

# KDCA

## SMOKE TRAILS NEWS

KENORA DISTRICT CAMP OWNERS ASSOCIATION

### NEXT MEETING

Friday  
April 30, 2010  
Waldhof Hall

#### IN THIS ISSUE:

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- Tentative Meeting Agenda April 30, 2010
- KDCA Spring Social and Dance
- Land Use Permits and Market-Value Rents-a report from NOTO
- There Is No Better Time To Convert To Solar!- Solar Solutions

#### Other Upcoming Meetings:

Consumer Frosted Food Show,  
Monday April 26 th from 1:30-  
6:00 pm, Best Western Lakeside  
Inn, Kenora

Sunset Country-Annual General  
Meeting, Wed. April 28 th at  
7:00pm, Super 8 Motel, Fort  
Frances

NWOTA-Annual General Meeting,  
Thursday April 29th, Nestor Falls  
Community Centre

**www.kdca.ca**

ISSUE FOR:  
SPRING 2010

### President's Message:

Spring 2010

Dear Colleagues, Friends & Stakeholders in our tourism industry:

*"The most successful people are those who are good at plan B"... James Yorke*

The tourism industry has always required having a plan B, that is nothing new. We constantly deal with a wide spectrum of things that you just can't rely on. From weather to politicians, you plan for the best, but prepare for the worst. With a new season fast approaching, it is time to gather all the facts we can so our plan B can be the best it can possibly be. To that end I believe the KDCA annual spring meeting on Friday, April 30th is something you owe to yourself to attend.

The agenda has been designed to provide you with information you will want to know about. M.N.R. representatives from both Kenora & Dryden will update us on key issues. enforcement, possible changes to the deer hunt, licensing, etc. How will the new safe boating regulations affect us? The OPP marine unit will tell us how they plan on enforcing this. Ken Kemp, auditor for Revenue Canada, and a representative from the Ministry of Revenue will update us on the July 1st introduction of the new HST. Are you prepared for this change..it is a major one! Is there a rebate for your guests? Attend and find out! For those in the industry that could benefit from the change to a solar system, Jarret Hannah from Solar Solutions will provide you the information to have up to 50% of the costs covered by grants! We are happy to have Doug Reynolds, Executive Director of NOTO, and Marg Watson, President, attend our session and bring us up to speed on the important issues they are working on. The land tenure / LUP proposed changes are just one of many that have major implications. We all know how hectic our schedules can be at this time of year. Please consider taking the time to inform yourself on these, and other important issues.attend the KDCA meeting at the Waldhof Hall!

Finally, I would like to extend an invitation to all of you to join us at the KDCA dinner and dance. Good food, great music, fabulous prizes and a chance to meet with fellow owners and allied members before the season kicks off. On behalf of the KDCA directors and executive I would like to thank the contribution of our allied members for their generous donations to this important fund raiser. Contact Mal Tygesson and reserve your tickets now!

To all of us looking forward to the best possible season, good luck, stay healthy, and have fun!

Cheers,  
Gord Bastable, KDCA President  
Email:vbay@drytel.net



**WE SUPPORT OUR ALLIED MEMBERS!**

P.O. Box 545, Dryden, Ontario P8N 2Z2 Email: office@kdca.ca www.kdca.ca

## NOTO UPDATE-Doug Reynolds, Todd Eastman

### Land Use Permits and Market-Value Rents

Over the last several months, a number of tourism operators have contacted NOTO and tourism industry representatives on the working group, suggesting that we approach MNR to create a different, lower priced land tenure mechanism for certain commercial Land Use Permit sites. Operators have suggested that certain kinds of sites or uses should not pay the full annual rent of \$822.50 - generally because these sites were of lower use or lower value than typical outpost sites.

The land rental rate developed through MNR's discussions with NOTO was based on using a single land value of \$16,800 for all outpost sites. Ontario government rules required that the approach we used be based on "fair market value". We worked from the data provided by approved appraisal consultants, which showed a huge range of land values for outpost sites. These values ranged from less than \$5,000 to well over \$100,000. The \$16,800 figure we arrived at was based on a weighted average of north-eastern and north-western Ontario values. The figure of \$16,800 is about half the value that a number of operators who had already negotiated leases with MNR had arrived at, so these businesses will see their rent cut almost in half thanks to NOTO.

