

Minnesota Resorter

Resorters Helping Resorters



A Congress of Minnesota Resorts Publication

Winter 2004

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FROM YOUR PRESIDENT'S PEN

I can't imagine being a part of the resorting industry and not being a member of the Congress of Minnesota Resorts. My husband Dan and I joined this organization in our first year as resort owners. Every year I learn more about this industry and the wonderful people who have chosen to spend their days creating great resort vacation memories for all their guests. I'm glad we chose the resort industry for our business and it's a great honor to be selected to represent the Congress of Minnesota Resorts as President for 2003-04.

As I talk to resort owners in Minnesota, I am still amazed at the open communication and helpfulness that exists between people who are, in effect, competitors. That was a welcome change for me when I joined the ranks of the resorting community 3 years ago. I came from the very competitive real estate market where share nothing and watch your back seemed to be the industry motto. Then I joined the resorting industry where sharing information and offering a helping hand to other resort owners is commonplace.

The first resorter I remember meeting was Dan Howland from Maplewood Resort. He came over and introduced himself while I was doing my very first spring cabin cleaning. I probably could have talked to him for hours! He even told me where I could buy bait cups. Whenever I had concerns about some changes I wanted to make he was there with words of encouragement. "Go ahead and make your changes now. Trust your judgment, you know what will work for you." Three years later I am very glad we stuck to our guns and made the changes we wanted to!

I was thinking about all the help and advice we've received since joining the resort community. So I recently went back into the archives of Yahoo Groups and had a good laugh at all my old "I can't believe they said/did that" messages. I've been on Yahoo Groups from almost day one. I believe the previous owners told me to get signed on right away. Boy, were they ever right! Almost every question I had, every decision I was agonizing over, found its way onto the message board that first year. The replies were always worth reading, from sage advice to priceless anecdotes and our favorite hilarious responses from Beltrami Shores.

Since joining the Congress of Minnesota Resorts I've heard, "None of us is as smart as all of us." I think the information that is shared on Yahoo Groups illustrates that point perfectly. We've got Dave Thompson feeding us legislative updates that help us keep our businesses strong.

We've got seasoned resorters offering advice on every subject from Asian Beetles and bounced checks to dealing with zoning issues. This group offers more resources and yes, a shoulder to lean on, than any other group in which I've been involved. If you haven't signed up for the on-line discussion group at Yahoo Groups yet, don't wait another minute. It is a simple procedure and well worth your time.



*CMR President
Dawn Sullivan*

My fondest wish is to help other resort owners as I have been helped. To assist this organization and the resort industry in remaining strong and yes, even to grow. I look forward to continuing the work begun by the previous CMR Boards and will do my best to represent the interests of the resorting community. Remember, if you have any suggestions or comments on how the Board can serve you just send an e-mail to any member of the Board. We love hearing from you.

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GET IT DONE THIS WINTER!

The following is a telephone conversation between Ray the Resorter who is in Florida and Ned who lives next to Ray's resort.

Ray: "Hi Ned, how are things going? Say, I have to ask you to do me a favor."

Ned: "Sure, what do you want me to do?"

Ray: "I got a call from the furniture store and they have ten sets of mattresses for me, but they need more warehouse room so they would like to deliver them now. I told them they could put them in Cabin 4 but I would have to get a hold of you so you could unlock the door."

Ned: "No problem. Where is the key?"

Ray: "Well you have a key to my house. Go in and if you look in, I think, the center drawer of my desk you will find some keys. Look for a ring that has about 15 keys. On that ring is a blue plastic thing from the gas company. If you go about three keys away from that, I think you will find the one you need. It is small and brass colored. Now if that doesn't work look above the microwave in a box from the Little Gremlin Tackle Company. There are lots of keys there but look for a single key that doesn't have any kind of tag. You won't have any trouble and thanks a million!"

Ned: "Well.... OK. When are you coming home?"

If this sounds like a conversation you might have had at sometime, this is the winter to get your keys organized.

When most of us bought our resorts the seller gave us a box of keys and told us, "This one goes here and that one goes there..." Nevertheless, many keys did not have a home even then.

There are three kinds of keys:

1. Keys that fit a lock and you know where it is.
2. Duplicate keys for those mentioned in # 1.
3. Keys you are not sure where they go but you are too afraid to throw out because you might find a lock some day and need one of these mystery keys.

Now is the time to get organized. You will have one set of keys to carry with you and a set of loose keys that are only needed once in awhile. Keep the set of keys you carry with you to a minimum so it is not too bulky and if lost, you will not be out of business.

Go to an office supply store and SPEND SOME MONEY to buy tags to write on. Put the tags on the keys if you know where they go. You can write the name of the building on the tag, which makes it nice for others but also for thieves. You can use initials, which makes it a bit harder for everyone or you could use numbers and have a code card making it harder for thieves but you have to keep track of the code card. It's your choice.

Take the original set of keys and put them in one spot. Take the duplicate keys and put them in another place and use them only when the original is lost. Then make sure you have a duplicate set made. Take the keys that don't have a home and put them out in your shop. If you don't need them for 10 years you can make them into baby shower gifts.

There are a couple of things you can do to help the love-hate relationship you have with keys. Use combination locks on the doors that get frequent use. The other suggestion is to buy padlocks that are all keyed the same. Make sure you get several extras, as you will need them in the future.

Remember, locks are only to keep honest people out. We need them but don't let them be an aggravation in your resorting life. Get organized and do it this winter. Peace.

APPLYING FOR A \$500 CMR SCHOLARSHIP IS FREE

The Congress of Minnesota Resorts (CMR) was established in 1984, with the theme of "Resorters Helping Resorters." One of our goals is to provide scholastic achievement within the resorting community.

A great CMR benefit is our Scholarship Program. Scholarship funds are made available to children and grandchildren of CMR members. An eligible member is one who has been a member for at least three consecutive years and is currently in good standing. Associate members are not eligible for scholarships.

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.
3. Recipients cannot be considered two years in a row. Please feel free to reapply after this time.

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

How are applications obtained?

1. Contact the Secretary of the CMR at 1-888-761-4245.

On a yearly basis, the CMR will award three \$500 scholarships. Deadline for application is March 15. Scholarships are to be paid by check to the school of the recipient's choice after the student has completed the first quarter.

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2003 RESORTERS OF THE YEAR

By Bob Krattenmaker, Willow Bay Resort



Dave and Bev Thompson, owners of **Fisherman's Village Resort** located on Deer Lake north of Battle Lake, have been nominated by their peers as the CMR Resorters of the Year for 2003. Here is their story:

Thirteen years ago, this young couple pulled up roots in Iowa to follow a boyhood dream, "To Own a Minnesota Fishing Resort". Well at least this was the dream of half of this partnership! With a dream, a little cash in their pockets and lotsa spunk and ambition, an offer was made just to see how interested the sellers where in selling. Ooops! The sellers accepted the offer, and as they described it, "They were the proud new owners of a "Real Fixer Upper!"

