



City of Richmond

Report to Committee

To: Finance Committee

Date: May 14, 2010

From: Jerry Chong
Director, Finance

File: 03-0970-09-01/2010-Vol 01

Re: 2010 1st Quarter Financial Information

Staff Recommendation

That the report on Financial Information for the 1st quarter ended March 31, 2010 be received for information.

Jerry Chong
Director, Finance
(4064)

FOR ORIGINATING DEPARTMENT USE ONLY			
ROUTED TO:	CONCURRENCE	CONCURRENCE OF GENERAL MANAGER	
Arts, Culture & Heritage Group	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
Information Technology	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
Engineering	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
Public Works Operations	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
RCMP	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
Fire Rescue	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
Recreation	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
Building Approvals	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
Development Applications	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
Project Development Unit	Y <input checked="" type="checkbox"/> N <input type="checkbox"/>		
REVIEWED BY TAG	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>	REVIEWED BY CAO DEPUTY	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>

Staff Report

Origin

The following financial updates have been provided for the 1st quarter ended March 31, 2010.

- Statement of net revenues/expenditures (actual vs. budget)
- Net Expenditure by Service Type – **Appendix 1**
- Revenue Updates – **Appendix 2**
- Active Capital Project Summary – **Appendix 3**
- Investment Portfolio – **Appendix 4**
- Key Indicator Trends – **Appendix 5**
- Key Indicators – **Appendix 6**
- Contract Awards – **Appendix 7**

Analysis

The financial results at the end of 1st quarter of 2010 are showing promising signs that the economy is rebounding from the downturn that began in 2008. This is evident particularly in construction activities. The housing starts indicator shows a substantial increase over the corresponding period in 2009. This could in part be attributable to avoid the effects of HST that is scheduled to take effect on July 1, 2010. Nevertheless, City revenues for building permits, development applications and business licenses have all shown significant increases in comparison to the same period in 2009.

On the expenditure side, overall expenditures are below budget in the 1st quarter, mainly due to the seasonal pattern of spending in such areas as Engineering and Public Works, Parks and Recreation etc. The cost reduction strategy as adopted in the 2010 budget process such as delayed hiring into vacant positions, has also contributed to the favourable variance in expenditures.

As a result, the City is currently showing a surplus of \$6.4M (excluding Utilities), mainly in RCMP, Fire Rescue, Parks and Recreation and Engineering and Public Works. More detailed explanations for these variances are given in the following pages.

**Statement of (net revenues)/expenditures for
1st Quarter ended March 31, 2010
(In 000s)**

	Budget Year to Date Mar 31, 2010	Actuals Year to Date Mar 31, 2010	Variance
Engineering & Public Works	4,632	3,214	1,418
Parks & Recreation	5,740	4,653	1,087
Richmond Olympic Business Office	0	(973)	973
Planning & Development Services	1,728	760	968
Business & Financial Services	682	(206)	888
RCMP	8,570	7,956	614
Fire Rescue	6,834	6,425	409
Project Development & Facility Maintenance	1,919	1,637	282
Community Services	1,701	1,534	167
Law & Community Safety	732	696	36
Corporate Administration	871	873	(2)
Corporate Services	3,481	3,621	(140)
Fiscal & Transfer to Reserves	(38,712)	(38,551)	(161)
Library	1,821	1,987	(166)
	0 \$	(6,375) \$	6,375

The following are the explanations for net expenditure variances at the departmental level.

- Engineering & Public Works is favourable largely due to their seasonal expenditure pattern. The majority of expenditures in street paving, storm drainage, etc. will be incurred in the 2nd, 3rd and 4th quarters.
- Parks & Recreation is favourable due to the budget due to seasonal maintenance expenditures. The majority of these expenditures are incurred in 2nd and 3rd quarters.
- The positive position in Richmond Olympic Business Office is due to the “Olympic programs” surplus of \$973K.
- The favourable variance in the Planning & Development Department is largely due to higher than budgeted building permit and development application revenues. The volume of building permits issued and development applications received in the 1st quarter is considerably higher than the previous year, resulting in higher revenues indicating an improvement in construction activities over 2009. The construction value for 2010 has increased 229% over the 1st quarter of last year. The expenditures on the other hand, have remained below budget as a result of the cost cutting measures implemented in 2009.
- Business & Financial Services is favourable due to the fact that the majority of business licenses are renewed during this period.

