

**ROYAL CANADIAN LEGION KINGSWAY BRANCH #175**  
**MINUTES OF THE GENERAL MEETING**  
**TUESDAY 24 SEPTEMBER 2024**

The President opened the meeting by ritual at 6:30 p.m.

The meeting was chaired by Comrade S. Danyi

**ROLL CALL:**

**Present:** Comrades R. Torrie, Etmanski, W. Hyshka, R. Wills, C. Wills, J. Hyshka, Criss, Deugau, Morrill, Danyi, Simon, N. Danyi, D. MacIntosh, Walsh, Werner

**Excused:** Comrade Fecteau (holidays), Wiebe (sick)

**Absent:**

**Guests:**

**LAST POST**

<b><u>Name</u></b>	<b><u>Age</u></b>	<b><u>Deceased</u></b>	<b><u>Service (if applicable)</u></b>
Lisa Twigg	66 years	22/July/2024	
Harry Grace	83 years	24/Sept/2024	
Sharon Gearing	82 years	19/Aug/2024	

**MOTION TO ACCEPT THE AGENDA:**

Motion to accept the agenda were made by Comrade W. Hyshka

**CARRIED**

**COMMITTEE REPORTS**

**TREASURER:** Comrade N. Danyi

**Revenue:** Revenue is down by \$96K (12%) year-over-year (YoY). This drop is primarily driven by:

- A 66% decrease in special event revenue, down \$44K.
- A 23% decrease in rental revenue, representing a \$20K decline.
- A 13% decrease in canteen revenue, down \$68K.

Despite the decline in revenue, our gross margins have held steady at 41%, compared to 40% at this time last year. This indicates that cost control measures have been effective in maintaining profitability, despite inflationary pressures.

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**Canteen Performance:** The canteen remains the largest driver of cash flow, generating \$436K YTD, which represents 67% of total revenue. However, the canteen's monthly revenue has shown a concerning downward trend over the past three months:

- June: \$71K
- July: \$42K

- August: \$40K

While this may reflect the summer holiday season, the YoY decrease suggests a potential ongoing issue. This will need to be monitored closely as we enter the fall season.

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**Cost of Goods Sold (COGS):** COGS have decreased by 13% YoY, aligning with the revenue decrease. This proportional reduction in costs is noteworthy, as it has occurred despite inflationary pressure. This effective management of COGS has allowed us to maintain stable gross margins.

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**Building Expenses:** The building continues to be our largest expense, accounting for approximately 50% of our total expenses. Building-related costs have increased by \$23K or 11% YoY, independent of any interest charges. These rising costs are placing additional pressure on our overall financial position.

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**Building Operating Ratio:** The Building Operating Ratio, calculated as Gross Profit from all events, canteen, and rentals divided by building expenses and wages, has decreased to **0.68x**, down from **0.97x** last year. This means that every dollar of building revenue can now only cover \$0.68 of building costs, compared to \$0.97 last year. This declining ratio is a significant concern and will need to be addressed through either increased revenue or a reduction in building costs.

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**Liquidity Ratio:** Liquidity, defined as the Legion's ability to meet its short-term obligations with its available assets, has weakened. The Liquidity Ratio has decreased to **0.56x** from **0.79x** last year. This means that for every \$1 of liabilities, we only have \$0.56 in liquid assets, compared to \$0.79 last year. A lower liquidity ratio signifies potential difficulty in covering short-term debts, and it emphasizes the need for more immediate cash flow management.

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**Debt to Total Assets:** The Debt to Total Assets ratio remains unchanged at **0.13x**. This ratio indicates that we are in a relatively safe position in terms of asset coverage, with the book value of our building and land standing at \$11MM. In the event of asset liquidation, this ratio suggests we can comfortably cover debts. However, if we exclude real estate and focus solely on operational assets, the coverage ratio improves to **0.47x**, however this number would require reliance on Alberta Gaming and Liquor Commission (AGLC) funds.