The Thompsons immediately started remodeling their 8 cabins, taking nourishment on only beans and franks, borrowing money on 0 interest credit cards and taking jobs off the resort for many years to fund their dream. They have created a True Minnesota experience on a piece of land 225' wide and 225' deep!

With eight cabins, a tackle shop/resort store, their home and a storage building on 50,000 sq ft of land, the creativeness of this couple is amazing! Each cabin was remodeled on its original footprint, maximizing every square inch, complete with fireplaces, air conditioning and log furniture. They are charming in every way and all space is maximized for the comfort of their guests.

Yes, this remodeling project was to only provide a clean cabin with a good bed and table for the fisherman. The young lady in this partnership made sure the cabins were comfortable for young couples and families as well by adding nice furnishings, matching comforters, matching dishes and charming decorations, much to the dismay of the boy with the dream.

Over the next few years using creative marketing, the area's first website and even aggressive pricing, the people started coming. This brought a need for all new boats, motors and pontoon. And with these came vacation packages, complete with cabins, boats, motors, depth finders or the pontoon for the stay.

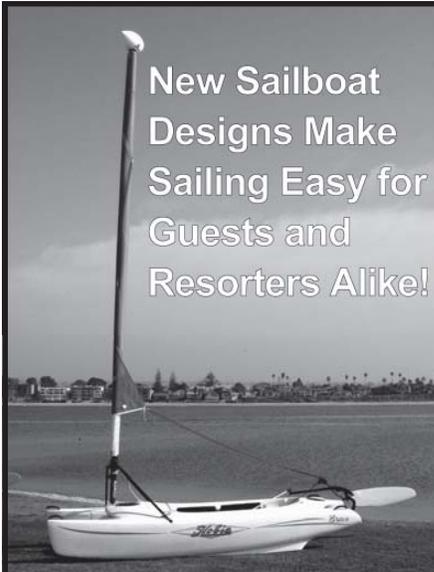
This resorter is a tireless advocate for tourism, fighting the establishments that strangle our industry, a rebel without a cause! The following is a list of what they have done to help us all.

- Commissioner on the Otter Tail County Water District Board.
- Served 2-years on the DNR Fisheries Bag Limit Review Board.

- The only resorter serving on the DNR Citizen Oversight Committee of Game and Fish Fund-Fisheries and the DNR Special Task Force for Trails and Waterways reorganization.
- On the special task force as the CMR Representative for Fire Marshall Funding- Being the co-author of the legislative report for the task force.
- MRCA Member for 13 years.
- Member of the Otter Tail County Tourism and Fergus Falls CVB.
- CMR Member for 12 years and CMR Board member for 2 years.
- An outspoken advocate of selective harvest locally and statewide- successfully encouraged local fishing guides to reduce their daily catch and kill limits on guide trips from the state limit of 6 walleyes to 4.
- Continually monitoring the Minnesota Legislature.
- Reporting by e-groups, phone, and letters to resorters on legislation that may positively or negatively affect tourism.
- He has make the CMR Legislative Committee the most recognized and influential lobby for resorts in Minnesota.
- Organizes the CMR Day on the Hill- which brought nearly 30 resorters to St. Paul last February to discuss and present our issues.
- Was the Key individual in landmark legislation that exempted resorts from the loss of DNR Electronic Licensing Systems and from Fire Marshall Fees.
- He spends hours weekly talking to resorters on local and state issues which are adversely affecting resorts and their ability to remain viable and directs them to laws and ordinances to help them fight this local control.

These are true ambassadors of vacations with a cause. They bought a motor home in Utah over e-bay so a vacation is needed to bring it home. A vacation truly needed! And then there is the fishing and hunting in the off-season to keep peace at home. It is well deserved!

CONGRATULATIONS DAVE & BEV, YOU ARE AN INSPIRATION TO US ALL!!!



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By Diana Dodge, Shady Hollow Resort

Each project takes about one hour to make if you have all the supplies ready. Take extra time to have the kids collect their own "nature" supplies.

PAPER FISH

Supplies: Paper bags, stuffing, and decorations for outside the bag, i.e. glitter, glue, round circles, markers, paint and items collected earlier. String, stick, stapler, staples and glue.



1. Cut paper bag in the shape of a fish or turtle, etc.
2. Staple the bag on three sides.
3. Stuff with newspaper or other stuffing.

4. Staple open side.
5. Decorate as desired.
6. Attach a string to the stick and the head of the fish to hang.

PAPER PLATE CUT-OUT

Supplies: Paper plates, string or yarn and decorations, i.e. glitter glue, shells, sand, leaves, pinecones, etc.

1. Cut shape of fish or whatever from center of plate.
2. Decorate the fish and the paper plate.
3. Punch a hole in fish and paper plate.
4. Tie string through both holes to hang fish.



PICTURE FRAME

Supplies: Cardboard, sticks large enough to go around frame, yarn or string, glue, leaves, shells, pinecones, etc. A digital or Polaroid camera to take a picture for framing.

1. Cut the cardboard to make a frame to fit a standard size picture.
2. Punch holes in each corner to tie the string. (Do #1 & 2 ahead of time.)
3. Decorate the frame.
4. Tie sticks together at the corners and attach/glue to the picture frame.





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We need **YOUR** help keeping our Congress of Minnesota Resorts database current. Please let us know if you are selling, sold, moving, had an address/name change or are receiving multiple issues of the Minnesota Resorter magazine. If you know of other resorts that any of these situations apply to, please let us know. Keeping track of Minnesota Resorts is a full time job!! Simply call **Vicky Krattenmaker** at **888-761-4245** or email at cmr@minnesota-resorts.com or contact **Sue Paradeis** at shingwako@brainerd.net to update your information.

2003 FALL RESORT TOUR

By Dawn Sullivan, Woodland Trails Resort

This year the CMR School of Resorting held its Fall Resort Tour in the Longville/Remer area. We spent about an hour at each resort and viewed how each does business in their little piece of heaven.



Our first stop on the tour was **Thunder Lake Lodge** on Thunder Lake. Owners Tom & Jeanne Pingel & Howard and Bertha Pingel have owned their resort since 1988. Thunder Lake Lodge has 14 cabins and 4

condo units. Prior to our resort tour, the Pingels unearthed what looks like the first cabin on the lake. They were preparing to demolish this cabin when they found hidden behind layers of paneling and suspended ceilings, a cottage that was built around the turn of the century. They are now pursuing "Plan B" by restoring the original 15' x 20' cabin into a great room and adding 4 bedrooms and 2 baths on the south side of the original cabin.

