjected to cold water immersion but seem fine after being rescued can suffer a potentially fatal condition called "after drop" that may occur when cold blood that is pooled in the body's extremities starts to circulate again as the victim starts to re-warm.



Two short lengths of wooden dowel with nails sharpened on each and joined together with a length of strong cord can be easily carried in your pocket. In case of emergency, and while kicking, drive the nails into the ice and pull yourself to safety. (Photo by Tim Smalley)

What if YOU fall in?

1. Try not to panic. Instead, remain calm and turn toward the direction you came from. Place your hands and arms on the unbroken surface of the ice (here's where the ice picks come in handy.) Work forward on the ice by kicking your feet. If the ice breaks, maintain your position and slide forward again. Once you are lying on the ice, don't stand. Instead, roll away from the hole. That spreads out your weight until you are on solid ice. This sounds much easier than it really is to do.
2. The best advice is don't put yourself into needless danger by venturing out too soon or too late in the season. No angler, no matter how much of a fishing enthusiast, would want to die for a crappie.

For more information on ice safety contact the MN DNR and ask for our free ice safety publications which include the brochures, "Danger, Thin Ice" and "Hypothermia the Cold Facts" and the wallet-sized reference card and 11X14 posters titled, "Minimum Recommended Ice Thicknesses". Twin Cities Metro 651-296-6157 or toll free outside the metro area 1-888-646-6367 or email info@dnr.state.mn.us. There is more ice safety information on the DNR's web site: www.dnr.state.mn.us.



FIRST AID TIPS for FROSTBITE

By Tam Mahaffey, Lost Acres Resort

As winter approaches, the need for winter first aid tips becomes more pressing. Resorts that are open for ice fishermen and snowmobilers may need to be prepared for winter emergencies. The most common winter emergency in our Minnesota environment is frostbite.

If frostbite is mild, there is no tissue loss, but if frostbite is severe, tissue loss will occur. There are three levels of severity of frostbite: first-degree, second-degree, and third-degree. The signs of first-degree frostbite include numbness, redness of the skin, a white or yellow patch, swelling, and occasional mottling of the skin. In second-degree frostbite, superficial blisters with clear or milky fluid appear. There will also be swelling and redness surrounding the blisters. Third-degree frostbite is an injury that extends through the skin into the muscle and beyond.

The treatment for all degrees of frostbite is rapid re-warming. It is essential that before rapid re-warming is attempted that it is possible to keep the tissue warm enough to avoid re-freezing. Rapid re-warming can be done by gently immersing the affected area in water that is warmed to 40-42 degrees C which is 104-108 degrees F. Re-warming should occur until the skin is slightly red at the most distant parts of the frostbitten extremity. The injured extremity can be moved but should not be massaged as this can cause further tissue damage. Re-warming should not be attempted using the warmth from a campfire or exhaust from a car heater or tailpipe. Again, it is essential after re-warming to keep the person warm and do not allow the tissues to re-freeze. It is best not to attempt re-warming while transporting a victim of frostbite. If a victim can be transported for medical attention within two hours of getting frostbite, then it is advisable to pad all affected areas as much as possible for transport and do the re-warming process once transport is completed.

If sterile pads are available, like from a first aid kit, all blistered areas should be padded. Blisters should never be ruptured but if they rupture spontaneously, then antibiotic ointment should be applied. If the fingers or toes are blistered, they should be padded with a soft cloth or sterile pad. Elevate the affected frostbitten area, and give ibuprofen 400mg every 12 hours if you have it.

To prevent frostbite when out in Minnesota winter weather, wear non-constricting clothing and footwear. Footwear should be kept dry and wrinkles in the socks should be avoided. Mittens are preferable to gloves. Always carry extra clothing, socks and shoes. Stay well hydrated but avoid alcohol and smoking. By maintaining a dry, warm environment and being prepared, frostbite can be avoided.



CMR Fall Resort Tour

By Tom & Brenda Masloski, Weslake Resort

This year's Fall Resort Tour was hosted by four resorts in Ottertail County. It was a great success with over 40 people attending. I find it very interesting to learn about the changes resort owners have made at their resorts and to hear about their future plans to improve. After being a part of this year's tour, we know we won't miss attending the next CMR Fall Resort Tour!

Here is some information that was shared about each resort we visited this year.

Sand Bay Resort



Owners: Wade and Hollie Mills, Cody, Jackie, Casey and Kyle

Resort Size: 13 Cabins (1, 2, 3, and 4 bedroom) with 350 ft. of lakeshore in City Limits of Battle Lake.

History of Resort: Our resort was established in 1883 and we are presently using a cabin which was built in 1895. We have many 50 year guests that tell us stories of how things were in the past. In the year 2008, we will celebrate the resort's 125th year anniversary. In the 5 years here, we have expanded our occupancy from 23 to 31 beds and almost tripled our gross sales. We think we have a story to tell on how to maintain a comfortable life style while owning, working and living on a resort in Minnesota. This is very important for the future of Minnesota resorts.

Our prior resort life: For 20 years, we raised our family of 3 boys on a farm in Southwest Iowa. For much of that time, we farmed 1,000 acres and raised 2,000 head of hogs. We always vacationed in the Perham area and decided that we wanted to run a resort instead of farming. We traded those sows and plows, for boats and lakefront. Loaded up our old Ford truck and here we are!

Future Plans for the Resort: Some recent health changes have forced us to sit down and realize that this resort is everything to us and our financial future. We have both reviewed our plans and made a commitment to the future of this resort. We plan on remodeling each cabin to bring them up to standards to our modern day vacation family. The five we have remodeled were chosen first because of their potential (and very good resulting) cash flow. All of the work, except

for the electric, is done by our family.

