

ROYAL CANADIAN LEGION KINGSWAY BRANCH #175
MINUTES OF THE GENERAL MEETING
TUESDAY 26 NOVEMBER 2024

The President opened the meeting by ritual at 7:00 p.m.

Attendance: 67 Members 9 Guests

The meeting was chaired by Comrade M. Torrie

ROLL CALL:

Present: Comrades, Torrie, Etmanski, R. Wills, C. Wills, J. Hyshka, Fecteau, Walsh, Nelson, Morrill, Danyi, N., MacIntosh, Criss, Hazen, Deugau, W. Hyshka

Excused: Comrade Wiebe (sick), Carol Simon (sick), Sean Danyi (sick)

Absent:

Guests:

PRESENTATIONS: Comrades Rick Etmanski, Lionel Foote, Patrick Earles, Kimberley Earles, William Lawrence, Mike Walsh, Sharon Charlet, Terry Zech, Bill Fecteau, Danny Roach, Jim Coleman, Jocelyn Guillemette, Mac Torrie

LAST POST

<u>Name</u>	<u>Age</u>	<u>Deceased</u>	<u>Service (if applicable)</u>
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MOTION TO ACCEPT THE AGENDA:

Motion: to accept the agenda were made by Comrade L. MacIntosh
Seconded by Comrade O'Brien

CARRIED

1st CALL FOR NOMINATION OF PRESIDENT

Rick Etmanski

2ND & 3RD CALL FOR NOMINATIONS OF PRESIDENT

Rick Etmanski – won the position
Ron Wills – declined

1st Call for nominations for 1st Vice President

Carol Wills -accepted

Wes Hyshka - accepted

Janet Hazen - declined

Bill O'Brien - declined

2nd & 3rd Call for nominations for 1st Vice President

Carol Wills – won the position

Wes Hyshka

MINUTES OF THE GENERAL MEETING DATING 29 OCTOBER 2024

Motion: To accept the minutes was made by Comrade R. Charlet

Seconded by Comrade E. MacIntosh

CARRIED

COMMITTEE REPORTS

TREASURER: Comrade R. Wills

Minutes of the Kingsway Legion Financial Committee Meeting

Saturday Nov 16, 2024, at 10:00 am

1. The meeting was call to order at 10:00 am
2. **Roll Call:** Ron Wills, Natalie Danyi, Flo Werner, Ron Charlet, Sean Danyi, Pat Earles, Jackie Hyshka, Donna MacIntosh, Wes Hyshka.
 - a) **Absent:** Rick Etmanski, Steve Criss, Debbie Geiger.
 - b) **Guest:** None
3. **Adoption of Agenda** – Approved
4. **Chairmen's Comments** - Ron thanked everyone for making the meeting on such short notice. Ron announced that Don Leben may be interested in the Treasurer's position next year. He will be meeting with Don next week to discuss what is involved.
5. **Treasurers Report-** Natalie reviewed the Balance Sheet & Profit & Loss Statement with the committee. There are still a few accounts that need be straightened out but the whole the books are looking much better. Debbie continues to hard work ensuring the accounts up to date.

I so move my report.

Seconded by Comrade W. Hyshka

CARRIED

MOTION: I move that we accept the 3year contract from Epcor

Seconded by Comrade P. Earles

CARRIED

FINANCIAL COMMITTEE REPORT: Comrade N. Danyi

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.

Revenue: Revenue is down by \$53K (9%) year-over-year (YoY). This drop is primarily driven by:

- A 21% decrease in special event revenue, down \$25K.
- A 21% decrease in rental revenue, representing a \$14K decline.
- A 11% decrease in canteen revenue, down \$67K.
- All three of these major sources of cash have reduced their rate of decline significantly month over month from (33%, 24% and 12%)

Despite the decline in revenue, our gross margins have held steady at 42%, compared to 42% at this time last year. This indicates that cost control measures have been effective in maintaining profitability, despite inflationary pressures.