Our next stop took us to Little Boy Lake where owners Doug and Laura Mayer gave us a tour of **Little Boy Resort**. The Mayers have either rebuilt or remodeled all 6 of the original cabins and constructed a 7th cabin since purchasing the resort 11 years ago. They also have a campground of 26 sites with both seasonal and daily camping. Doug and Laura say that the 4-bedroom cabin they built in 1998 is their most popular cabin and was a great investment.



Our third visit on the tour was **Holiday Haven Resort**, located between two lakes, Blackwater and Mule Lake. The Mouw family has owned Holiday Haven Resorts for the past 25 years. They began at Holiday



Haven Resort on Woman Lake. Rod and Harriet purchased Holiday Haven Resort Blackwater/Mule in 1996. Their resort has 17 cottages and a campground with 30 sites, 20 seasonal and 10 daily sites. Even though they are located between 2 lakes, they also have a swimming pool that they feel continues to bring visitors to their resort because not everyone enjoys swimming in a lake.



Our final stop was **Hyde-A-Way Bay Resort** owned by Mark and Beth Novotny. Mark and Beth just finished their first season as resorters. Their resort is on Birch Lake. The Novotnys had a very busy first year (I think that's an understatement). They replaced all the dishes and bedding, built a beautiful new lodge and 2 new duplex cabins while scrambling to get things done before the opener! At the time we visited their resort, they had a total of 15 cabins. They are also building a new 4-bedroom cabin that will be open in 2004.

Thanks again to all the resorters who opened up their resorts and a special thanks to Tom & Jeanne Pingel for organizing the tour.

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TALES FROM THE CAMP FIRE



STUCK IN THE MUD

By Dawn Sullivan, Woodland Trails Resort

I was outside working near the barn on a hot summer day when I heard footsteps approaching from the woods. I turned to look and saw the son of one of our seasonal campers and 2 of his friends walking out of the woods covered from head to toe in mud. Without saying a word they calmly walked past, hopped in his father's SUV and left. About an hour and a half later I again saw these same three extremely muddy young men walk past the barn and over to their seasonal site.

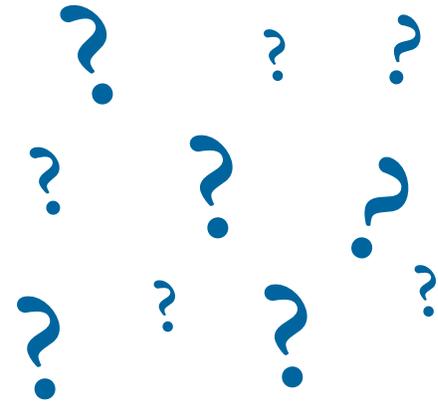
A few minutes later Eric's father approached and asked him if they could get a little help. The boys had been doing some off-roading in Eric's jeep and decided to try and blast through the deepest part of a very large mud hole and got stuck in the middle of the hole. In trying to pull out their jeep they got dad's SUV stuck too. So we gathered up all the chains and tow ropes we could find, 2 more seasonal campers for extra help, and another borrowed truck. I then followed the group to their stuck vehicles in my truck. Two and 1/2 hours, 4 vehicles and a ton of mud later we got the stuck vehicles out safe and sound.



BEEN THERE?

By Sandi Wallestad, Island View Resort - Orr

This is our twelfth year of resorting. One of our cabins is very small and was unused the week a family was here with their young children. Their 9-year-old boy was quite talkative and curious about everything, including the little cabin. I had all I could do to keep from laughing when, during one of his frequent stops in the lodge to visit me, in his excited conversation he asked, "Have you ever been inside it?"



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We especially want to thank the following resort buyers and sellers for the year 2003 and 2004.

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| <i>Lost Acres Resort – Kitchie Lake</i> | <i>Kings Cottages – Fish Hook River</i> | <i>Woodland Mobile Home Park – Big Fork</i> |
| <i>Royal Oaks RV Park – Cold Spring</i> | <i>Birch Haven Resort – Gull Lake</i> | <i>Tri-Birches Resort – Five Point Lake</i> |
| <i>Frances Floral - Bemidji</i> | <i>Rainbow Resort – Little Boy Lake</i> | <i>Stocky's Harbor – Mille Lacs Lake</i> |
| <i>Cozy Cove –Marion Lake</i> | <i>Lake Edward Resort – Lake Edward</i> | <i>Blue Front Resort – Alexander Lake</i> |
| <i>Marlen Resort- Lake Edward</i> | <i>Hidden Acres Resort – Leek Lake</i> | <i>Huntersville Outpost- Menahga</i> |
| <i>Headwaters Supper Club - Itasca</i> | <i>Canary Beach Resort – Lake Villard - pending</i> | <i>Pike Bay Lodge – Vermillion -pending</i> |
| <i>Island View Resort – Pelican Lake –pending</i> | <i>Fishin Mission Resort Mission Lake - pending</i> | |

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IMPORTANT INSURANCE TIPS FOR RESORT OWNERS

By Kathy Silverberg, Security State Agency of Aitkin, Inc.
Daniel Borseth, Agency Manager

DON'T GET CAUGHT WITHOUT BUILDER'S RISK INSURANCE!

A Builder's Risk policy will protect your remodeling job and that building that is going to be newly constructed. This very important and often overlooked coverage protects your new construction or remodeling job in the event of a loss. It will also protect the building materials that have not yet been placed on the structure but are intended to be incorporated into the structure. Builder's Risk policies protect your construction project against severe weather, vandalism and other perils as specified in the policy. Many Builders' Risk policies will also cover your liability in the event of injury or negligence during the construction process. As a resort owner, you should protect yourself and your investments by having a Builder's Risk policy in place before remodeling or beginning new construction. Keep in mind that coverage of Builder's Risk policies do vary from Company to Company so for detailed coverage questions and information, consult your insurance agent and the insurance policy itself.

Tip: Always ask your contractor for a "Certificate of Insurance". Make sure to verify that the contractors you have hired have their own General Liability and Worker's Compensation Insurance in force. The Certificate of Insurance should include the type and amount of insurance in addition to the Insurer's name and address. If your contractor does not carry their own General Liability and Worker's Compensation policy, the resort's insurance could be affected and you could become liable for their negligence and/or injuries.

I ONLY GET HOW MUCH?

Snowmobiles, Golf Carts, Boats, Motors, Trailers, 4-wheelers and many other types of recreational vehicle items are fun to operate and are an added bonus to your resort's entertainment but how much should you insure these items for? In the event of a total loss to one of these items in most circumstances, you will only get what the item is worth at the time of loss and no more regardless of how much your policy says the item is insured up to. You do not want to pay extra insurance premiums on values that are too high.

