



To each of our Dear, Dear Customers - We hope this letter finds you and your family safe and well.

Our world was, and continues to be, turned upside down – just like yours! The dreaded COVID-19 put a complete stop to our 2020 season. Once the pandemic was declared in March 2020, the US/Canada border was closed to “non-essential” travelers. It is still closed! Life is not without challenges, but this has stretched us all in new ways.

Saddened & distraught by not opening for the 2020 season, our summer months included many hours lobbying with Government and seeking financial support for the Tourism Industry – albeit with minimal success. We have worked diligently to cut spending & defer projects, lost 100% revenue and continue to manage fixed overhead costs (plane maintenance, insurance etc.) – all of which has certainly brought about its challenges.

Our survival depends on YOU – we THANK YOU for your support, contributions and dedication to KaBeeLo Lodge.

WHAT HAPPENED IN *2020*

- NEW AIRPLANE - In January of 2020 we were elated to share the news of our newest fleet member – C-FOEX, DHC-2T Turbo Beaver production number 52 (for reference, our turbo beaver C-GEWP is production number 2). She has been groomed, prepped, tuned and will be ready to go for 2021!
- NEW 1000G PROPANE TANKS (2) were installed this spring at the Main Base, along with a few other propane upgrades. One tank has been set up as a robust

filling station - allowing us to continue filling our many portable propane cylinders in a safe & regulated manner.

- TIMBER COMPANY SUCCESS – as many know, our winters (& summers) involve heavy dialogue with timber companies and the MNRF (Ministry of Natural Resources & Forestry). This winter the focus has been on the timber company’s 2021-2031 forest plan. We are excited to report that through hours of negotiations, harvest activity & an existing road will be moved AWAY from some of our key lakes!

- MOVED OUR WINTER OFFICE from downtown Prior Lake MN to central Bloomington MN. Our winter mailing address remains unchanged (PO Box 189 Prior Lake MN 55372). The new physical address is: 1620 W 98th St #201, Bloomington MN 55431.
- A HUGE THANK YOU to our staff member Jason Trampleasure – a long time staff member, who stayed in Ear Falls all summer. Jason made weekly camp checks to oversee the propane work, maintain the camp grounds and keep an eye on things in our absence!



LOOKING AHEAD TO 2021

As we reflect on 2020 and look ahead to 2021, we may need to adapt to some new practices in order to keep our guests and staff safe in the 2021 season; increased sanitizing, coordinating protective equipment and possible changes to services offered – depending on what guidelines & regulations are imposed/implemented by Government. KaBeeLo will abide by all requirements to ensure we can open for the season. Other changes for 2021 include:

- ➔ NO sport show venues or dates for January – March 2021. Exhibition planners have worked diligently to make a run at safely opening shows, unfortunately they've made the tough decision to cancel the early 2021 show circuits. Please check our website (www.kabeelo.com)/ Facebook (www.facebook.com/kabeelo.lodge) for any updates.
- ➔ Deposit requirements have increased from \$400/adult (\$200/youth) to \$600/adult (\$300/youth). At this point we are unsure if this will be a permanent or temporary adjustment for seasons beyond 2021. We appreciate your understanding.
- ➔ For the first time in 49 years of business, we have not produced a fold out brochure/hunting flyers. Why? Simply put – cost savings. This year's rates have been printed on a simple rack card (enclosed) showing the package rates & options for the 2021 season. Our

goal is to be “back to a normal brochure” for the 2022 season (KaBeeLo's 50-year Anniversary year!)

- ➔ 2021 rates for the standard 4-night/3-day fly-out have increased \$145/adult over the 2020 rates. This increase in no way makes up for the lost season, but will help mitigate some of the large fixed costs incurred during the pandemic. We are beyond grateful for your support through this phase of “pandemic recovery”.
- ➔ Youth discounts have been adjusted to follow a simpler math structure.

New Discount Structure	
Age Range	Discount
0-4	FREE
5-11	75%
12-18	50%

WAYS YOU CAN

Help

Many have asked for ways to help, so we've come up with a few options...

Gift Certificates: Available in any dollar amount. Through January 2021 we are offering a \$100 discount for every \$1000's purchased! Call 952-447-2952 or email info@kabeelo.com to arrange purchase & delivery.

Shop KaBeeLo apparel: Unique sweatshirts, hats, adult & kids apparel that you can't get at the Lodge! Online sales only www.kabeelo.com/about/apparel/ Be sure to check out the “2020 Lost Season” mesh cap!

Book a trip for 2021: Call or email to talk through some options and packages for 2021.

Spread the word: Holidays mark the perfect occasion! Your word of mouth is our best advertising!

Join the “KaBeeLo Krewe”: Should it be within people's means, a support contribution deems you part of the KaBeeLo Krewe '21 – a status that comes with perks! Learn more about the program and how to join at: www.kabeelo.com/about/support.

MERRY CHRISTMAS