Canteen Performance: The canteen remains the largest driver of cash flow, generating \$571K YTD, which represents 65% of total revenue. September showed a recovery from summer canteen revenues increasing from \$40K to \$63k month over month and October continued that trend to \$73K

Cost of Goods Sold (COGS): COGS have decreased by 10% 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.

Building Expenses: The building continues to be our largest expense, accounting for approximately 41% of our total expenses. Building-related costs have flattened out to where they were last year, however, remain our largest fixed expense category, representing 45% of all fixed costs (up from 41% last month) excluding interest expense. These high costs are placing additional pressure on our overall financial position.

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 **0.72x**, down from **0.88x** last year. This means that every dollar of building revenue can now only cover \$0.72 of building costs, compared to \$0.88x 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. Please note that this ratio has improved from the month of August to the month September and again from Sept to Oct.

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 **0.64x** from **0.74x** last year. This means that for every \$1 of liabilities, we only have \$0.64 in liquid assets, compared to \$0.74 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. This ratio has weakened over the past month indicating that we are running out of cash and liquid assets to cover our short-term liabilities.

Debt to Total Assets: The Debt to Total Assets ratio remains mostly unchanged at **0.14x up from 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.

Credit Line and Debt Service Coverage: As of the end of August, there was \$18K (\$39K in August) 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 if they become available, or continuing to use the credit line to pay the mortgage. Our total debt servicing costs amount to \$216K per year (principal and interest), consuming 43% of our gross profit.

Interest Expenses: Interest expenses have increased by 47% or \$38K 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

Cash Burn: Our average cash burn per month is averaging \$25K based on trailing 3-months. Based on this average we have enough cash to cover 1.1 months (down from 1.2 months) using all of our available non-restricted cash as well as the full extent of our credit line.

Budgeting for 2025: To prepare the oncoming executive, each department is asked to create a 2025 detailed budget based on last year's term to be given to the finance committee prior to the Nov 16th, 2024, meeting for compilation and discussion. So far, we have only seen budgets from the president and manager. The purpose is to have a working draft budget for the new executive next year to start with. Going forward with the 2025 year the finance committee asks that each depart present a update budget as a part of the agenda at the monthly meetings comparing their department budget to YTD to Estimate final costs for the year. This will help the legion better manage their cashflows going forward. We ask that these budgets be completed prior to the general meeting next week.

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 0.64x, it's critical that we enhance our cash position, either through raising funds or controlling expenses further. 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 Lawrence

CARRIED

WAYS & MEANS: Comrade Criss

Had a Musical Bingo on October 26th was a great turn out and lots of fun. Happy to say Grey Cup tickets for 2024 Grey Cup was sold out. The game was this past Sunday and winners are:

1st Quarter	\$100.00 prize	Dale Werner
2 nd Quarter	\$150.00 prize	Dave Olsen
3 rd Quarter	\$150.00 prize	Joyce Hrywkiw
Final	\$300.00 prize	John Rutledge

Waiting on approval for the New Horizons Grant for full \$25,000 for banquet chair upgrades, new POS system, and stage. Looking at new fundraiser for late February details to follow.

The next Music Bingo will be in January 2025

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

I so move my report.

Seconded by Comrade Charlet

CARRIED

MEMBERSHIP: Comrade C. Wills reported that we have 1226 members for 2024 in good standing.

<u>Ordinary</u>	<u>Associate</u>	<u>Affiliate</u>	<u>Life Members</u>
469	458	274	25

I so move my report.