Tip: Review your Resort Policy every year. Make sure that the amounts of coverage you are carrying on these items reflect the current fair market value. Recreational vehicles depreciate on a regular basis just like automobiles so make sure to check your insurable values annually. The handling of a recreational vehicle or boat claim does vary depending upon the Company that is insuring the item so visit with your Insurance Agent and check out how their company would handle a loss to a recreational type vehicle should something happen.

CMR SCHOOL OF RESORTING- QUILTED WALL HANGING CLASS

By Ann Moroz, Bear Paw Resort

Our last School of Resorting Class for the year was held on Dec. 6th at Bear Paw Resort in Park Rapids. A group of women from as far away as Spicer and as near as 4 miles away (a brand new resort owner) got together for a day of cutting, ironing and sewing. The fusible web technique that we worked on is a way to decorate your cabins and home with handcrafted projects using a soft and homespun-feeling medium -fabric.



Sherry, Kim, Marge, Sue, & Dawn

We chose a simple pattern of a doe and fawn at sunset. The pattern is an older one and no longer on store shelves. So the women went to fabric stores with only a picture from e-mail and chose fabrics that gave each of their projects a totally different look, as you can see from the photos.

We were almost able to complete the entire project. The finishing touches were easily done at home and some of these have already been given as Christmas gifts.



Hard at work!

Everyone went home with new abilities and the confidence needed to try other quilt projects. Of course, the most fun about these classes is the social part. We laughed and talked all day long. In addition, we all agreed to have another class real soon. We may try paper-piecing next time.

I would encourage anyone to go ahead and coordinate, host and/or teach a School of Resorting class. It could not be easier or more fun! Contact Corby & Sheila Niemeyer, Niemeyer's Rugged River Resort at 218-829-4587 or relax@ruggedriverresort.com for more information.

WELCOME OUR NEW CMR MEMBERS!

By Sue Paradeis, *ShingWako Resort*

Bob & Candice Peters, *Greendale Resort, Park Rapids*
Bud & Maribeth Crowell, *Borde Du Lac Lodge, Benedict*
Pat & Susan Bruno, *Birch Haven Resort, Tenstrike*
Jerry & Bonnie Stewart, *City Dock Launch Fishing & Cottages, Walker*
Greg & Shirley Geiger, *Geiger's Trails End Resort, Deer River*
Tim & Tina Chapman, *Chapman's Mille Lacs Resort & Guide Service, Isle*
Mark & Brenda Harman, *Rush Lake Resort, Ottertail*
Doug Lewis, *Lost Lake Lodge, Lake Shore*
Floyd, Sue & Mark Frank, *Round Bay Resort, Park Rapids*
Kenneth & Caren Timmerman, *Idlewilde Resort & Lodge, Osakis*
Garold & Joyce Digre, *Pine Haven Resort, Longville*
Helen Trisko & Peter Seville, Owners, **Vern VanOrnum**, Mgr., *Fairyland Cottages, Detroit Lakes*

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John DesLauriers, *Inn Room Supplies, St. Paul*
Jay Dailey, *Pine Country Furniture, Nisswa*
Steve Harding & Lisa Seeber, *Scooter's Happy Trails Rep. Co., Nekoosa, WI*
Dave Thompson, *Glick Enterprises, Ltd, Galena, IL*
Bob Sherman, *Midwest Captions, Brainerd*
Tom Pingel, *Reservation Master, Remer*
Noble Wear LTD, *Onamia*
Roger Miller Resort Sales, INC, *Nevis*
Lloyd Hansen, *Fun Watercraft Products, Minneapolis*
Stub's Marine, *Alexandria*

CAMP HOLIDAY RESORT & CAMPGROUND

By *Therese Erickson*

My husband Paul and I and our two children Beau and Cole have purchased the resort from my parents Ann and Harvey Erickson. They have owned Camp Holiday for the last twenty-five years. I grew up at Camp Holiday and learned all about the resort life at a young age. After all these years of working out of the house, I decided it was time for a change. My parents were ready to retire and they wanted to keep the business in the family so it worked out great for both of us.



Cole, Paul, Therese & Beau

Paul still works full time as a fishing guide on Mille Lacs Lake. He runs a launch out of Myr Mar Marina. Fishing has been slow on

Mille Lacs this summer so he was able to be around the resort a lot. During the winter, he works with the fish houses. I used to work at Grand Casino Mille Lacs for the last 12 years as Dual Rate in the Black Jack Department.

This has been our first summer at Camp Holiday Resort and Campground and it has been wonderful. We truly have enjoyed the people and the camaraderie of resort life. We are lucky because my parents moved next door and have been here to help out when we need it...

Paul, the kids and I love to hunt. This is a recent picture of my family after my bear hunting excursion.

QUIETWOODS RESORT ON TEN MILE LAKE

By *Rick Grewe*

We bought Quietwoods Resort and started resorting in 1990. My daughter, Ashley, is a 14 year old ninth grader at the Park Rapids High School. She is an honor roll student and is active in volleyball, basketball and band. She completed a 20-day trip to New Zealand and Australia this summer as a member of the People-to-People Student Ambassador Program.

I am a 47-year-old single father. Besides running the resort, I have fished the Bristol Bay, Alaska commercial salmon fishery since 1980. I also keep busy doing nuisance control trapping and refereeing for high school basketball, baseball and softball.



Rick & Ashley

SCENIC BAY RESORT

By *Tina Chapman*

Tim and I purchased Scenic Bay Resort, Isle, MN on Mille Lacs Lake in August of 1993. We then purchased a small neighboring resort in November of 1996. Between the two resorts, we had nine cabins, six motel rooms, RV sites, boat rental, launch service, guide service, fish house rentals and more.

In August of 2003, we sold the original Scenic Bay side of the resort and have kept the smaller resort that is now called Chapman's Mille Lacs Resort & Guide Service. We now have five cabins, boat rental and guide service.

We have been in resorting for 10 years now and plan to continue but on a much smaller scale. We are looking forward to a little less hectic schedule, although we have yet to see that. We have no children

but have a dog and two cats, which can be just as much work as children at times. Prior to buying the resort Tim was a supervisor in a machine shop and I was an administrative assistant in the Twin Cities.



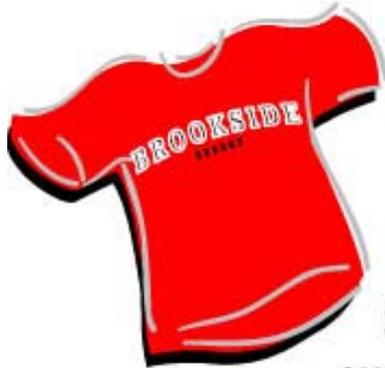
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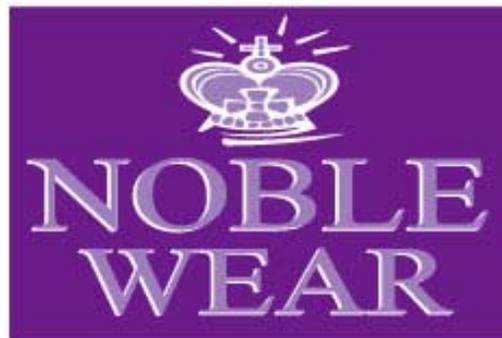
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ROUND BAY RESORT

By Floyd & Sue Frank

Round Bay Resort located on third Crow Wing, 15 miles southeast of Park Rapids.