The suggested exceptions for low use or low value sites would involve a completely different approach to valuation - an income-based valuation. All of these approaches, whether based on weeks of use, lake size etc. essentially argue that sites that make less revenue should be valued lower. Although income-based approaches to property can legitimately be used to establish value, we chose not to pursue such an approach when we entered the valuation exercise. The industry has told NOTO overwhelmingly that it does not support income-based approaches to property valuation. We addressed this issue when the Municipal Property Assessment Corporation attempted to impose income-based assessments for property tax purposes, and we successfully fought off income-based assessment at the very strong urging of the industry.

Despite the fact that we had previously rejected income-based approaches to valuation, based on feedback we had been receiving we had a lengthy discussion at the most recent RBT Working Group meeting about potential alternative approaches to "low value" sites.

However, in the end the consensus was that none of these approaches could be justified without moving down the road to an income-based approach and the likely possibility that values and rental rates would then increase substantially for many operators.

Many of you may also be aware that our discussions with MNR around outpost bed capacities are currently at a standstill.

Although we were led to believe that a proposed solution developed at the last Resource-Based Tourism Working Group meeting was being brought forward to senior MNR officials for approval, I was later told by the co-chair that MNR staff were not comfortable with it and that more time was needed for them to develop a counter-proposal. We elected to break off discussion of the issue at the RBT Working Group and contacted the new Minister of Natural Resource to ask for help with the issue. Despite a number of phone conversations with the minister's senior staff over the last week, we have not yet been able to schedule a meeting with her.

Because NOTO has always maintained that moving to market-value rent was contingent on addressing a number of other critical industry issues, NOTO no longer endorses the move to market-value rent and in our letter to the minister noted:

*"WE ACCEPTED THE MOVE TO MARKET VALUE RENT ON THE PREMISE, PROMOTED BY MNR, THAT IT WAS TIED TO CONCRETE ACTION ON THE OTHER IMPORTANT INDUSTRY ISSUES, SUCH AS BED CAPACITY, MANAGEMENT OF REMOTENESS AND INDUSTRY LICENSING. GIVEN THAT THERE HAS BEEN ABSOLUTELY NO MOVEMENT FROM MNR ON BED CAPACITIES, NOTO NO LONGER SUPPORTS OR ENDORSES THE MOVE TO MARKET VALUE RENT. WE THEREFORE BELIEVE THAT THE APPROPRIATE RENTAL CHARGE FOR LAND USE PERMITS IS THE \$125 ANNUAL FEE OUR INDUSTRY HAS PAID FOR MANY YEARS."*

*"A NUMBER OF OPERATORS HAVE INDICATED TO US THAT IT IS THEIR INTENTION TO PAY ONLY \$125 PER SITE UNTIL THIS ISSUE IS RESOLVED. ALTHOUGH WE ARE NOT ENCOURAGING OUR INDUSTRY TO BREAK THE LAW IN THIS REGARD, WE BELIEVE THEIR POSITION ON THIS IS WELL JUSTIFIED AND WE WILL SUPPORT THEM IN THIS AND ANY OTHER REASONABLE PROTEST ACTION THEY MAY CHOOSE."*

We are actively trying to resolve these outstanding industry issues. If you have questions or comments, I invite you to call me or Todd in the NOTO office, or one of the industry representatives on the RBT Working Group - Marg Watson from Sudbury Aviation, Hugh Carlson from Viking Island and Outposts or Brad Greaves from Ignace Outposts.

Doug Reynolds, Executive Director  
Ph. 705-472-5552 x23      doug@noto.net  
Todd Eastman, Lands & Forests Issues Manager  
Ph. 705-472-5552 x22      todd@noto.net