General Comments: We are dedicated to the resort business. Wade is going to be the 2007 acting President of the Otter Tail Country Tourism. Hollie spends many hours networking for the Otter Tail Country Tourism. Our sons are dedicated to working at the resort and other vacation jobs in the community. We feel we are blessed to be in the position we are in to be able to enjoy our work and the people who come to vacation at our resort. We feel we have the best guests that come to Minnesota.

Fisherman's Village Resort



Owners: Dave and Bev Thompson, starting our 17th year of ownership

Resort Information: We have 225 feet of shoreline with about a 220 feet deep lot and 11 buildings, 8 of which are cabins. There are two 1-bedroom, five 2-bedroom and one 4-bedroom units. We have a small store/office, play gym and beach. We feature newly remodeled cabins with knotty pine interiors, 3 have gas fireplaces, all have color cable TV, and air-conditioning. We went non-smoking in our units in 2002. In the fall of 2004, we underwent a shoreline restoration project with the DNR. This project involved removal of 150 ft of rock wall, 1700 yards of rubble was hauled away and 1800 yards of new soil was brought in. The shoreline was re-sloped. We planted 3000 new plants, 40 shrubs, and 12 trees. Part of the shoreline project that was not funded by the DNR was our new dock system. This only impacts a very small portion of the shoreline. The design provides boat slips for 7 resort watercraft on boat lifts and water toys plus 5 customer slips with electricity for battery charging.

History of Resort: The Resort was originally started in 1948 and opened for business in the spring of 1949. There have been approximately 6 prior owners. We purchased the resort in the fall of 1990. We invest approximately \$15 to \$20 thousand per year in improvements. All the units have been totally remodeled, some more than once, since we purchased the resort. In order to keep our guests in quality marine equipment, we constantly replace with new.

Prior to Resort Life: We are both from Cedar Rapids, Iowa. Dave was in Research and Development Engineering and Bev was a Production and Inventory Control Manager.

General Comments: We have been CMR members for 16 years. We

are currently a CMR Guest Approved Resort through 2007. We were CMR Resorters of the Year in 2003. Dave has been deeply involved in the resort industry preservation by being very active at the Minnesota State Capitol.

Weslake Resort



Owners: Tom and Brenda Masloski, Brandon, Carly, and Justin

Resort Size: 17 acres, 2500 ft lakeshore, 11 cabins (8 2-bdrm, 2 4-bdrm, 1 5-bdrm)

Resort Information: Weslake Resort was established in 1967/1968 as a Family owned retreat. In 1979, the owners started taking reservations and running the resort as Weslake Resort. Since then, the resort has been through 4 owners and is currently owned and operated by the Masloski Family. Tom, Brenda and family have a philosophy of making every vacation enjoyable for all families that come to the resort. We have only owned the resort for 2 years and have already added one new cabin this past spring and are hoping to add another new cabin next summer and one the following summer. We are open year round and offer a unique vacation in any season of the year. We do have guests that have been coming to the lake for 35 years and are still coming back again next year.

Prior to Resort Life: Prior to owning the resort, Tom, Brenda, and family resided in St. Michael, MN, where Tom was the Sr. Director of Human Resources for Select Comfort. Brenda was a stay home mom with her hands full with our three active children. Brenda also ran her own retail greenhouse in the spring of each year.

Future Resort Plans: Tom and Brenda hope to be in the resort business for many years to come. We are planning on building a new house/office for ourselves this winter with the idea that we will move the office into the lower level (walkout) of the house and convert our current house and the current office into a cabin. These changes should be complete by 2008. At some point, we will also be adding some seasonal campsites.

General Comments: The Masloski family is very interested in tourism in Minnesota and will continue to work as a family to promote tourism Minnesota and bring vacationers into the resort industry. We love meeting new people and being able to make new friends all the time.

Big McDonald Resort



Owners: Robin & Jerry Lowe

Resort Size: 22 acres, 575 ft lakeshore, 8 cabins (6 2-bdrm, 1 3-bdrm, 1 1-bdrm)

Resort Information: To the best of our knowledge, our resort was established around 1954. We purchased the resort in the fall of 1995, as the fourth owners, from Gary & Jan Mathias. They had owned it for 21 years and Jan's parents had owned it for the previous 11. Eric Jensen built the resort and ran it for approximately 9 years. We are just completing our 11th season here. Our twin daughters were 11 years old when we moved here. They have now graduated from college and are off on their own. We pride ourselves on providing our customers clean cabins and grounds, a relaxing friendly atmosphere and above all – customer service. Our repeat business is in the 95% range. We have retained most of the previous owner's customers and are now seeing 2nd and 3rd generations here.

Prior to Resort Life: Robin is originally from Minneapolis. Jerry is originally from Seattle. We moved here from Seattle in October 1995. Jerry was a Production Controller for an aerospace firm (Bell Industries) and Robin was an Accounting Supervisor for Borden Chemical.

Future Resort Plans: Each year we continue to remodel/upgrade our cabins. Every cabin has had remodeling done and some have been totally remodeled with new kitchens, bathrooms and furnishings. We have added patio doors and decks to all cabins and turned a 1 bedroom into a 3 bedroom. Our plans are to sell within the next year or two. Until then, we will continue to make improvements where needed. Our recommended growth plan for the future owners would be to turn our lakeside home into a deluxe rental unit and build a new owner's home off the lake. We would also suggest putting in seasonal sites on our back 20 acres.

General Comments: We have truly enjoyed the resort business. We have always enjoyed "fixing things up" and this has been the perfect fit. We have met so many great people in our 11 years here. Many of whom we will most likely remain "friends" with after we sell. We believe that if you treat people with respect and kindness, and offer them the best service possible – you will be rewarded with great customers.