We purchased our resort in the fall of 1980, with 191 being our first resort season. We started in the business with 11 cabins and 15 campsites. As with many resorters, the first year was a real learning experience. We moved here from Phoenix, AZ where Floyd was a Quality Control Supervisor working for Sperry Flight Systems and Sue was a Kitchen and Bath designer for Excel Industries. Our son Mark was just 6 months old when we purchased our resort and Crystal came along 2 years later. Both of our children have worked in the business all their life and would like to have the resort business remain a part of their life as they move into their professions.

Next year will be our 24th season, with each year becoming more enjoyable than the previous. Our business has expanded to 14 cabins, 14 seasonal RV sites and 7 RV/ tenting campsites. We hope everyone has enjoyed the business as much as we have over the years.



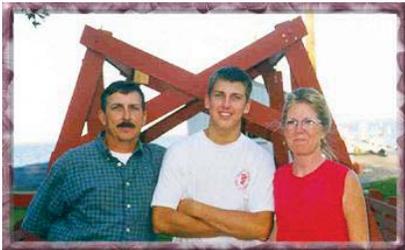
Floyd, our daughter Crystal, son Mark and Sue

RUSH LAKE RESORT

By Mark Harman

Brenda and I bought Rush Lake Resort in 1998. Having never stayed in or at a resort, it was a unique experience for both of us. I had been in the Turkey business for nearly 20 years and Brenda had been working at a Nursing home in Morgan, MN for nearly 8 years. Tom, the youngest of our three children, was a senior and getting ready to leave the nest and we were ready to do something new. We looked at several things. One Sunday I noticed an ad in the paper for a resort for sale and it seemed like the natural thing for us. I liked outdoors activities and Brenda liked

people; why not get into the resort business! We looked at several other resorts over the next few weeks and found Rush Lake Resort on Rush Lake in Ottertail, Minnesota. Nine cottages and 300 feet of lake front, 3 acres of outdoors just for us and hundreds of guests! We jumped right into it with all



Mark, Tom and Brenda

four feet and the first year was nerve wracking. Would we really know how to make people feel welcome and meet their needs? Could we really do this, survive this, and make a living? Sometimes I had doubts, other times I was not sure, but after the end of the first year all the guests booked the next season. We had a year under our belts and it all seemed easy.

We have now finished our 6th season and not all has been a cakewalk. We've had some trying times, lost some guests, gotten new ones and retained most. I wonder why we didn't do this 20 years ago. It is a great way of life.

We have three children. Sara lives near us in Richville, MN and has two children, Emma, 9 months and Charles, 4 years. She is married to Kerry Davis who works for Jennie-O Foods. She and I have a business together, Interquest Detection Canines of Northern MN. We contract with schools and other business to deter the use of drugs and alcohol. Our second daughter Nicole lives in Pascagoula, MS. and is married to William Meche, who is in the Navy. They have two children, William, 2 years and Kaitlan, 4 years. Our son Thomas lives in Minneapolis and is married to Jenny. He just returned from Iraq and has one year left in the Army Reserves. We live in Minnesota most of the year but spend our winters in Texas and Florida visiting friends and relatives.

THE CHALLENGE OF A MID-SEASON RESORT SALE

By Eric & Sharon Schneider, former owners of Big Lake Wilderness Lodge

We recently sold our resort in July, nearly the middle of our summer season. As you might guess, selling in mid-season can entail a myriad of complications, such as:

Allocation of Advertising Expenses
Prorating of Expenses

- Prepaid Annual Advertising
- Payroll (in the middle of a pay period)
- Maintenance

Filing of Quarterly Tax & Workman's Compensation paperwork.

Negotiation of Improvement Costs (for improvements not included in original purchase agreement)

Education of New Owner while guests (some of them repeat customers) are at your resort.

Announcing the Sale to your Guests.

Inventorizing Saleable items as well as Supplies while doing business.

Cancellation of:

- Automatic Payments from your bank account
- Insurance Policies
- Transfer of Deposits
- Telephone, Cell Phone, Cable/Satellite TV
- Boat, Trailer & Auto Licenses/Registrations
- Business Licenses, for example Minnow Transport, Retailing, Liquor, Resort License, Health Dept Licenses, Water Sampling Responsibility
- Resort's Web Page(s), email address(es), Domain Name(s) and all those Links you have signed up for that will automatically renew/bill your credit card in the future.

Change of Address Forms for Mail

Packing & Moving out/Moving in while running the resort.

Any Operating Type Agreement you may wish to have

Completing or updating the "Resort Operations Guide" you always intended to have.

Finding a New Place to Live (if you don't already have a 2nd home.)

Copying all your PC info to your new PC.

Removing all personal stuff from the PC you are selling with the resort.

THEN FACTOR IN THE POSSIBLE DELAY(S) OF YOUR CLOSING DATE. For example in case your buyer's bank needs more time to approve their loan.

Don't forget scheduling sufficient visits to your shrink: to help you get through all this....

This list may not be all-inclusive and certainly will vary from resort to resort. Remember the ancient wisdom: "This too shall pass!" We promise. There is life after resorting.

Almost everything would be so much easier/relaxed if the sale takes place in the off-season. Bottom line: If you can avoid selling during the season – DO IT! But being prepared will always make life easier, should you ever sell.

2003 CMR FALL CONFERENCE RE-CAP

By Dana & Cindy Pitt, Bailey's Resort

Another great CMR Fall Conference has come and gone – hopefully you were able to take part in it. If not, here's a recap. The 18th annual fall conference, "Superior Ideas for Your Resorting Future", was held on October 26-28th at the Superior Shores Resort and Conference Center in Two Harbors. It was a perfect setting for the conference on the shores of spectacular Lake Superior.

Many resorters came up a day early to take in the unique attractions in Duluth and the beautiful sites along the North Shore. For the second year in a row, there were over 100 people in attendance as the conference began on Sunday afternoon. The first presenters were Brian and Heather Sams of Country View Resort in Cushing. They did an interactive session on "The People Side of Resorting", which showed us how to read our guests' personality types in order to better relate to them. It was an interesting and fun way to start the conference. A resorters panel on "Building Projects – Do's & Don'ts" was also held. A wide range of building topics were covered such as cabin layouts, building materials and codes, giving us a good primer on getting our next building project off the ground. Thanks to Ed Fussy of Pimushe Resort, Steve Addler of Cedar Rapids Lodge and Paul Jensen of Weslake Resort for their input. The evening wrapped up with a beach bonfire on the Lake Superior shore with about 35 resorters braving the chilly fall air just for a chance to socialize.