**PLEASE SUPPORT  
KDCA ALLIED MEMBERS**

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|---|----------------|
| Alex Wilson Coldstream Ltd.   | 807-223-2381   |
| B. Taylor Home Hardware Building Centre                                       | 807-223-3381   |
| BDO Financial Services  | 807-223-5321   |
| Bilsbarrow & Assocs/Darkwater Dev.  | 807-938-6331   |
| Bobby's Corner  | 807-227-2099   |
| Boreal Signs  | 807-223-2528   |
| Border Bob's  | 218-283-4414   |
| Consumers Frosted Foods Ltd.  | 807-468-8995   |
| CSP Printing  | 807-547-3229   |
| Dingwall Ford   | 807-223-2235   |
| Domtar  | 807-223-2323   |
| Dryden District Chamber of Commerce   | 807-223-2622   |
| Dryden GM   | 807-223-7123   |
| Dufresne Furniture  | 807-223-8009   |
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| K-Sports  | 807-468-3308   |
| Kupper Contracting  | 807-227-2194   |
| Lake of The Woods Insurance   | 807-467-8800   |
| Mac Print   | 807-223-5599   |
| McAuley & Partners/Thunder Mgt.   | 807-223-2254   |
| McKinstry Chrysler  | 807-223-4214   |
| Mercury Marine  | 204-349-3189   |
| Meyers, Norris, Penny LLP   | 807-468-6471   |
| Northern Lights Credit Union Ltd.   | 807-223-5358   |
| Northwest Aqua Ltd.   | 807-547-5600   |
| Ontario's Sunset Country  | 807-468-5853   |
| Patricia Area Community Endeavors   | 807-221-3293   |
| Pinchin Environmental   | 807-468-4110   |
| Royal Bank- Dryden Branch   | 800-769-5251   |
| Shewchuk, MacDonell, Ormiston, Richardt & Fregeau LLP Barristers & Solicitors | 807-468-9828   |
| Solar Solutions   | 204-981-7488   |
| Square One Printwear  | 807-223-3885   |
| Sysco Foods   | 1-800-865-5090 |
| Telesky Taxidermist Ltd.  | 204-775-6769   |
| The Flower Forest   | 807-221-2121   |
| The Sam Group   | 1-800-860-4619 |
| The Standard Insurance  | 807-468-3333   |
| Timbermax   | 807-223-6699   |
| TD Canada Trust   | 807-223-5237   |
| Village Corner  | 807-227-2671   |
| Winters Owchar Fuerst Financial Services                                      | 807-223-6835   |
| Wolfram's Inc.-World of Water   | 807-468-4338   |
| Yamaha Motor Canada Ltd.  | 807-468-7533   |

**NEXT KDCA MEETING  
FRIDAY APRIL 30, 2010  
WALDHOF HALL**

Please advise Mal Tygesson if you will be attending the meeting and staying for lunch!  
(807)755-2434

E-mail: info@evergreenlodge.net

www.kdca.ca/www.kdca-nwota.ca

**KDCA Friday APRIL 30<sup>TH</sup>, 2010 Meeting**

**TENTATIVE AGENDA**

Location: Waldhof Hall, Waldhof

**9:00 a.m. - 4:00 p.m**

**9:00 a.m.** Doors open/coffee served

9:30 a.m. Call to order. Introductions-Gord Bastable, President  
Correction/Additions to agenda.

Approval of fall meeting minutes

9:45 a.m. Discussion of discretionary spending power of  
President...Approval of secretarial services.

10:00 a.m. Treasurer's Report-Steve Hartle

10:10 a.m. KDCA/NWOTA working group update-Harald Lohn

10:20 a.m. Boating Regulations & Enforcement

-Dante Zerbinati. OPP

**10:40 a.m. Coffee Break** (Sponsored by the Royal Bank)

10:50 a.m. Deer hunt update, enforcement, and other issues  
pertinent to KDCA- Mathew Benson, Shawn  
Stevenson, MNR (Dryden & Kenora Districts)

11:30 a.m. What we need to know about the HST - Q & A  
Ken Kemp, Revenue Canada and rep from  
Ministry of Revenue (TBA)

**12:30 p.m. Lunch** (Sponsored by Consumer Frosted Foods, KDCA)

1:15 p.m. Solar systems applicable to our industry as well as  
available grant programs - Jarret Hannah, Solar  
Solutions

1:35 p.m. NOTO update- Doug Reynolds

2:35 p.m. Patricia Region Tourist Council & Sunset Country  
updates - Mike Loewen & Gerry Cariou

3:00 p.m. OMBAAC (Ontario Moose & Bear Allocation  
Advisory Committee) - Arnold Beebe, Dave  
Cansfield

**3:15 a.m. Coffee Break** (Sponsored by the TD Bank)

3:25 p.m. OTMPC - Jim Grayston

3:45 p.m. Wrap Up/Adjournment

**5:30 p.m.** Happy Hour

**7:00 p.m.** Dinner & Dance



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**KDCA SPRING SOCIAL AND DANCE**

Cook Your Own Steaks...Live Band

**April 30, 2010 - Waldhof Hall**

Tickets: \$30.00 each

Tickets are limited -reserve your seats NOW!