Seconded by Comrade Leaburn

CARRIED

NEW MEMBERS: Comrade C. Wills –23 New Applications 1 Transfer 1 Reinstatement

<u>Ordinary</u>	<u>Associate</u>	<u>Affiliate</u>
Barrett, Garry	Barrett, Christine	Chemilnisky, Julie
Lennie, Rosemary	Chiasson, Lorna	Mazzocca, Alberto
Buchanan, Dawna	Bedard, Donna	
Allen, Allen Nigel	McGregor, James	
Popp, Gregory	Johansson, Jami	
Antonucci, Carmine	Bishop, William	
Hutchison, Kelly	Popp, Cheryl	

Gonder, Borden

Burns, Darrell
Burns, Charlotte
Taylor, Faye
Maron, Phillip
Heberling, Debora
Gardner, Dale

TRANSFER

Ordinary

Bard, Robert
Ottawa Br 15

Associate

Nipshank, Rosemary
Ottawa Br 15

Affiliate

McMorran, Cameron
New Westminster BC Br 02

REINSTATE

Ordinary

Associate

Affiliate

Vincent, Jeffrey
Brockville On Br 96

For a total of 27

I so move my report.

Seconded by Comrade N. Danyi

CARRIED

MOTION: As per Capita Tax Rates/Legion Magazine, increase approved by Dominion Convention. I hereby move that an increase of \$5.00 in membership dues, effective **1st of September 2025**, to cover the increase of Per Capita/Legion Magazine. Fees for 2026 will be \$75.00 membership and \$67.00 senior membership.

Seconded by Comrade Criss

CARRIED

PUBLICITY: Comrade Simon/Henzen

Comrade Wills reported, The website has been updated and everything is running well.

I so move my report.

Seconded by Comrade Charlet

CARRIED

SPORTS: Comrade Nelson No Report

BUILDING & GROUNDS: Comrade W. Hyshka

I would like to start by thank everyone that has been involved in helping this year, this place would not run with out the many hours these people put in.

I would like to thank CB Hill cadets for doing a clean up just before Remembrance Day.

I have ben busy this month with the poppy money count, I would like to thank the people who have been assisting.

Rick and I have just about completed the change over the dartboard lights.

I so move my report.

Seconded by Comrade R. Wills

CARRIED

1ST CALL FOR NOMINATIONS OF 2ND VICE PRESIDENT

Wes Hyshka – accepted

Janet Hazen – accepted

Roger Nelson - declined

2ND & 3RD CALL FOR NOMINATIONS OF 2ND VICE PRESIDENT

Janet Hazen – won the position

HISTORIAN: Comrade Deugau

I am doing research on events for the display at the front, once the 100th anniversary display is over. Judy is looking into historical artifacts we have in our possession.

Comrade Etmanski, I received a few things from a young lady whose mother or grandmother who served in WW 2. I was given her medals from WW 2, her Legion medals, she was a 35-year member, and a picture of the lady. So, I will be placing them in a shadow box and putting them in display case.

I so move my report.

Seconded by Comrade Guillemette

CARRIED

1ST CALL FOR NOMINATIONS OF TREASURER

Don Leben

2ND & 3RD CALL FOR NOMINATIONS OF TREASURER

SICK & VISTING: Comrade Wiebe No report

ENTERTAINMENT & SPECIAL EVENTS: Comrade J. Hyshka

Upcoming dates and bands are as follows:

Nov 22/23 – Trick Ryder

Nov 29/30 – Sparkling Tones

Dec 6/7 – Trick Ryder

Dec 13/14 - Sparkling Tones

Dec 20/21 – Dean Henry

Dec 27/28 – NO DANCE

UPCOMING EVENTS - **all prices are GST applicable

Jimmy the Janitor “Maritime Canada’s Best... Good Clean Fun”

Sunday, November 24, 2024

Show only - \$30.00

Doors open 6:00 pm

Show at 7:00 pm

Saturday, November 30, 2024

Twilight Time

Dinner and Show - \$65.00

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

December 31, 2024

New Year's Eve

“The Diamonds Band”

Advance Sales – prior to December 17

\$65.00 Legion members

\$70.00 non-Legion members

Tickets Sales – December 18 – 28

\$70.00 Legion Members

\$80.00 non-Legion members

Tickets on sale soon

January 18, 2025

Robbie Burn's Night

More to come

I so move my report.