Monday began with an in-depth session on Website Design and E-Marketing by a group from Faster Solutions in Duluth. They did an excellent job presenting valuable information on using the internet to effectively promote our businesses. Following them was "Updating Your Resort", presented by two speakers from Widseth, Smith, Nolting, a firm that works with resort owners to develop long-range property plans. Evaluating your resort, working with planning commissions and finding out what can be done, laying out a plan and implementing it are all part of this in-depth process.

Monday afternoon held our annual "Exhibitor's Expo" with a large variety of exhibitors dealing in resort equipment, apparel, insurance, reservation software and much more - also great prize drawings and an ice cream social. We also wrapped up the annual (and always fun) Silent Auction on Monday evening with generous donations dedicated to our lobbyist fund. Thanks to all who participated in these vital portions of our fall conference.

After the CMR Annual Business Meeting, John Edman, Director of the MN Office of Tourism, spoke of the many changes and challenges that the MOT faces in the year ahead and how the MOT and CMR can work together to promote tourism. Later that evening, there were two breakout sessions. "Surviving The Early Years in Resorting" offered tips and input from resorters who are in their first years of resorting and from some who have just finished those challenging years. Many thanks to: Dan & Dawn Sullivan – Woodland Trails, Jack & Sherry Frost – Joe's Lodge, Ryan & Lori Hilmer – Shangri-La Resort and Mark & Beth Novotny – Hyde Away Bay Resort. The second session was "Selling Your Resort to Family Members". Sharing their insight on the unique issues that arise with this type of sale were Dana Pitt – Bailey's Resort, Jennifer Bateman – Two Inlets Resort, Sheila Niemeyer – Rugged River Resort, Jane Reish – Roger Miller Resort Sales and Bruce Imholte – Imholte & Dahl CPA's.

Tuesday began with a very entertaining and informative Legislative Boot Camp, done by our legislative committee along with the efforts of the CMR's lobbyist Joel Carlson. With this information, we are all better prepared to attend this winter's "Day On The Hill" in St. Paul. Next was Glen Bergstrand of the State Fire Marshall's Office who updated us on fire codes and the funding issues his office faces. The director of the DNR's new Fish and Wildlife Division, John Guenther, was on hand to brief us on issues in the DNR affecting resorts. We appreciated him making the CMR a high priority as his first official engagement as the new Director.

Pete McEwen of Whaley's Resort reported on this past year's property tax battle in Becker County. Resorters in that county have united to oppose additional property taxes imposed by their assessor. Dan Biersdorf, a tax attorney from Minneapolis, delivered valuable information on what is included in your tax assessment and how to challenge it.

The CMR, with the help of Joel Carlson, has spent much time and energy defining our legislative agenda. These issues are so vitally important to the future of the resort industry and tourism in our state. We really appreciated Sen. Carrie Ruud, co-chair of the legislature has newly formed resort caucus, for taking the time to attend and give us her legislative perspectives.

A big "Congratulations!" to Dave and Bev Thompson, of Fisherman's Village Resort near Battle Lake, for winning the CMR Resorter of Year Award. After many years of updating their resort while tirelessly working on legislative issues for the CMR and the resort industry, they greatly deserved the award. Also, congratulations to Diana Dodge of Shady Hollow Resort who won the Grand Prize, a Stihl backpack leaf blower.

Of course, the informal "cracker-barrel" sessions held each day were a highlight for everyone – always something new to learn. In all, it was a very successful conference – a beautiful setting, great facilities and food, informative and timely topics, and socializing with fellow resorters. We all left feeling energized with new ideas and plans for next season.

As our term on the CMR Board and Conference Committee is up, we will miss working on these events and want to encourage others to get involved in the planning process – you will have fun and learn from it too. Plans are already underway for the 2004 Spring Workshop and Fall Conference – don't miss them!

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Thank you to each of these exhibitors from every resort owner in the state of Minnesota. We appreciate your support of our businesses and of the tourism industry in our state.

Thank you for all the great prizes that were given away throughout the Exhibitors Expo.

The Expo Grand Prize – an elegant hand-crafted metal Leaf Bowl, donated by the CMR and purchased from Missy Wojciechowski of "Studio M", was won by Ed Fussy of Pimushe Resort.

CONGRATULATIONS ED!!

THANK YOU TO ALL WHO ATTENDED!



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These businesses generously donated to the 2003 Fall Convention to help the CMR continue to educate resorters and therefore strengthen the resort industry in Minnesota. We all thank you for your support.



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DON'T PAY ATTENTION TO "HITS"

By David Moe, Clamshell Beach Resort

One of the most quoted website statistics is "Hits". How many times have you had someone tell you how great their site is doing and then quote the number of hits they have received? Maybe they are asking you to pay for a link on their website? Maybe they are trying to make you feel good about your "investment" in an organization?



Don't fall for this sales "technique"!

The number of hits a website receives is directly related to the number of "calls" that are made to the website. What does this mean?

Suppose the home page on your website is composed of 1 million images. If just one person goes to your home page and waits for all the pictures to be loaded, you may now proclaim that your website gets one million "hits" a day. Your website statistics page will correctly reflect this information.

Maybe you went to someone's website who claimed they get 1 million hits a day and you only see four pictures. Simple math would make you think they must get 250,000 people a day visiting their site (1 million hits divided by 4 pictures). Don't jump to that conclusion. It is quite easy to fill a page with many invisible, small pictures that make calls without you even seeing them!

Are the people who are presenting hits as valuable information trying to be dishonest? Not likely, except for those people who knowingly load those invisible images and then quote their statistics. We're all at various levels of learning about the internet and we often quote statistics we've heard of, but maybe don't understand.

What is a better statistic? - "Visits"

Without a doubt, the number of "visits" a website gets is a better statistic about website traffic. This will tell you how many times a person visits a particular site, not how many pictures are loaded. I don't want to sound too paranoid here, but the number of unique visits may be even a better statistic because it is possible to set up routines that go to a website regularly just to record a visit for the website owner. You can even set up a routine to make these appear unique, it all depends how much effort someone wants to

put into it and how sophisticated your web stats monitor is. Let's not worry about that until it seems to be a problem.

What is an even better statistic? - "Exit Pages"

Suppose someone wants you to invest in a link on their website. Suppose it claims that it gets one thousand unique visits a day and that everything is legit. You should consider how many people are using the site to get to your type of business. After you make the investment, you can estimate the success of the investment by tracking all phone calls and written inquiries to figure out the value of the investment. If you are more sophisticated, you can use the website statistics from your own site to see how many people come to your site from their site.