Call Mal Tygesson at (807) 755-2434

or E-mail info@evergreenlodge.net

**LOTS OF GREAT DOOR PRIZES & RAFFLES!**

## THERE IS NO BETTER TIME TO CONVERT TO SOLAR!

Jarret Hannah, Business Development Officer, Solar Solutions

Spring has officially sprung, and with it's arrival comes a new Spring equinox, which means; longer days and more sunlight hours! When we think of more sunlight hours, our minds automatically gravitate toward outdoor activities and enjoying our natural setting to the fullest. These of course are great thoughts, but then there are also thoughts of the necessary work that must be completed on our various camps. These thoughts are not as attractive.

However, when you think of increased sunlight hours and ponder the best renovation/enhancement you can do at your camp, you should consider Solar. Not only is Solar a great way to harness all of that free sunshine and convert it to energy, it also pays to go Solar...literally!

When you take the time to research the facts, the case for Solar is quite compelling. Let's look at four of the main reasons to assess this technology:

**1. Government Funding:** There are currently two exceptional government programs that you can access for funding.

**a. The Northern Ontario Heritage Fund (NOHFC):** As part of their Northern Energy program, the NOHFC is offering a 50% rebate on your solar investment. For example, if your system were to cost \$100,000, you would only have to pay \$50,000 with the other half being subsidized. In addition, the application process has been simplified to expedite the turnaround time on approval and rebates. The NOHFC wants to see conversion to solar technology.

**b. The Feed-In-Tariff (FIT) Program:** The FIT program is a 20 year energy production contract with the Ontario Power Authority (OPA). This program will pay you to produce solar energy and sell it back to the electrical grid. For example, the OPA will pay .80 cents per kilowatt hour of energy produced on a system that is 10kW or less. If you were to install a large array of 10kW it would produce approximately 14,600 kWhours of energy per year. This would translate to \$11,680 per year in revenue or \$233,600 over the life of the contract

**2. Payback Time:** If you were to use your 10kW system to off-set use of a generator, the system would pay back in as little as 3-4 years (with the NOHFC rebate). If you were to use your 10kW system for the FIT program, your system would be paid off in as little as 8 years.

**3. Leasing Programs:** New leasing programs are available at Solar Solutions. Our leasing program allows you to eliminate any major capital expenditure that would limit your ability to invest in solar.

**4. Volatile fuel and utility prices:** In today's economy, every dollar counts. Unpredictable fuel and utility prices make it very difficult to budget expenses. We know what our expenses are today, but we don't know what they will be a year or 5 years down the line. Installing a solar PV system will allow you to fix your energy costs over the long term.

If these reasons have piqued your interest in solar conversion, you should do the following:

**a. Conduct an energy evaluation on your camp.** Measure your energy loads to determine the size of solar system you would require (our certified solar consultants can help you with this).

**b. Look for energy efficiencies in your camp.** The lighter your loads, the less energy it requires to power them (this will allow you to size down your system and save you money). Some common efficiencies include; switching incandescent bulbs to compact fluorescents, switching stand up freezers to chest freezers and converting water and sewage pumps to more efficient variable speed drive pumps.

To conclude, there really is no better time to convert to solar. The cost has come down, the efficiencies are real and the rebate program is exceptional.

## EXECUTIVE & DIRECTORS

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Jerry Fisher 807-488-5810  
Dan Denzler 807-529-6346  
Bob Paluch 807-755-2172  
Mal Tygesson 807-755-2434  
Rob Wisneski 807-227-2199

If for any reason you wish to speak with the executive or directors, and cannot reach them directly at their listed telephone number, please Email the K.C.D.A. office: office@kdca.ca