CMR 2006 RESORTERS OF THE YEAR

Dana & Cindy Pitt, Bailey's Resort



The Resorter of the Year award is given annually to a resort couple that exemplifies the spirit and goals of the CMR. The criteria centers around the operation of a successful and progressive business, service to the tourism industry both at the local and state levels, and community service in other areas. Mentoring and helping other resort owners and membership in the CMR are also part of the requirements. Nominations for the

award are generated entirely by CMR members, and the whole program is dependent upon the time and effort you give in order to recognize excellence. We encourage you to participate through nominations of Resorters you feel uphold the highest standards and are dedicated to service within our industry.

This year's winners decided that owning a resort was definitely on their list of "dream jobs" as they were dating in college, not seriously thinking that it would ever really happen. Then about 15 years later, in 1999, they purchased their resort. They moved from the Brainerd area, where they both had desk jobs, and took over his parents' business. As is usual for us all, the first few years went by in a blur, which could have partially been blamed on the fact that they had 2 boys, 1 and 3, when they began resorting. They hired only cabin cleaners the first couple of years and managed the hectic pace with sheer determination. They provided free fish cleaning and spent

many long evenings, after putting the boys to bed, down in the fish cleaning house taking care of fish. They eventually determined that they needed a full-time dockhand and have had one ever since. A few years later, their daughter arrived just hours before opening for that season, making another very interesting summer. They have spent much of their time and energy on updating existing cabins and making them more comfortable—replacing carpet, vinyl floors, showers, mattresses and furniture. The beach and kid amenities have also received a lot of attention. They have gradually turned the resort into a more 'kid friendly' place with a much younger clientele. They still cater to the fishing crowd, though, and take many guests on guide trips trying to put them on fish. The resort is ever changing and will continue to do so into the future.

They have been members of the CMR from the start and have always been active in CMR activities, including serving on the Board twice. They have learned so much from other resorters through the CMR and consider the organization to be vital to the continuing success of the resort industry. The Pitts realize that many challenges face this industry, which is why they have tried to stay involved in not only the CMR but also other resort related projects. This includes serving on the DNR Shoreland Rules Advisory Committee to revise the state's shoreland management standards, the DNR Fishing Roundtable, Leech Lake Tourism Bureau Board of Directors and the Leech Lake Fishing Task Force. They are excited to help plan the upcoming Governor's Fishing Opener on Leech Lake. They feel that the "cabin at the lake" style resorts are still a popular destination for many families and will be in the future. However, guest expectations have also changed – shorter stays, more amenities, etc. Dana and Cindy claim, "Staying on top of the ever changing needs of guests will keep our resort a place people want to experience."

Congratulations, Dana and Cindy!

Important Dates for 2007

Who is already marking their new 2007 calendars with important dates? Good for you! If you haven't started, here are some Congress of Minnesota Resorts dates to pencil in to get you going. Circle 'em in red so you can plan around them because we would LOVE to have you join us for fun, education and support!

2007 CMR "Day on the Hill"

February 20-21 (Tuesday-Wednesday)

2007 CMR Spring Workshop

April 10 (Tuesday)

At the Sawmill Inn in Grand Rapids.

2007 CMR Fall Conference

October 28-30 (Sunday-Tuesday)

At Breezy Point Resort in Breezy Point.

Dear CMR Board of Directors,

I don't think you hear it often enough; thank you so very much for the time and the effort you put into being board members. We are an amazing collection of professionals; thank you for being our leaders.

I also want you to realize how important the Spring Workshop is to me. I always come away having learned something new and relevant. It also energizes me for the upcoming season. All that brain power and enthusiasm can't help but to motivate me toward making my resort the best it can be.

So, hats off to the Spring Workshop planning committee and to you all for making us better at what we love to do.

Sincerely,
Mary Jane Keller
Brookside Resort
Park Rapids
29 years

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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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Welcome Our New CMR Members!

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New Retired Resorter Members

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New Associate Members

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CMR School of Resorting Cracker-barrel/Quilting Classes

By Kim Bowen, Crow Wing Crest Lodge



We had the first of six scheduled Cracker-barrel/Quilting Classes of the winter on November 10-11, and the turn-out was fantastic!!! I was very happy to host and welcome such a fun and diverse group of twelve resort women for an overnight resorting yak fest. It was like having my own personal support group with whom to hang out, while learning all kinds of new stuff in the process! Who else but another resorter knows what you go through every season? Notices were sent out via the yahoo resorters chat line. We would LOVE to have even more resorters join us for these monthly classes to be held over the next several months. (If you are not on the chat line, what's stopping you? Get on it! Or contact Karen Kaehler of Pinedale Resort to assist you in signing up at pinedale@att.net. If you would like to be informed of upcoming classes via e-mail, but do not wish to join the chat line for whatever reason, contact Susan Ferguson of Pine Terrace Resort at vacation@pineterrace.com, as she is the current chair of the CMR Education Committee and can put you on a group e-mail to notify you of upcoming classes.)

Do you have to sew to cracker-barrel with us? Heck NO! In fact, we encouraged NON-SEWERS to come chat with us as we had a specific resorting cracker-barrel topic scheduled to be discussed from 1 - 4 pm on Friday afternoon. And non-sewers came to join us! Two of our overnight members, Jody Ball of Cass Lake Lodge and Kelly Larson of Rugged River Resort came just for the cracker-barrel aspect (but, of course, they got nagged into some cutting and ironing anyway, the poor things.) These would be the people to ask if you are wondering if it's worth coming to class just for the cracker-barrel. The structured topic this time involved exchanging guest registration and deposit confirmation forms. Sure enough, 11 of us sat around in a circle (not sewing!) and each one discussed how we took reservations, whether we used reservation computer software and how we liked the programs, which of us mailed out holiday or other newsletters to our guests and if we perceived a benefit, how much detail we write down about our guests, and how we inform and enforce some of our stricter policies (i.e. no pets, no smoking in cabins, no fireworks, cancellation policies, etc.) Of course, we shared forms and formats, how we handled cabin deposits and then veered off topic a million

times. Indeed, they all wheedled a copy of my Guest Liability Waiver outta me (so we will be having a Waiver Form topic soon to share forms) and everyone was passing around the cabin Welcome Book. In fact, someone, and I won't say who, filched the book from my cabin. Therefore, the Welcome Book subject will be the non-sewing cracker-barrel topic at the January class.