- The favourable position in RCMP is generated by members' absences due to illness, vacancies and the timing of the computer equipment replacement.
- Fire Rescue is positive mainly due to vacancies and timing of expenditures on projects.
- Project Development & Facility Maintenance is positive due to seasonal maintenance expenditures.
- Community Services is favourable due to the timing of expenditures, mainly in Sports Hosting and Arts, Culture and Heritage.
- Law & Community Safety is favourable due to the timing of expenditures, mainly in the Emergency Services.
- Corporate Administration is on budget.
- Within Corporate Services, Information Technology's annual contract maintenance expenses are generally incurred in the first quarter whereas the budget is spread evenly through the year.
- The Library is in an unfavourable position due to timing of their purchases of collection materials and decline in book fine revenues.

Utilities

- Water Utility has a favourable variance of \$0.5M due to seasonal pattern of water purchase costs. Bulk of the water purchases is made in the 2nd and 3rd quarters.
- Sewer Utility is on budget.
- Sanitation & Recycling Utility is on budget.

Net Expenditure by Service Type (Details see Appendix 1)

This graph presents the comparison between budget and actual net expenditures for each type of service.

Revenue Updates (Details see Appendix 2)

- 348 building permits were issued in the 1st quarter, which is 50% higher than the 232 permits issued during the same quarter of last year reflecting a significant improvement in the development sector. Building permit revenues have also increased substantially from \$0.62M to \$1.1M during the same period, an increase of 80.5%.
- 46 applications were received in the Development Applications division in the 1st quarter, which is 119% higher than the 21 received during the same quarter of 2009. Development revenue has also increased by 51.1% during the same period from \$0.11M to \$0.17M.

- Total business licenses issued in first quarter of 2010 are 13,004 compared to 11,598 during the same quarter in 2009, an increase of 12.1%, while the overall business license revenues has increased by 10.7% during this period.
- Parking fine revenue has remained the same when compared to the same period in 2009.
- Gaming revenues at \$3.1M are about 3.43% higher than the budgeted amount in the 1st quarter of 2010.
- DCC contributions received for the 1st quarter are 346.9% higher than the same quarter of last year. This is largely due to the improved market conditions in the development industry.
- Richmond Fire Rescue has seen an increase of 2.3% (48 number of calls) for the 1st quarter of 2010. The call duration has remained fairly constant.
- Calls for Services at RCMP department in the 1st quarter have increased 13.3% from the same period during 2009. This increase is primarily due to 2010 Olympics games.

Active Capital Project Summary (Details see Appendix 3)

A summary of the City's major capital programs is provided in Appendix 3, which shows the total budgeted and the actual costs of the active projects incurred at March 31, 2010. These numbers represent all active capital projects from 2010 and previous years. The actual capital expenditures are at approximately 55.52% of the capital budget of all active projects. This difference largely represents more recent and multi-year projects that are in various stages of implementation.

Investment Portfolio (Details see Appendix 4)

The City's investment portfolio at March 31, 2010 was \$404M. The City's average return on investment for the 1st quarter was 2.87%. The current market environment and cash flow projections have influenced the terms and types of investments which is reflected in the return.

Consistent with their mandate, the Bank of Canada has maintained the bank rate at an all-time low of 0.25% in response to the global recession as a monetary policy in order to stimulate economic activities. The Bank announced in April 2010 that with recent improvements in the economic outlook, the need for such extraordinary policy is now passing, and they will evaluate when it is appropriate to reduce the degree of monetary stimulus.

The City continues to be in compliance with its Investment Policy (3702), where the City is required to carry a diversified investment mix with strong credit quality and at the same time meeting the objectives of managing its investment activities in a manner that seeks to preserve capital along and to realize a reasonable rate of return.

Key Indicator Trends (Details see Appendix 5)

This appendix shows the general quarterly trend of key indicators for the years 2009 and 2010.

Key Indicators (Details see Appendix 6)

This appendix provides information with regard to various financial and market indicators for the year 2009 as compared to 2010.

Contract Awards (Details see Appendix 7)

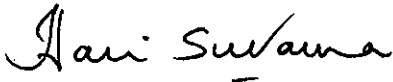
This report provides Committee members information with regard to the formal contracts awarded by the City during the 1st quarter.

Financial Impact

None.