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**Credit Line and Debt Service Coverage:** As of the end of August, there was \$39K available on our credit line. Unfortunately, our debt service coverage ratio remains negative, as it was last year. This means that regular cash flows are insufficient to cover debt obligations, which requires us to cover debt payments either by reducing expenses, using cash reserves, or potentially tapping into the credit line to pay the mortgage. Our total debt servicing costs amount to \$216K per year (principal and interest), consuming 54% of our gross profit.

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**Interest Expenses:** Interest expenses have increased by 71% or \$40K YoY, largely due to the variable rate tied to the Bank of Canada's prime rate increases last year. However, with the recent Bank of Canada rate decreases, we anticipate some relief in interest costs going forward

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**Cash Burn:** Our average cash burn per month is averaging \$23M based on trailing 3-months.

Based on this average we have enough cash to cover 2.5 months using all of our available non-restricted cash as well as the full extent of our credit line.

**Overview:** The 175 Kingsway Legion has experienced a decline in revenue, with key financial metrics reflecting both external challenges and internal trends. As we review the year-to-date (YTD) performance, there are areas of concern, particularly around event-driven income and the rising costs associated with our building. Despite these challenges, we are managing expenses in line with reduced revenues, but several ratios indicate a need for immediate action and strategic adjustments going forward.

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**Financial Year-End (FYE) Reporting:** We have submitted our FYE reports to Ellis Group Accounting, and the finalization is expected in approximately two weeks. We plan to send the drafts to the bank within the next few days. I would like to extend a special thank you to Debbie for her meticulous efforts in reconciling 33 accounts line-by-line over a 12-month period. Her dedication made it possible to complete this monumental task within just six months.

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**Conclusion and Next Steps:** The financial situation of the 175 Kingsway Legion requires immediate attention, particularly in improving our revenue streams and managing building expenses. With a liquidity ratio of 0.56x, it's critical that we enhance our cash position, either through raising funds or controlling expenses further. The declining canteen revenue also warrants closer monitoring to determine if the decrease is seasonal or indicative of a larger trend, along with declining special event and rental revenues. We must also explore opportunities to increase our debt service coverage ratio, potentially by restructuring our debt or finding additional revenue sources.

Further discussions are necessary to map out a clear strategy for addressing these challenges and ensuring the financial stability of the Legion in the coming months.

I so move my report.

Seconded by Comrade Criss

**CARRIED**

**TREASURER:** Comrade R. Wills

No Meeting this month,

**BMO** - We have our Annual Credit Renewal due by 31 Mar. They are now asking for our end year without the audit.

**Class Action Lawsuit-** No Change

**AGLC** – Waiting for response

I so move my report.

Seconded by Comrade N. Danyi

**CARRIED**

**WAYS & MEANS:** Comrade Criss

Still patiently waiting on applying for the Oilers 50/50 program. Right now, 50/50 program is full so will keep an eye on it for when a spot opens up. Applied for the New Horizon grant that will be going towards upgrades for the banquet rooms such as new chairs, stage, and hopefully new POS system.

Want to thank everyone who bought tickets to the Farmers Market raffle. Tickets was sold out raising \$750.00 for the raffle. Winners are:

1<sup>st</sup> Prize \$250.00 Mayfield Theater gift card Marie Shortreed

2<sup>nd</sup> Prize \$150.00 Gas Card Kim Earles

3<sup>rd</sup> Prize \$100.00 Grocery Card Ron Megley

If you know of anyone or a company that can donate prizes or any other fundraising ideas, please contact Steve Criss at 780 278 1233 or at [steve.criss@kingswaylegion.ca](mailto:steve.criss@kingswaylegion.ca)

Seconded by Comrade W.Hyshka

**CARRIED**

**MEMBERSHIP:** Comrade C. Wills reported that we have 1186 members for 2024 in good standing.

Ordinary	Associate	Affiliate	Life Members
459	437	265	25

I so move my report.