Congratulations to the new sewers in the group for stepping forward and playing with us! It was an easy project, right? Sewing newbie's Sheila "Joann" Niemeyer of Rugged River Resort and Keri Ball of Cass Lake Lodge created awesome first-time "Cabin Art" wall hanging pieces (with a bit of assistance from their kin) and Keri even learned how to thread her own sewing machine bobber (*ahem* bobbin). We're so proud and happy for them. We all enjoyed seeing everyone else's quilting project as they always turn out so differently even when using the same pattern. I am still coveting the quilt that Penny Turner of Big Timber Lodge made. Penny's had tasteful plum accents and she said she wasn't quite sure where she was going to hang it (but I have the perfect cabin for it over here at my resort, hint!) One quilter had the forethought to bring fuzzy black and brown material for the "bear" cut outs and seemed to just whip around the quilting lines like an old pro. I'm thinking I should sneak my piece into her sewing machine next time when she isn't looking and MAYBE she'll quilt mine accidentally. *sigh* Yah. Fat chance, I suppose. My quilt is always the "wild" one. It would be hard to mistake it for somebody else's. I seem to have corrupted Sue Paradeis of Shing Wako Resort, though, which gladdens my heart, as her piece was as wildly colorful as mine this time (serves her right for rifling through my material scraps). It's good to have a partner in adventure!

Thank you, Susan "Teach" Ferguson of Pine Terrace Resort, for expertly helping us amateurs through the project and for organizing the next class dates, times, and places. Thank you, Pat Addler of Cedar Rapids Lodge, for assisting in teaching and being so generous with your material scraps. Thank you, Elaine Grove of Twin Springs Resort, for showing us your own intricate quilting project (you are braver than I) and for suggesting that our December cracker-barrel topic should be on cleaning issues. Thank you, Ann Moroz formerly of Bear Paw Resort and current CMR conference vendor organizer, for bringing your famous caramel rolls (we're still drooling) and lending teaching assistance. Thanks to everyone else who brought food and wine as it was DELICIOUS (thank gawd you didn't let me cook, as it's always a 50/50 shot whether it's edible or not). I am astounded at the bravery of all who tried the natural Kava Kava herb drink and the "zataar" (a powdered sumac mixture that helps with memory retention). It's fun trying new stuff, yes? I hope the 8 or 9 of you that took advantage of Big John's massage and reflexology skills found it helpful and relaxing, and I'm sure he'll be willing to lend his services at a future resorting event.





Resorter Recipes

By Pat Addler, Cedar Rapids Lodge

CHICKEN IN A CROCKPOT "STROGANOFF"

1 lb. boneless chicken breast
 1 can fat-free cr. mushroom soup
 16 oz. fat-free sour cream
 1 pkg. dry onion soup mix
 Place chicken in crock-pot. Mix soup, sour cream and onion soup and pour over chicken. Cook on low for 7 hours. Serve over rice or noodles.

COMPANY CHICKEN

6 boneless, skinless chicken breasts
 6 mozzarella cheese slices
 1 can cream of mushroom soup
 1/4 cup water
 6 oz. package stuffing mix
 Spray crock-pot and put the chicken breasts in. Cover each breast with a slice of cheese. Mix soup & water; pour over chicken. Sprinkle the dry stuffing mix over the chicken. Cover; cook on low 6-8 hrs. or high 3-4 hrs. Delicious!

LEMON LUSH

1 c. powdered sugar
 1 stick butter
 8 oz. pkg. cream cheese
 1 c. flour
 2 - 3oz.pkg. Instant lemon pudding
 1/2 c. chopped pecans
 3 c. milk
 1 c. whipped topping
 8 oz. container whipped topping
 (12 oz. container for entire recipe)
 Mix together the melted butter, flour and pecans. Press mixture into a 9 x 13 pan. Bake at 350* for 20 minutes. Set aside. Soften cream cheese & mix with powdered sugar & the 1 c. whipped topping. Spread over cooled crust. Mix together the pudding mix & milk; pour over the filling. Top with whipped topping. Refrigerate. The lemon pudding can be substituted with chocolate, pistachio, butterscotch, etc. for different variations.

PUMPKIN BUNDT CAKE

Sue Paradeis, Shing Wako Resort
 1 can pumpkin
 1 box spice cake mix (or angel food cake mix)
 Stir together, spoon into a greased Bundt pan. Bake at 300* for 45-50 min. Healthy snack! 1/12 slice is only 180 calories 3.5 gr. fat, 19 gr. sugar, 1.5 gr. fiber!

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Sara Becker, In-We-Go Resort won the Grand Prize from the Exhibitors Expo. The bear was carved by chain-saw carver Scott Forbes of Park Rapids and was donated by the CMR

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Bowen Lodge gets green with new septic

Reprinted with permission from the Grand Rapids Herald-Review, Friday, September 1, 2006

By Than Tibbetts

Nothing spells exciting like a new septic system.

But for Bill Heig of Bowen Lodge on Lake Winnibigoshish, nothing could be more exciting than a chance to better the environment.

Heig is installing a new septic system, one he hopes will protect the environment around his second-generation resort, which he owns with his wife Gail.

The system uses a fairly new technology based on peat filtration, which itself is a byproduct of peat fuel operations in Ireland.

And while the phrase “new technology” conjures up images of big computers and fancy jargon, this system is as simple as pumping the waste water to the site and letting the peat do the rest.