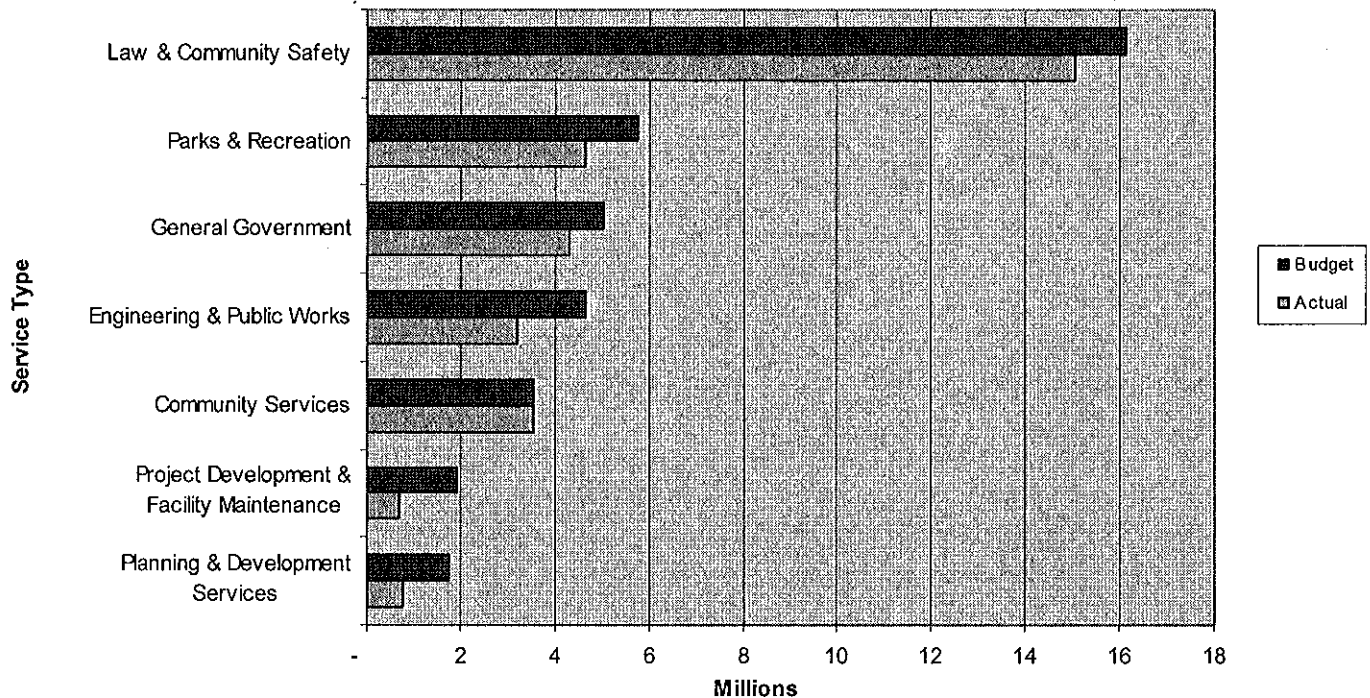
Conclusion

The 1st quarter financial results indicate that the economy has begun to turn around, and this is reflected in the City's revenues from building permits, development applications and business licenses. Due to seasonality, timing and vacancies, expenditures have shown favourable variances in such areas as RCMP, Fire Rescue, Parks and Recreation and Engineering and Public Works. Therefore there is no financial impact at this time and Staff will monitor results and update the Committee in the 2nd quarter.