Seconded by Comrade Criss

**CARRIED**

**NEW MEMBERS:** Comrade C. Wills 6 New Applications 1 Transfer 2 Reinstatement

**New Members**

Ordinary	Associate	Affiliate
John (Adam) Bailey	Jo-Ann Jacques Heather Newton Seann Haver Jason Pedersen	Janice Kindrat

**Transfer**

Robert Hawkins  
Dartmouth NS Br 160

**Reinstatements**

Rhonda Kirk-Dasiuk	Terence Kindrat
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For a total of 9

I so move my report.

Seconded by Comrade N. Danyi

**CARRIED**

**PUBLICITY:** Comrade Simon/Hazen      No report

**SPORTS:** Comrade Nelson

Leagues are up and running.

Senior Crib was played at Strathcona Legion

1<sup>st</sup> Place was Donna Olson

Mac Torrie

Dave Bedard

Last Place was

Roger Nelson

Noella Mahe

Mac Torrie and company will now go on down to Cochrane for Command finals.

All the Legion sports games and dates are posted in display board outside Canteen door so have a look and maybe join in on the fun. Applications forms are also there to fill out.

This Saturday we are hosting the Legion Darts Tournament for the Alberta Region.

Legion sports are a good way to meet other members from other Legions and make new friends.

I so move my report.

Seconded by Comrade E. MacIntosh

**BUILDING & GROUNDS:** Comrade W. Hyshka

During the summer I have had help from many people, all these people I would thank muchly.

Claude and other people who have helped him that he brought with him, also Roger and Rick.

This last month we have been working on getting lighting changed out and repaired, we have run into some roadblocks, but we are slugging forward.

We have been working on other repairs that are required. We are having some difficulty with getting some quotes for the outside.

I so move my report.

Seconded by Comrade Etmanski

**CARRIED**

**HISTORIAN:** Comrade Deugau

I've added the Battle of Britain to the current display

I so move my report.

Seconded by Comrade K. Earles

**CARRIED**

**SICK & VISTING:** Comrade Wiebe      No report

**ENTERTAINMENT & SPECIAL EVENTS:** Comrade J. Hyshka

Upcoming dates and bands are as follows:

September 20/21 – Trick Ryder

September 27/28 – Dean Henry

October 4/5 – TBD

October 11/12 – Sparkling Tones – MOVED TO THE MAPLE LEAF ROOM

October 18/19 – Trick Ryder

October 25/26 – Dean Henry

## **UPCOMING EVENTS**

Saturday, September 28, 2024

Elvis Show featuring Bruce Stewart

Dinner and Show \$65.00

Dinner is Roast Suckling Pig with all the trimmings

Show only - \$35.00

At the Door - \$45.00

Doors – 5:00 pm

Dinner – 5:30 pm

Show – 7:00 pm

Tickets available at the Branch or Eventbrite

\*\*all prices are GST applicable

Saturday, October 12, 2024

Oktoberfest

Traditional German Meal

The Friday and Saturday dance will be held in the Maple Leaf room

Regular prices for the dance remain the same but you have the option to purchase dinner tickets

Watch for more information and dance the night away with the Sparkling Tones

Jimmy the Janitor

“Maritime Canada’s Best... Good Clean Fun”

Sunday, November 24, 2024

Show only - \$30.00 plus GST

Doors open 6:00 pm

Show at 7:00 pm

Saturday, November 30, 2024

Twilight Time

Dinner to be determined

Show only - \$35.00

At the Door - \$45.00

Doors – 5:00 pm

Dinner – 5:30 pm

Show – 7:00 pm

Tickets available at the Branch or Eventbrite

\*\*all prices are GST applicable

December 31, 2024

New Year’s Eve

“The Diamonds Band”

I just wanted to give a great big thank you to Kelly and Trick Ryder for coming to my rescue ONCE AGAIN when I had a band cancel again. With very little time, they took that spot and helped us out.

I so move my report.