Eric Larson of Septic Check, Inc., who was heading up the system’s construction, said the peat is an ideal medium to allow natural bacteria to treat wastewater. He said the peat gives the bacteria a place to live and have access to oxygen.

The peat product used in the septic system is the byproduct of a peat pelletization process in Ireland in which peat is extracted from the country’s many bogs and turned into a burnable fuel source, Larson said.

Don Dewey, environmental services administrator for Itasca



County, went to Bowen Lodge last week for an initial inspection of the system. He said the Heig’s



resort is an example of what good conservation can be.

“Bill is not under any order to do any of this,” Dewey said. “He wants to take a step ahead and update this system — not because the city or state is telling him he had to.”

Heig said he wants to show that commercial operations can be in the shoreline zone and still treat the environment with respect and care.

“We’ve been getting a lot of grief lately, it seems like,” Heig said of his fellow resort owners around the state.

Barb McCarthy, a pollution control specialist with the Minnesota Pollution Control Agency, accompanied Dewey to the inspection of the new system. She praised the layout and design of the site.

At Bowen Lodge, the peat is contained in large tubs, or “pods,” which are then arranged in clusters, with two “branches” of pods moving away from each other. McCarthy noted that the nature of the clusters allowed Heig to avoid unnecessarily cutting down trees in the old-growth forest surrounding the resort.

“And it’s nice that he’s pulling waste away from the lake,” she said.

McCarthy helps develop rules and does enforcement for the MPCA, but also has done research projects in the mid-1990s on new septic systems and projects.

Dewey said in the past, septic systems were about disposal. New systems, he said, are about long term protection.

The peat system is known as a pretreatment system, whereby the wastewater is treated before it is sent to a drain field.

It was the perfect match for Heig, who said he wanted a system that was better for the environment and

“I did a lot of research to try to find who had a lot of experience in pretreatment and clustered systems,” Heig said.

For that, he called Larson and Septic Check. Larson said that a peat system does cost a little more than a standard mound system — anywhere from 10 to 25 percent more, depending on the site — but costs less in the long run.

Fewer maintenance events and the longevity of the peat product help accomplish the economy of the system.

And that is especially important for a family-run business like Heig’s.

“It makes not only environmental but economic sense,” Heig said.

Business is not the only thing that runs in the Heig family. Respect for the environment does, too.

Heig’s son, Jens, a junior in high school, takes part in River Watch,

a program where high school students monitor waterways and analyze water samples.

A new septic system isn’t the only area of the resort to undergo a major environmental facelift. Bill Heig also spent a lot of time, money and effort to ensure his shoreline was safe from erosion and runoff.

Heig, with the help of the Minnesota Department of Natural Resources and the U.S. Forest Service, constructed a rip rap wall, keeping erosion at bay and providing a 4,500-foot-long buffer zone between the resort and Lake



Winnibigoshish.

In the end, it comes down to respect for one’s surroundings and doing your part to ensure nature’s beauty is around for a long time, Heig said.

“There are a lot of people who own lakeshore who don’t feel responsible to pass on lakeshore to future generations,” he said.

And since his father, Bob Heig, passed the resort on to him in 1982, Bill Heig seems determined to keep that legacy.



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OUR MAGAZINE**

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CMR Board Retreat

By Beth Novotny, Hyde-A-Way Bay Resort

The board of directors of the Congress of Minnesota Resorts (CMR) held a board meeting at Northern Lights Resort on Lake Kabetogama on Sept. 26 & 27, 2006. It all began as with any board meeting, the members rushing around to get those last minute resort and family jobs done and rearranging



schedules. But, this was no ordinary board meeting. First of all, it was a 2-day meeting and, second, it was a little farther distance. Our hosts were Tom and Pat Ossell and Harlan and Heidi Schauer of Northern Lights Resort and Outfitters on Lake Kabetogama. They have been a huge asset to the board with their innovative thinking, and this meeting and retreat certainly exemplified their innovation.

After a beautiful drive through the wooded roads of northern Minnesota, where the trees were decked out in fall colors, we arrived at Northern Lights. We ate a delicious lunch; then prepared for a scenic and adventurous trip by water to Kettle Falls with Tom and Dana Pitt as our captains. The weather was uncooperative with cool temps, winds and intermittent rain. But being the true resort owners that we are, we eagerly bundled up, loaded up in 2 boats and headed out. The Falls were amazing! We were also treated to a tour of the historic Kettle Falls Hotel and Resort. The trip back was a little more treacherous, and Cindy Pitt and Kim Bowen soaked in the experience (literally).

We had a delicious fish fry our first evening, and then opened the doors to our spacious cabin to all neighboring resort owners for an evening social. Area Kabetogama resort owners were invited in an effort to enlist more NE Minnesota Resorts as CMR members. We introduced ourselves and the benefits of CMR membership. It was a fun evening getting to know the resorters of the area and tell them why we are so dedicated to the CMR organization.

After a great night's sleep and a wonderful breakfast, the board meeting commenced.

After lunch, we took a tour of the resort and many ideas were shared among the group. We then congregated to the lodge to discuss a "first impressions" survey we received before attending the board retreat. This opened up much discussion and sharing of ideas on how our resorts may appear to new or prospective guests, from the first sign on the road to the good night's rest on the beds.

We all helped clean up, divvied up all the leftovers, and loaded up our vehicles for the drive home. It seems it's always hard to break away from our work and responsibilities for anything off the resort for relaxation. Well, this was a much enjoyed meeting and get-away during our busy fall work schedule. It was a wonderful perk for the members of the board and we all thank the Ossell's and Schauer's for their open doors and exceptional hospitality.