But, if you want to judge the value of a link BEFORE you make an investment, you can do a couple of things. One, find out how many inquiries or visits other advertisers get from that site. If this advertiser is savvy and open to your question, it's the best way to judge things. If you don't feel comfortable doing this, or you can't judge the quality of the opinion you received, ask the website owner about his "Exit Page" statistics. They should be able to tell you how many people left their website to go to websites like yours. By asking this question, you can assure yourself that the website owner knows his site and that everyone isn't going there to the link that offers FREE lake maps, for example.

I hope this information helps. The Congress of Minnesota Resorts carefully tracks our website, www.minnesota-resorts.com. The statistics of our website are shown below. How are your other investments doing?

The CMR board has decided to dedicate more money for marketing the website. We encourage you to enjoy this great **members only** benefit and join us today (see the application on inside front cover).

	Number (one month 5/2-5/31/03)	Number (yearly extrapolation)	Pct
Visits	7,932	95,184	-
Exit Pages to Resort websites*	3,834	46,008	56.15%**

*This represents the number of people who were referred to an individual resort's home page from the CMR website. Think about this as the number of resort brochures the CMR distributed to people who wanted what that resort has, versus the number of books distributed or magazines printed that may or may not meet the consumers' needs. Quality is better than quantity.

**This represents the percentage of people who come to the site and eventually go to an individual resort's home page.

HOT TUBS AND WHIRLPOOLS

NEW REGULATION STARTING JULY 2004

By Dave Thompson

A reminder from the Legislative Committee: Starting July 1, 2004, Residential-style spa pools currently in use in licensed lodging establishments in Minnesota must comply with licensed pool codes. MN Rules, part 4717.0150 – 4717.3975 or with requirements of Minnesota Plumbing Code 4715.1240. The plumbing code requires whirlpool bathtubs to meet standards set forth by ANSI 112.19.7 and ANSI 112.19.8. ANSI 112.19.7 defines a whirlpool bathtub as a plumbing appliance consisting of a bathtub fixture that is equipped and fitted with a circulating piping system designed to accept, circulate, and discharge bathtub water upon each use.

According to Minnesota Department of Health (MDH), Environmental Health Services Section, residential-style spa-pools or hot tubs do not meet many of the requirements of the Minnesota Pool Code or Plumbing Code. They cite most of the non-compliance issues include recirculation components, disinfection feeders, recirculation rates, drain construction, tub access, handrails and decking.

MDH has decided that spa pools in licensed lodging establishments must be brought into compliance with the Pool Code or be removed from public service by July 1, 2004. If you operate a residential style spa pool, you should contact your sanitarian responsible for your area. If you have any questions regarding compliance of your facility you can also contact MDH Offices:

Metro District Office	651-215-8070
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Duluth District Office	218-723-4642
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Watch for transportation and lodging details on the CMR Yahoo e-groups on your computer or contact Dave Thompson, Fisherman's Village Resort @ 218-495-3326.

WHAT'S NEW OR NEWS IN THE DNR

By Dave Thompson, Fisherman's Village Resort

Recently there were two new decisions made by Commissioner Merriam on the structure of the DNR.

The first decision is that the Commissioner's Office has decided Trails and Waterways will continue to be a division.

As you likely know, the Commissioner's Office convened an interdisciplinary work group earlier this year to analyze options for organizing Trails and Waterways programs. The Congress of Minnesota Resorts asked to be part of that work group and was the only Resorter representative. That group recently completed its work and compiled a summary of its findings. Based on this work and DNR's own evolving organization structure decided to retain the division as it is. The DNR and the Congress of Minnesota Resorts believe this decision is in the best interest of Trails and Waterways' programs, the recreational users who depend upon them and integrated resource management.

The second decision is the appointment of Laurie Martinson as Director of the Trails and Waterways Division. Her appointment is effective Dec. 1. Martinson has been the Department's Legislative Director and Field Operations Manager. She has a deep understanding of the Department's programs and has been heavily involved in Off-Highway Vehicle management and other recreation programs. Among other things, she will be focusing on improving stakeholder relations, improving recreation program integration and strategic planning for accessing Minnesota's lands and waters.

If you have questions, feel free to speak with Laurie directly. She can be reached at 651-215-6069 or laurie.martinson@dnr.state.mn.us.

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See ad on page 7

OTHER

Save time and money! If you don't have time to do administration and be in compliance with all state & federal regulations, give PRO SYSTEMS CORPORATION a call at 1-800-776-4671

See ad on page 14

SUPPLIES

Two reasons your next dock should be EZ DOCK: 1. EZ Dock is the last dock you will ever need. 2. Refer to reason number one. 800-654-8168.

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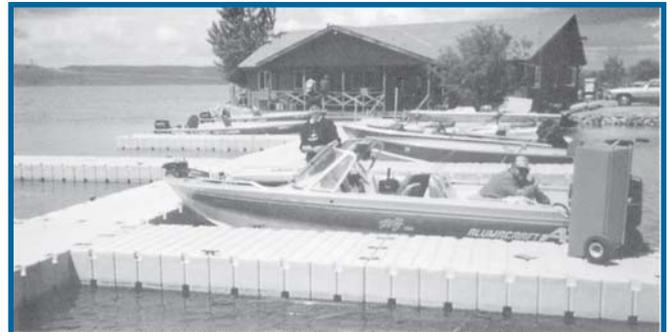
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NORTHLAND BRICK & FIREPLACE SUPPLY We Cover Your Landscape! 2111 Forthun Road South, 3 blocks south of Hwy 210 & 371, Baxter/Brainerd, 829-1929 or 1-800-201-1929.

See ad on this page

NOBLEWEAR makes great resort wear with great graphics at great prices; Delivered on time. Check us out www.noblewear.com or have a rep stop. 1-888-662-5398.

See ad on page 11



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MON. - FRI. 7 am-5 pm, SAT. 8:30 am-3:30 pm

829-1929 or 1 (800) 201-1929

WHAT THE CONGRESS OF MINNESOTA RESORTS IS ALL ABOUT

MARKETING

As a member, your resort is listed on our web site www.minnesota-resorts.com, and you have password protected access to your listing. This means you can make any changes to your listing anytime you want. It's easy and it gets results!

EDUCATION, EDUCATION, 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 2 1/2 day Fall Conference. We also sponsor the School of Resorting. These are all ways for resorters to get together, learn from one another about resorting issues and just plain have fun! We also sponsor the on line "chat room" that you've probably heard so much about.

LEGISLATIVE EFFORTS

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.