Seconded by Comrade N. Danyi

**CARRIED**

**POPPY:** Comrade D. MacIntosh

The GEPT is a new split in their meetings

- 1) Poppy representatives
- 2) Directors

There were only 4 voting representatives for the poppy meeting

Kingsway

Norwood

Treasurer

Secretary

4 bursaries were forwarded to the Directors for approval.

Also forwarded for approval were the following:

\$50,000 to HyMarc

\$50,000 to AB/NWT Command Poppy

We are still waiting on word back from Command in the two previous recommendations that have been approved by the Directors of GEPT.

- Service Dogs
- Mounted Troop

Geoff Biddiscombe reported the schedule for volunteers is as follows:

As we turn our focus to Remembrance Day and the 2024 Poppy Campaign, I urge all Kingsway members to volunteer. **Our Veterans and active service members need Your Help.** This year's campaign will be run by committee and not one individual. We are looking for members to work as Mall Sitters, Drivers, Route Managers etc. There are over 194 volunteer positions that need to be filled and we can only succeed with your support. We have reduced our volunteer requirements from previous years but our numbers remain high due to the extra week added to the campaign. Please help us by signing up early so we can confirm all positions are filled. Sign up sheets are located in the hall just outside the boardroom.

**Dates to Remember**

**Monday 30 Sept.** - Prepare kits for school.

**Wednesday 02 or 09 Oct.** – 09:00 to 11:00 AM Deliver kits to Catholic School Board depot. 10734-120 Street. Driver (**School kits to be distributed by the school board**)

**Thursday 04 or 11 Oct.** – 09:00 to 11:00 AM Deliver kits to Edmonton Public school depot. 18004-116 Ave. Driver (**School kits to be distributed by the school board**)

**Monday 21 Oct.** Prepare kits for Business Sector

**Monday 21 Oct. to Sunday 17 Nov.** – Kingsway Poppy and Wreath office opens in the Boardroom for 4 weeks. Phone number: **(780) 456-6518**

**Thursday 24 Oct.** Pinning of the Mayor

**Thursday 24 Oct. & Friday 25 Oct.** – 09:00 AM Deliver kits to Business Sector, Driver and

Helper.

**Friday 25 Oct.** – We start manning **Londonderry Mall** 7 days a week for 16 days. 2 shifts weekdays & 1 shift weekends.

**Friday 25 Oct.** – **Northgate Mall: Weekdays only.** 1 shift for 11 days.

**Friday 25 Oct.** -We start manning **Commerce Place Weekdays only.** 1 shift for 11 days.  
Transportation will be provided between Legion and Commerce Place.

**Friday 1 Nov.** - We start manning **Kingsway Mall** 7 days a week for 9 days. 2 shifts weekdays & 1 shift weekends.

**Saturday 2 Nov.** – **Tag Day.** Cadets will accept donations at **Londonderry Mall - Kingsway Mall & Northgate Mall** **Sean Danyi Will be the Liaison with the cadet groups**

**Monday 1 & 8 Nov.** – Top up Runs start: For businesses with the potential for bucket(s) being stolen. Buckets are changed out and poppy boxes refilled. Drivers and Helpers are required for routes 1&2.

**Friday 1 & 8 Nov.** – **Ladies Auxiliary** will accept donations at Canada Place, Royal Alex. & Glenrose Hospitals. \*\*\***Date Revision**\*\*\*

**Monday 11 Nov.** Remembrance Day

**Tuesday 12 Nov. & Wednesday 13 Nov.**– 09:00 AM Pickup leftover Poppies & Buckets from Business. Driver and Helper.

**Thursday 14 Nov.** – 09:00 AM Pickup leftover Poppies & Buckets from Schools. Driver and Helper. \*\*\***Date Revision**\*\*\*

**Nov. 4-10** Money count. **(To be confirmed)** & Final Money count **Nov 17 (to be confirmed)**

**Monday Nov.18 & Dec.2 .** 09:00 AM Poppy sorting & Packaging into lunch bags in groups of 100. I will be providing lunch.