Also, thank you to the CMR members who took the time to attend the retreat! Dana & Cindy Pitt, Bailey's Resort, Sue Paradeis, Shing Wako Resort, Jenifer Bateman, Two Inlets Resort, Mark & Beth Novotny, Hyde-A-Way Bay Resort, John & Kim Bowen, Crow Wing Crest Lodge, Jim & Kerri Ball, Cass Lake Lodge, Tom & Brenda Masloski, Weslake Resort.



"Come One – Come All" to the Great Explore Minnesota Get-Together!

The annual Explore Minnesota Tourism Conference is a time to learn from experts and from each other by sharing experiences, successes and challenges with colleagues. Mark your calendar NOW, and plan to attend the 2007 Explore Minnesota Tourism Conference at Cragun's Resort in Brainerd from January 23-25, 2007.

Visit <http://industry.exploreminnesota.com> for more information and a link to online registration.

Wal-Mart Camping

Bob Bruns, who owns a campground, recently sent this letter to Minnesota's State Attorney General, Michael Hatch. Published here is an edited version, but it does bring up several good points.

Read on --

I am writing you today concerning a growing problem that is detrimental to our business, the economy and the citizens of Minnesota.

We own Camp Faribo in Faribault. Over the years there has been an increase in the number of campers staying in Wal-Mart parking lots. Some stay for several days at a time. They are not the occasional person who can't afford a campsite. Most rigs are worth well over \$100,000 and some over \$1,000,000, pulling a \$20 to \$30,000 tow vehicle. Meanwhile, we are experiencing a dramatic decline in campers coming off the freeway. While this may be due in part to the high cost of fuel, I believe the decline is mostly caused by campers staying in parking lots for free.

On June 26th we left our campground at 9:30 pm (we had two campers come off the freeway that evening). Seven miles away we passed Cabela's where ten camping rigs were set up for the night in the parking lot. This is just one parking lot! Imagine how many campers are parking in lots across the state every night of the week.

You can buy an atlas for \$19.95 with directions to all the Wal-Mart's that allow free camping. A few of the other places that allow and promote free camping are Cabela's, Sam's Club, Camping World, malls and truck stops. This is a growing trend that needs to be addressed at the state level. It will continue to grow and be harder to change the longer we ignore it.

I talked to a representative of the campground licensing authority (Dept. of Health) last year and again this year during his inspection of our property. Our discussion topics included:

- 1) Why isn't the state enforcing its license regulations equally? It is a requirement to obtain a license before operating a campground. We obtain two state and one county license to operate.
- 2) We have to operate within the specifications set by the state. There are specific requirements for site size, number of restroom facilities, stools, sinks, showers, urinals, dump stations, garbage containers, etc. Registration of guests includes vehicle description, license number, name and address.
- 3) We are required to collect sales tax, have workman's comp, pay unemployment, and pay income tax. How much employment and taxes does a free camping spot generate?

This problem affects more than just a few individuals. It impacts all citizens of the state.

We spend millions to bring tourist to or through our state. The dollars spent in our campgrounds are spent in the local economy, generating tax dollars again and again. Why do we allow those free camping dollars to be spent in other states and Canada?

Tourism is a vital part of the economy. Why are we allowing free lodging?

Why are we picking up the extra expense of having them in the state if they are not paying their fair share for services rendered i.e. - police, fire, medical emergency, garbage, sewer, water, etc. What country road, lake, stream or field approach are the free campers dumping their holding tanks? Whose dumpster, garbage can or ditch are they using?

Campgrounds are required to register everyone and keep records of all campers in their park. Where is the record of the free campers?

Wal-Mart says they are providing a service for their customers (as are all campgrounds, but we cannot compete with free camping). Wal-Mart shoppers will still shop there even if they can't stay for free.

Many states do not allow overnight camping in their rest areas and we see signs in some parking lots stating "No overnight camping allowed."

A campground cannot survive on weekend traffic. We are forced to put in more seasonal and monthly rentals. Soon the camping tourist will have only parking lots to stay in. We need the tourist dollars to keep a strong economy in Minnesota.

Ideas for a solution --

- 1) Enforce the licensing regulations already in place
- 2) Stop requiring campground owners to purchase a license to operate until all camping areas are required to purchase one (Rights of Residency)
- 3) Request the legislature to pass legislation restricting the use of parking lots for overnight camping

Respectfully,

Robert Bruns

Since this letter is about camping and campgrounds, you may be wondering how it relates to your resort business. Many resorts with housekeeping cabins also have seasonal and transient camp sites, so free camping in parking lots may indeed be affecting their bottom line.

Another twist to this topic could include private lake home rentals. Some areas in the state see this as a real threat to their resort business. Granted, they are not given away for free, but there has been concern among the resorting community that a fair playing field does not exist for resorts and private lake home rentals. Just as Bob stated in his letter about campgrounds, resorts have operating requirements as well. Resorts must be licensed, must register all guests, must collect sales tax and pay income tax. What about lake home rentals? Who is monitoring this growing trend? How much income tax and sales tax income is the state missing out on? We need to be thinking about how to approach this issue so that it is a win win situation for resorts (fair playing field) and the state's economy (tax income).

- Jennifer Bateman, CMR President

Joel's Election Pool Results!



With this year being an election year, our lobbyist, Joel Carlson, sponsored a fun contest during the legislative portion of our fall conference. There were almost 50 entries in Joel's Election Pool this year. Many of our CMR members were in the running (and some were totally off the

mark!!!). Steve Fox again had a very close prediction, but he did not win.

This year's winner, correctly predicted: Amy Klobuchar in the US Senate, reelection of Governor Tim Pawlenty, the exact number of the Minnesota Senate (44 DFLers and 23 Republicans), and predicted a DFL takeover of the Minnesota House (the guess was 71 DFL to 63 Republicans, the actual total was 85 DFL and 49 Republicans). There was no need for a tie breaker, as the winner was several seats closer on the legislature. So... our congratulations, and the Murray's Silver Butterknife Dinner for two went to...