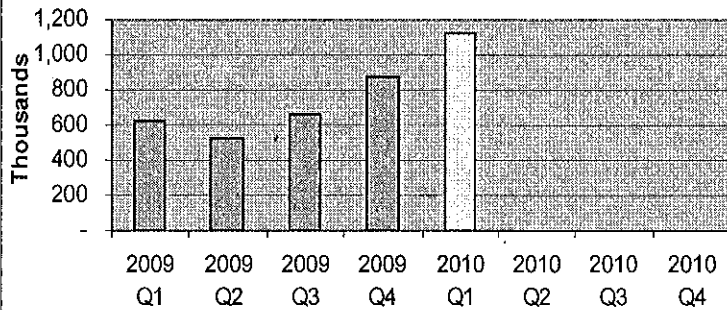
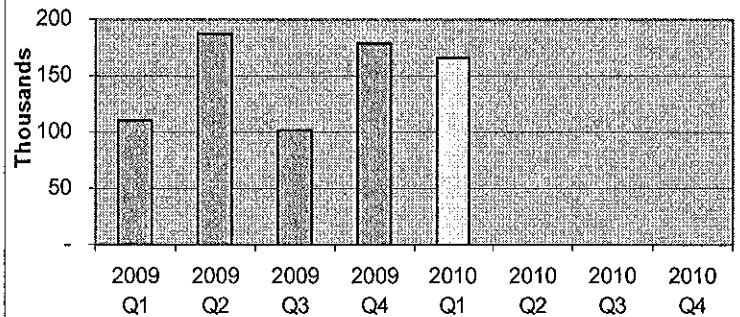
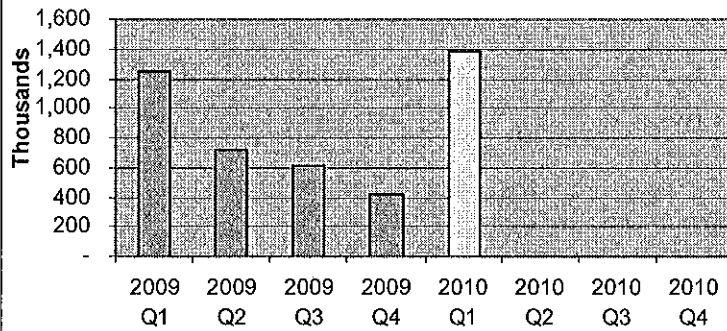
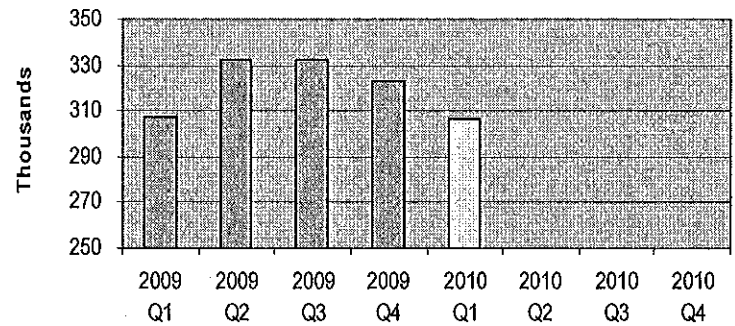
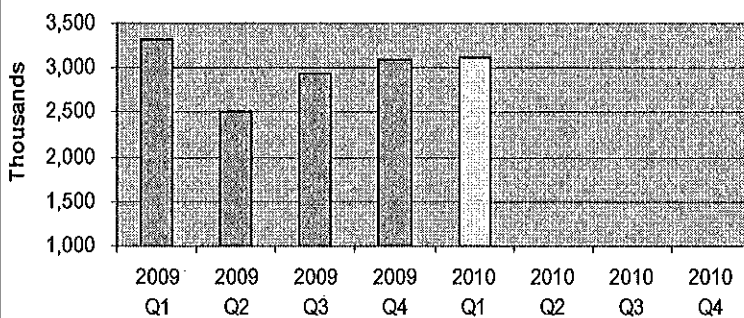
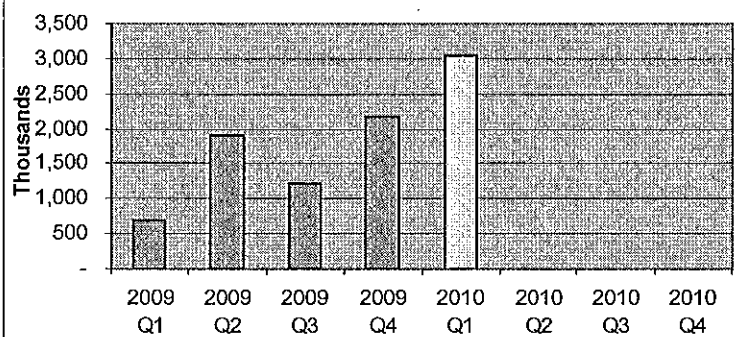
Hari Suvarna
Manager, Budgets & Accounting
(4365)