Seconded by Comrade Leaburn

CARRIED

1ST CALL FOR NOMINATIONS OF SECRETARY

Bill Lawrence – declined

Trese Biddiscombe - declined

2ND & 3RD CALL FOR NOMINATIONS OF SECRETARY

POPPY: Comrade S. Danyi

The 2024 Poppy Campaign was a great success with a 100% volunteer rate for malls, Business and school positions.

- 177 Volunteers for 658 Hours worked.
- we had a lot of new members and first-time volunteers.
- Overall, it was a very positive environment.

We did experience some issues but we kept moving forward worked through the issues.

- Mall access
- Contacting cadet CO's
- Tap machines

Poppy Bucket Theft: There were 11 buckets stolen during the campaign which is 0.02% with 500 buckets in the system.

All Kingsway Business and School routes have been completed with donations tabulated.

Total Donations for our branch are:

- Ladies Auxiliary \$2206.00
- Tag Day \$7370.00
- Kingsway Branch \$57,478.00

Total \$67,054.00

It has been a very long campaign: and I would like to Thank all our wonderful Volunteers. It was such a good feeling to see the sign-up sheets full, which allowed the team to concentrated on other areas of the campaign.

I would like to Thank the Poppy committee members, Donna, Sean and Natalie. There is no doubt in my mind a team approach is the best way to run a Poppy Campaign.

I will be stepping away from a leadership role for the next campaign, but I look forward to maybe sitting at a table in a mall or delivering Poppies on a business route.

I so move my report.

Seconded by Comrade Lawrence

CARRIED

SERVICE OFFICER'S REPORT: Comrade Walsh

I have completed one request for Poppy Fund assistance, gave the veteran gas cards in the amount of \$200.00, completed two Legion Claim Forms both forms which were forwarded to the Command Service Officer for additional follow-up.

I so move my report.

Seconded by Comrade Zech

CARRIED

HONOURS & AWARDS: Comrade Fecteau

As per the presentations the Colour Party was awarded the Special recognition for all the work they have done this year.

I so move my report.

Seconded by Comrade Charlet

CARRIED

CORRESPONDENCE: Comrade C. Wills No report

CADET LIAISON OFFICER: Comrade Fecteau No report

SGT-AT-ARMS: Comrade Etmanski No report

LADIES AUXILIARY: Comrade K. Earles

Our LA elections took place on Nov 19, 2024. Our new President is Blondie (Sharon) Charlet. Estelle Comeau and Zelda Doell have left our executive after many years of service. Gerri Britton has been elected to our executive. The executive is a great team, and I look forward to continuing my involvement as Past President.

Our Ladies Auxiliary Christmas raffle, bake sale, white elephant table, ham and turkey draws and 50/50 takes place on Saturday December 14th. If you are donating baking, please drop off on

the 14th between 10 and 11 AM. Sale starts at 11AM. The ham & turkey ticket sales begin at 1PM followed by our 50/50. Right after our 50/50 draws we will hold our raffle ticket draws. We are almost sold out of our 1200 raffle tickets a huge thank you to our supporters.

We will hold our Free Fun Bingo after the meat raffle and 50/50 on Saturday December 21st. There will NOT be a meat raffle on Dec 28th. We will be back in the New Year on January 4th for meat raffles.

Merry Christmas and a Happy New Year to everyone!

I so move my report.

Seconded by Comrade N. Danyi

CARRIED

1ST CALL FOR NOMINATIONS FOR EXECUTIVE POSITIONS

Mike Walsh - accepted Terry Zech - accepted

Judy Morrell - accepted Steve Criss - accepted

Lionel Foote - accepted Bill O'Brien - accepted

Wes Hyshka - declined Gail Simons - declined

Roger Nelson - declined Jocelyn Guillemette - declined

LEST WE FORGET: Comrade Torrie

The Lest We Forget Concert, in my opinion, has likely had the last concert, unfortunately the cost is prohibited. We did have a performance here at the Branch, and it was a success, the committee were very happy with the facility, and members and community that turned out. They also performed at the residents and family members at the Kipness Centre.