ALL THE OTHER STUFF

Every year we offer scholarships to member's children and grandchildren, and award our "Resorters of the Year Award" to a deserving resort member. We also get our members hooked up with low long distance phone rates, competitive Visa/Mastercard rates and a free subscription to the DNR's Volunteer magazine..

OUR MOTTO

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

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.

What are you waiting for? Join the Congress of Minnesota Resorts today!

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LOSING RESORTS...WE ALL LOSE

By David Burd, Fair Hills Resort

Chairman Becker County Resort Preservation Task Force

When you ask people to imagine a Minnesota vacation, what image comes to their mind? We do not have any scientific numbers to support this, but we believe that most would think of a crystal clear lake, swimming, fishing, pine trees, hardwoods, the sound of loons, bonfires, etc., i.e., they think of a Minnesota resort setting. This image may soon be just a memory for a whole generation and no longer a reality for our children.

Based on a University of Minnesota Extension office survey, the number of resorts in Minnesota has dropped from 2,527 in 1970 to 1,193 in 1999. We all know that many resorts have sold since 1999, and most that sold are no longer being operated as resorts. It follows, ergo, that there are less than 1,193 resorts in Minnesota today. It is difficult to project the exact number, but most people in the resort industry think there will only be around 960 resorts left in Minnesota in 2004. Many of you have seen and heard about these numbers before reading this article. In the following paragraphs, we will show you why you should be concerned about the trend of the declining number of resorts in Minnesota.

Many resorts that are sold are no longer operated as resorts because the value of the land is far greater than the value of the business. In other words, the property is sold based on its land value which, generally speaking, is a higher figure than the business numbers support. If one purchases the resort based on its high land value (lake properties have skyrocketed in value in recent history), it is extremely difficult to service the debt or cash flow the business from the resort operations. Accordingly, resorts are purchased and divided into several lots, developed as condominiums, or sold as individual cabins with shared access points.

While change is perhaps inevitable, the change that is occurring in the resort industry has a negative impact on tourism and on both local and state economies. A 2000-2001 University of Minnesota Study that compared seasonal homes versus Resort/Commercial cabins discovered some alarming spending patterns:

- Seasonal cabin owners spend, on average, two weeks at their residence. A resort cabin will be filled 10-13 weeks, creating in excess of 5.7 times the revenue spent by a seasonal resident, excluding lodging.
- On average, each cabin at a resort, supports guest expenditures of \$20,000 to \$21,000 per cabin per season (again, not including the actual cost of lodging). This compares with approximately \$3,500 spent on average by a seasonal cabin owner. Based on these numbers, it would take 60 private cabins to replace the lost revenue generated from a 10 cabin resort. If you think of how you spend money when on vacation, the above numbers should not surprise you. When people are on vacation, they eat out more, they spend money at local attractions, they shop for souvenirs, etc. That is all part of an enjoyable and memorable vacation. If we lose resorts and vacationers, we lose a significant amount of tax revenue.

According to a recent MN Office of Tourism study, for each dollar spent on lodging, \$2.29 is spent on other vacation items. The same study reported that resorts in Minnesota generate more than \$185 million in gross sales, and more than \$10.9 million in taxes.

Because the number of resorts in Minnesota is shrinking at an alarming rate and because that means a serious loss of revenue for both the state and our local economies, we formed a Resort Preservation Task Force in Becker County. We formed the task force in the summer of 2003. Since we live in the Detroit Lakes area, we have focused our efforts and research on Becker County. Although we have focused on Becker County, the numbers should be applicable to all resort communities throughout the state.

In 2000, the forty-four resorts in Becker County generated \$5,509,000 in sales and \$326,000 in tax revenue (based on 2000 MN sales and use statistics). That money is direct revenue generated at resorts. Becker County resorts, however, contributed much more to the local economy through other spending. The forty-four resorts in Becker County, for example, spend significantly each year on new construction, repairs, equipment, and merchandise for resale. These expenditures are estimated conservatively at \$2,200,000 annually. This sustained contribution to local businesses can not be replaced by private cabin development.

Considering the above numbers, Becker County resorts accounted for an estimated \$14,637,000 in direct and indirect revenue in 2003 (\$4,507,000 in gross resort sales, \$280,000 in sales/use tax, \$7,980,000 in indirect revenue, i.e., local retail revenue generated from resort guests' expenditures, and \$1,900,000 in commercial purchases, e.g., resorts' maintenance operations and equipment, wholesale purchases for resale, and supplies). This \$14 plus million dollars is based upon 38 resorts operating as resorts in Becker County in 2003.

As you can see, the loss of resorts has a severe and negative impact on our local economies and ultimately the State economy suffers too. We hope to minimize this trend so that vacationers in the future will continue to have access to our lakes and so that Minnesota will continue to attract vacationers from all over the world. Minnesota has lost over half of its resorts in the past 30 years. The time to act is now. There are many important issues regarding the resorting industry and there are many different opinions on what are the most vital issues. For now, we believe we all should focus on the following issues:

- Either change the tax rate/classification of resorts or change the way that resorts are assessed for tax purposes, e.g., discount their assessed value by a set percentage, tax resorts on their business value instead of their land value, create a tax free zone for resorts, etc.
- Re-establish the Resort Loan Program.
- Establish a sales tax exemption for capital expenditures.

Our goal is to make it viable for resorts to continue to operate as resorts. If resorts are being sold to developers, it is not the resort owner who suffers. Instead, it is the local economy, the State of Minnesota, and vacationers who want to spend their vacation on a lake in Minnesota who will suffer. The image and reality of a lake vacation in Minnesota is being seriously threatened. To protect this wonderful asset, the State of Minnesota must take some action. To accomplish our goal, we need your help. If you are a Legislator, please support the above issues. If you are not a Legislator, please contact your local Representatives and ask them to support the above issues. We are close to losing the resorting industry in Minnesota; we need to act today.

**WE NEED YOUR STORIES AND ARTICLES FOR THE CONGRESS OF MINNESOTA
RESORTS' MINNESOTA RESORTER MAGAZINE!!**

REMINDER: Keep your camera handy and take lots of pictures this winter of vacations, building and remodeling projects or any other resort memories... Next summer you'll be glad you did. Try to keep a journal of happenings at your resort this winter, possibly something you would like to share in this magazine. Maybe a funny or not so funny story, a new kids' activity that went over well, a new tool that was well worth the cost, or even a quick repair idea—just anything related to resorting that can be shared with fellow resorters. Our magazine only exists because of articles from you!

Best wishes to everyone for a relaxing or productive winter and few repairs!!
Send articles, stories, (we will edit them for you!) and pictures to:

Sue Paradeis, Shing Wako Resort
218-765-3226 shingwako@brainerd.net



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Owner/Manager _____ Years in resorting _____

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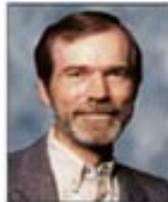
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