TIMBERLY CHRISTIANSEN from Finn 'N Feather Resort!

**Congress of Minnesota Resorts
2007 Day on the Hill
February 20 and 21**

Join your fellow resort owners in St. Paul to let the voice of family owned resort operations be heard in the halls of our State Capitol! You will meet with key state elected officials, committee chairs, and resort area legislators to promote issues that help make resorting operations viable - sales tax exemptions on capital expansions, shoreland management



practices, game and fish regulations and more. If you've said it once... (Let alone a thousand times) "There ought to be a law!!!" Here is your chance to help make that happen.

Watch for travel and meeting plans on the CMR web site, but mark your calendar today to attend.

A block of rooms have been reserved for February 20th for the Day on the Hill at the Bandana Square Best Western located on Energy Park Drive near the Capitol.

Please call the hotel @ 651-647-1637 to confirm your room reservation.

Make sure to tell them you're with the CMR group to get the group rate of \$79.00.

For information contact Mark Novotny at hydeawaybay@tds.net, Tom Pingel at CMR@thunderlakelodge.com or Joel Carlson at jdcresearch@aol.com.



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Legislative News

Legislative Update

By Joel Carlson, Lobbyist for the CMR

The dust is starting to settle from the earthquake that will be remembered as the 2006 election. The totality of the damage visited upon Republicans across the country was not unexpected, but was nevertheless breathtaking in its scope. One late night talk show pundit quipped, “Finally, a disaster that the Republicans were ready for!!”

Voters played electoral whack-a-mole with Republican Senators and Congresspersons, Governors, State legislators, County Commissioners, and soil and water conservation district members. This was a royal butt-kicking beyond the normal mid-term election blues suffered by the party in power.

Democrats took control of the US Senate and House, a majority of Governorships, a majority of state legislatures, and had a run of dog catcher races, too. The scarlet “R” touched everyone that bore the label.

Exit polls strongly confirm the election was about two things – Bush and Iraq. This was no secret before the election – yet the Bush White House took no real steps to address the discontent during the campaign. In a rare display of failed political calculation and manipulations, Bush’s Brain, AKA Karl Rove, was totally deaf to the need for change. While it’s anyone’s guess if dumping Rumsfeld before the election would have helped save control of the Republican Congress, given the outcome you have to ask yourself, “What could it possibly have hurt?”

In post election efforts to promote harmony with the new Democratic majorities, President Bush said, “there is one thing we can all agree on – the past is behind us”. Hard to argue with that one!

As long predicted, Amy Klobuchar easily defeated Mark Kennedy. This race was really over for Kennedy on the day Mark Dayton announced that he would not seek reelection.

A couple of surprises did take place on election night, including the defeat of longtime Congressman Gil Gutknecht in the conservative 1st Congressional District, and the near total sweep of State Constitutional officers by the Minnesota Democrats.

Defeated by wide margins were Republican incumbent Secretary of State Mary Kiffmeyer and State Auditor Pat Anderson, as well as Attorney General candidate Jeff Johnson. Not only were Kiffmeyer, Anderson and Johnson surprised by defeat, the magnitude of these losses was staggering.

The sole statewide Republican left standing was Governor Tim Pawlenty, a rare victory that is gaining national attention. Nationally, Pawlenty is viewed as everyone’s first choice for Vice-President in 2008.

When asked if he was on the “short list” among Republicans,

Pawlenty replied that his wife, after hearing such rumors, put him on a different list that started with “Sh... and ending in a T”. Pawlenty has not closed the door on higher office, but has said his sole focus is on leading Minnesota for the next four years (and paying token visits to all red states in his role as incoming chair of the National Governor’s Association).

Pawlenty’s victory is summed up by a perfect storm of a good candidate (Pawlenty), missteps of the opposition (Hatch lost the Republican whore vote and E-85 farmers) and a third party candidate playing some aspect of a “spoiler”.

Republican legislative candidates also felt the voters’ wrath. The DFL controlled Senate increased their numbers by 6 seats and are now comfortably in control with a 44-23 margin. The main surprise for the DFL was the humbling defeat of current Senate Majority Leader Dean Johnson from Willmar. Johnson’s 28 year legislative career came to an untimely end over perceived weaknesses on environmental issues and his trustworthiness over a constitutional ban on gay marriage.

Senate DFLers chose longtime Senator Larry Pogemiller to lead their larger majority into 2007. A well-known and fierce liberal advocate, Pogemiller will have to work towards the middle of his caucus members in the coming months, if he is to succeed.

The Minnesota House experienced a turnover as well. Speaker Steve Sviggum saw his thin 68-66 majority swamped on election night. Democrats blew him away, and now control the House by a whopping 85-49. This is the most lopsided party majority since the Watergate in 1974. The new majority has elected Minneapolis DFLer Margaret Anderson Kellier as Speaker-designate, and the affable Rep. Tony Sertich as Majority leader. The new leadership team will begin assembling a committee structure and an agenda, a daunting task for a party after being out of power since 1998.

The question being pondered now is how will Pawlenty attempt to govern with a massive defeat of Republicans in the legislature. The Governor indicates that his desire is to work on areas of common interest and to leave divisive social issues behind.

The legislature will begin on January 3, 2007, and the process of assembling a \$32 billion two-year budget will soon take place. The state budget is now back in the black, showing a \$1 billion surplus for legislators to work with. There is no shortage of demands on the state revenue, as state employees, cities, and schools all are lining up to make up time for past legislative losses.

As the session nears, I will be sending out weekly news updates. Please feel free to contact me with questions and send me information about developments that will impact our legislative concerns.

WHAT IS THE CONGRESS OF MINNESOTA RESORTS ALL ABOUT

OUR MISSION

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.