I so move my report

Seconded by Comrade Charlet

CARRIED

KIPNESS CENTRE No report

VETERAN'S VILLA No report

2ND & 3RD CALL FOR NOMINATIONS FOR EXECUTIVE POSITIONS

Mike Walsh

Lionel Foote

Terry Zech

Steve Criss

Bill O'Brien

MOTION: Comrade E. MacIntosh motioned that nominations move and cease

Seconded by Comrade Leaburn

After a vote the following members have been accepted as members of the Executive Committee

Mike Walsh
Terry Zech
Steve Criss

Lionel Foote
Bill O'Brien

MOTION: Comrade L. MacIntosh motioned to destroy all voting ballots
Seconded by Comrade Leaburn

PRESIDENT'S REPORT: Comrade R. Torrie

I don't know how to say this, after 20-some-odd years on the Executive, would like to Thank everybody one and all for your support.

I so move my report.

Seconded by Comrade Foote

CARRIED

OLD BUSINESS:

Comrade Wills – You have a break down list of the dance, hypnotist and silent auction. The dance and silent auction were run together. The hypnotist show we only sold 40 tickets, very dismal, so brought in a total of \$2777.00, expenses, it cost us \$3781.00 for direct costs, indirect costs was about \$200.00, which gives us a grand total for expenses \$3982.64, leaving us with a loss of \$1205.11, due to lack of participation. This is the first function we have had held that we took a loss of this magnitude. Having said that, this is in conjunction with the silent auction, donations \$6451.00 on winning bids, cash donations from BMO \$500, Ackroyd Lawyers \$500, donations in kind Sysco donated \$87.00 of food products, Water Chiller donated 10 cases of water which is \$118.00, Pegus donated \$104.95 worth of dishes, for platters which were much needed. Total amount is \$7762.00, expenses a total of \$511.47 which is on the books. Our net income was \$6940.03 of which all the monies will go into a holding account, and we will be using it to offset the cost and bring Veterans in for a Christmas dinner at no cost to them.

Trese Biddiscombe was number one responsible for ensuring that this Auction was a success. I would like to acknowledge Trese for her outstanding efforts for the Silent Auction.

NEW BUSINESS:

None

COMMENTS FOR THE GOOD & WELFARE OF KINGSWAYS BRANCH # 175

Door Prizes – 7 prizes given out. We will no longer be using the monthly cards.

Christmas Dinner – Comrade Ron and Carol Wills, will be putting on the Christmas dinner, tickets are \$35.00 doors open at 1 pm and take out is available. ALL are welcome.

Donation – Comrade Bill O'Brien – in memory of my son Myron O'Brien a cheque in the amount of \$10,000 to replace all the light bulbs in the parking lot.

Executive Installations will be held at 1:30 pm on Sunday December 8th in the Canteen. The next

Executive meeting will be on December 17th at 6:30 pm.

50/50 # 415776 Winner: Ken Steele
Amount: \$157.00

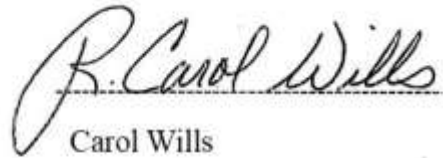
The next General Meeting will be on 28 January 2025

Motion: To adjourn was made by Comrade R. Wills
The President closed the meeting by ritual.

The meeting adjourned at 9:30 P.M



Robert "Mac" Torrie
President
Kingsway Legion Branch #175



Carol Wills
Executive Secretary
Kingsway Legion Branch #175