**For more information contact Geoff Biddiscombe (780) 464-1247 or the Boardroom Poppy Office (780) 456-6518**

I so move my report.

Seconded by Comrade Charlet

**CARRIED**

**SERVICE OFFICER'S REPORT:** Comrade Walsh

I have completed 1 request for Poppy Fund assistance, completed 2 miscellaneous requests via telephone.

Motion 175-24-017 Walmart Cards \$ 300.00

I so move my report.

Seconded by Comrade Charlet

**CARRIED**

**HONOURS & AWARDS:** Comrade Fecteau      No report

**CORRESPONDENCE:** Comrade C. Wills read email regarding the 2025 pilgrimage of Remembrance Call. Application portal will be closed on 31 October 2024

I am sitting as an executive member serving on the Poppy Committee. Generally, I attend four meetings a month, the Greater Edmonton, the Kingsway Finance Committee, the Kingsway Executive and General meetings. These amount to approximately 6-8 hours plus travel time unpaid every month. Recently I have learned to balance and record the pull tickets which takes a few more hours a week. The Poppy campaign is about to begin and I suspect I will be spending



many more hours every day and over the next couple of months serving the Legion.

This is all volunteer time, and I recognize not a much time as some other members of your executive serve and yet in the last few weeks it has been implied online that as a member of the executive, I have been treating people poorly. I also overheard at the meat draws that the reason there were so few people there was because of the executive.

I am feeling attacked by both members and non-members alike. I do not see anyone standing up for the executive they voted in or anyone stepping forward to fill the positions and the executives that they are unhappy with.

If there are members who feel I have mistreated people, please let me know who and when so I can address the situation. If I have done something that has caused people to stay away and not support their Legion let me know so that I can correct my behavior.

My parents have brought 4 new your members to your Legion in the last few year, 3 of which are serving on this executive.

Please take it upon yourselves to stand up for your executive as or let me or your President know if you would like me to step down.

Comrade Donna MacIntosh

**CADET LIAISON REPORTS:** Comrade Claggett

I have not attended any parades yet this year but in conversation with cadet leader Al Harker, I was informed that they had held 2 enrollment evenings and 2 regular parades so far this year.

The parade scheduled for 27<sup>th</sup> Sept will be a Orange Shirt parade.

Al also inquired about when and if the Cadets will be assisting with Poppy sales this year. He requested that if the Legion Branch was in favor they would like to do a cleanup of the parking lot grounds area on Saturday 9<sup>th</sup> of November in preparation for Remembrance Day.

And finally he inquired if the Navy League Cadets would be invited to parade with Kingsway Legion on Remembrance Day.

I so move my report

Seconded by Comrade S. Charlet

**SGT-AT-ARMS:** Comrade Etmanski

Honour Guard for Harry Grace, a 30-year veteran, will be held at Fort Saskatchewan Cemetery on Monday 23 September. Time to be announced

I am requesting volunteers for the Honour Guard and the Colour Party

Volunteers are needed to help with the set up on 25 September.

I so move my report.

Seconded by Comrade W. Hyshka

**CARRIED**

**LADIES AUXILIARY:**

A thank you to all the members who assisted with the painting of the arbour, the planting and upkeep of flowerpots and beds. Wonderful job!

Another thanks you to everyone who supported our Ladies Auxiliary throughout the summer at the Canada Day Bake Sale, meat raffles, 50/50's and the Farmer's Market.

The Ladies Auxiliary Thanksgiving Ham & Turkey draws will be held Saturday Oct 5<sup>th</sup>. Check your Legion Calendar for the October Free Fun Bingo date.

Our Ladies Auxiliary currently has our Christmas raffle tickets available for \$2.00 a ticket. Tickets can be purchased from the front desk or an LA member.

Seconded by Comrade N. Danyi

**CARRIED**

**LEST WE FORGET:** Comrade Torrie stated that the Lest We Forget Concert will be held at Kingsway Legion on Tuesday November 5<sup>th</sup> at 7 PM. Tickets are available.