OUR MOTTO

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

BENEFITS

MARKETING

A major benefit to our members is a listing on this web site. Members are able to easily edit and customize their listing. Our web site is promoted through print advertising, rack cards at Travel Information Centers and the Explore Minnesota Tourism store, and through Internet advertising such as links, banners and search engine placements. As potential guests click from the CMR site to yours, the results pay big dividends to you.

EDUCATION

This is something that the Congress of Minnesota Resorts is really good at! Every year we hold a one day Spring Workshop and a 2½ day Fall Conference. We also sponsor the School of Resorting and an online "chat room" through Yahoo Groups, and publish a monthly member newsletter and a quarterly magazine with wide distribution. Past issues of the newsletter and magazine are available on this website. These are all ways for resorters to get together, learn from one another about resorting and just plain have fun!

LEGISLATIVE ACTION

The Congress of Minnesota Resorts assures you of having your voice heard as a resort at the State Capitol. The Congress of Minnesota Resorts hires a lobbyist to represent resorts at the state level. Also, our legislative committee keeps members abreast of legislation affecting the resort industry.

"GUEST APPROVED RESORT" PROGRAM

Available to members, this program allows resorts to survey their guests anonymously. This is a great way to receive valuable feedback and can also be used as a marketing tool.

VENDOR DISCOUNTS

Many vendors offer special discounts to CMR members – just show your membership card for low rates on credit cards, a 15% discount on a dock or free subscription to the DNR Volunteer magazine. Vendors who are Associate Members are listed on this website.

SCHOLARSHIPS AND AWARDS

Every year we offer scholarships to member's children and grandchildren, and award our "Resorters of the Year Award" to a deserving resort member

Join the Congress of Minnesota Resorts today!

ADMINISTRATION

CMR President
Jennifer Bateman
Two Inlets Resort
32240 County Highway 50
Park Rapids, MN 56470
218-732-5434
vacation@twoinlets.com

CMR Vice President
Dana & Cindy Pitt
Bailey Resort
218-547-1464
vacation@baileysresort.com

Office Manager
Vicky Krattenmaker
21403 52nd St.
New London, MN 56273
888-761-4245
cmroffice@tds.net
cmr@minnesota-resorts.com

Secretary
Mark Novotny
Hyde-A-Way Bay Resort
218-675-6683
hydeawaybay@tds.net

Treasurer
Tim & Carolyn Aarsvold
Geneva Beach Resort
320-763-3200
TJA@GenevaBeachResort.com

EDUCATION

Susan & Darwin Ferguson - Chair
Pine Terrace Resort
218-543-4606
vacation@pineterrace.com

Conferences & Workshops
Tam Mahaffey
Lost Acres Resort
218-835-6414
lostacre@blackduck.net

Kim Bowen
Crow Wing Crest Lodge
218-652-3111
relax@crowwing.com

Heidi Schauer
Northern Lights Resort & Outfitting
218-875-3074
hhschauer@frontiernet.net

Jeanne Pingel
Thunder Lake Lodge
218-566-2378
CMR@thunderlakeridge.com

School of Resorting
Tom & Brenda Masloski
Weslake Resort
218-826-6523
weslake@prtcl.com

Timberly & Jason Christiansen
Finn-N-Feather Resort
218-335-6598
tfallis@paulbunyan.net

MARKETING

Dana Pitt - Chair
Bailey's Resort
218-547-1464
vacation@baileysresort.com

Website
Tim Aarsvold
Geneva Beach Resort
320-763-3200
TJA@GenevaBeachResort.com

Membership
Cindy Pitt
Bailey's Resort
218-547-1464
vacation@baileysresort.com

Jeanne Pingel
Thunder Lake Lodge
218-566-2378
CMR@thunderlakeridge.com

Harlan Schauer
Northern Lights Resort & Outfitting
218-875-3074
hhschauer@frontiernet.net

LEGISLATIVE

Mark Novotny - Co-Chair
Hyde-A-Way Bay Resort
218-675-6683
hydeawaybay@tds.net

Tom Pingel - Co-Chair
Thunder Lake Lodge
218-566-2378
CMR@thunderlakeridge.com

OTHER

CMR Lobbyist
Joel Carlson
Legal Research/Gov't. Affairs
6 West Fifth Street, Suite 700
St. Paul, MN 55102
651-223-2868
jdcereasearch@aol.com

Guest Approved Resort Program
Beth Madson
Ottetail Beach Resort
218-864-5860
otbeach@arvig.net

EMT Advisory Council Rep.
Tom Masloski
Weslake Resort
218-826-6523
weslake@prtcl.com

U of M Tourism Center Advisory Board:
Tom Ossell
Northern Lights Resort & Outfitting
651-351-9666
tossell@earthlink.net

Publicity
Sheila Niemeyer
Niemeyer's Rugged River Resort
218-829-4587
relax@ruggedriverresort.com

MINNESOTA RESORTER MAGAZINE

Sue Paradeis - Editor
218-232-0255
vacation@shingwako.com

Terry Holm - Advertising
218-851-6933
hans-terholm@clearwire.net

Amanda Wheece - Design & Layout
763-878-2823

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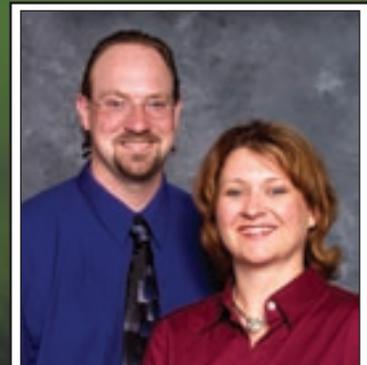
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Tom & Pat Ossell

Tom Ossell, Broker
tom@orionresortsales.com
Pat Ossell, Agent/Director



Harlan & Heidi Schauer

Harlan Schauer, Agent/Director
hhschauer@frontiernet.net
Heidi Schauer, Agent/Director

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