**KIPNESS CENTRE:** No Report

**VETERAN'S VILLA:** No Report

**PRESIDENT'S REPORT:** Comrade Torrie

Membership fees will be paying a \$1.25 increase on the Legion side of payments. Also, the Legion magazine will be increasing \$3.00 as of January 1<sup>st</sup>. This is also on the Legion side of payments. So, our fees will remain at \$70.00 per year, however we will now be sending \$40.96 instead of \$36.71.

The Poppy tap machines charge 5% usage fee, there is only 1000 machines throughout Canada. The Track and Field applications and information should be sent into publicity as soon as possible.

Bursaries can be acquired by applying to Burnaby Legion National Foundation or at [LNFCanada.ca](http://LNFCanada.ca)

Dominion Command President – Berkley Lawrence - St. Johns New Brunswick

1<sup>st</sup> Vice President – John Mahon – Alberta

Vice President – Valerie MacGregor

Vice President – Sharon McKeown

Vice President – Garry Pond

Treasurer – Jill Carleton

Chair – Bill Chafe

Past President – Bruce Julian

Executive Director – Steven Clark

**OLD BUSINESS:**

**NEW BUSINESS:**

Nominations Committee

Leroy MacIntosh

Ron Wills

Positions available

President

2<sup>nd</sup> Vice President

Treasurer

6 Executive members

## **COMMENTS FOR THE GOOD & WELFARE OF KINGSWAYS BRANCH # 175**

Comrade Criss advised that he and Joe Luce will be looking at dates for Music Bingo

### **From Royal Canada Legion National Headquarters - Comrade N. Danyi**

Today we join Canada in observing the National Day for Truth and Reconciliation.

"The day honours the lost children and survivors of residential schools, their families, and communities. Public commemoration of the tragic and painful history and ongoing impacts of residential schools is a vital component of the reconciliation process." (<https://www.canada.ca/en/canadian-heritage/campaigns/national-day-truth-reconciliation.html>)

As an organization, the Legion recognized, through resolution at Dominion Convention, that the horrifying loss of children and the discovery of remains at burial sites in Canada was overwhelming and that sorrow was shared throughout every corner of the country and in every facet of society. The path to healing is a long one but it will start with our country's collective understanding, education, and support.

Members acknowledged the requirement for Canada-wide unity of this national imperative and recognized the importance of improving cultural and heritage awareness, understanding injustices, and commemorating loss. We committed to extending our unreserved support, however possible and appropriate, and in collaboration with First Nations, Metis, and Inuit communities, to assist in this healing journey.

To observe this day, you may consider:

- Wearing an orange shirt or placing an orange shirt in your window-creating a positive impact through your actions;
- Attending a ceremony in your local community if one is conducted, or pausing for a moment of reflection;
- Taking time to learn and understand the history of residential schools, and share with others;
- Watching the APTN (Aboriginal Peoples Television Network) 24 hours of special coverage starting 6am ET, CT, MT on 30 September;
- Live-streaming Remember Me: A National Day of Remembrance starting at 10am ET on 30 September, a unified, public event in the name of truth and reconciliation.

Silent Auction – items and volunteers needed to work from 11 am to 5 pm  
Veterans Dinner on November 22, 2024

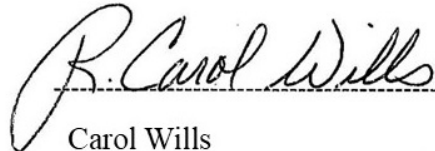
50/50 # 153324    Winner: Mike Walsh  
Amount \$80.00

**Motion:** To adjourn was made by Comrade Leaburn  
The President closed the meeting by ritual.

The meeting adjourned at 8:35 P.M



Robert “Mac” Torrie  
President  
Kingsway Legion Branch #175



Carol Wills  
Executive Secretary  
Kingsway Legion Branch #175