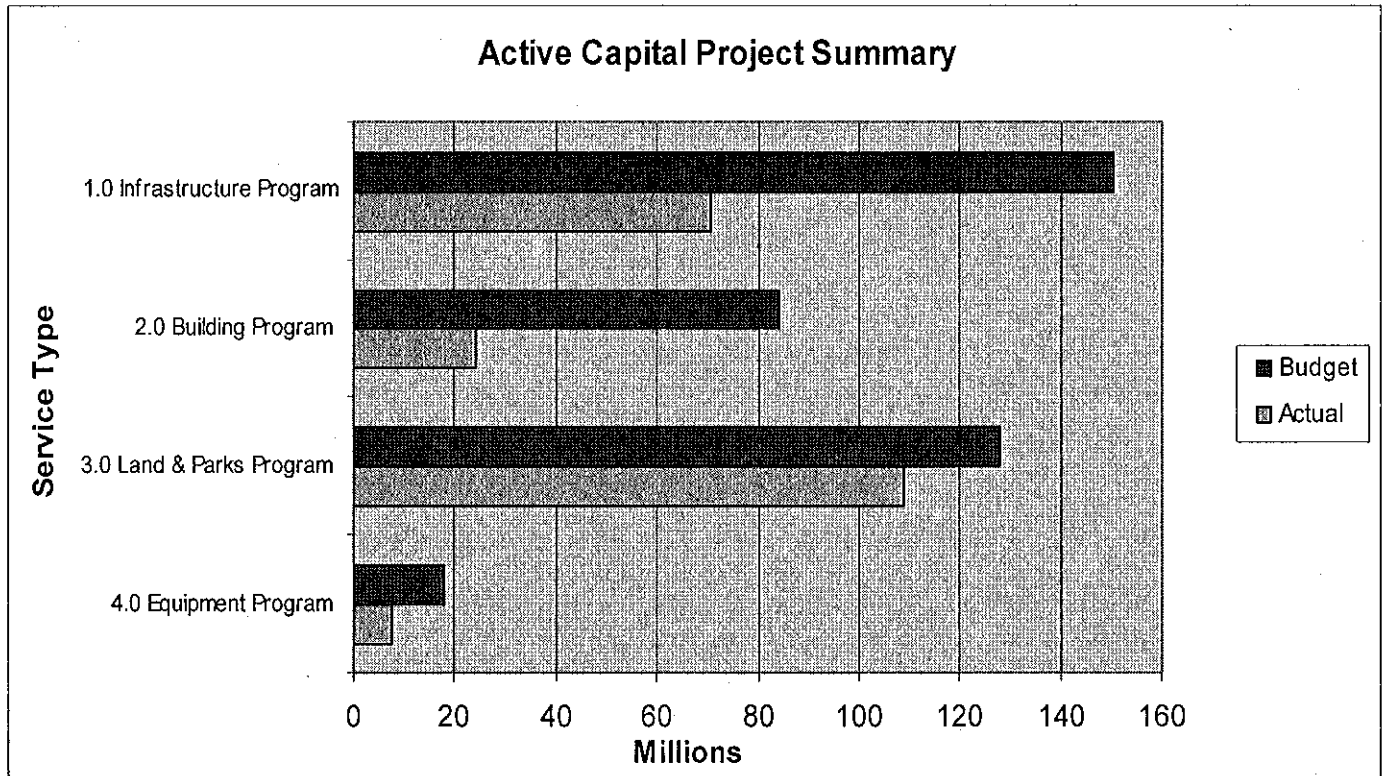
Net Expenditure by Service Type



Statement of Net Expenditure

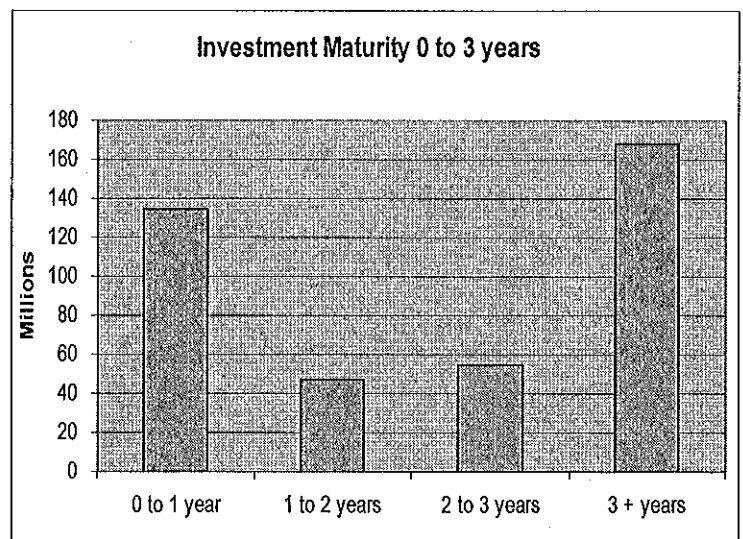
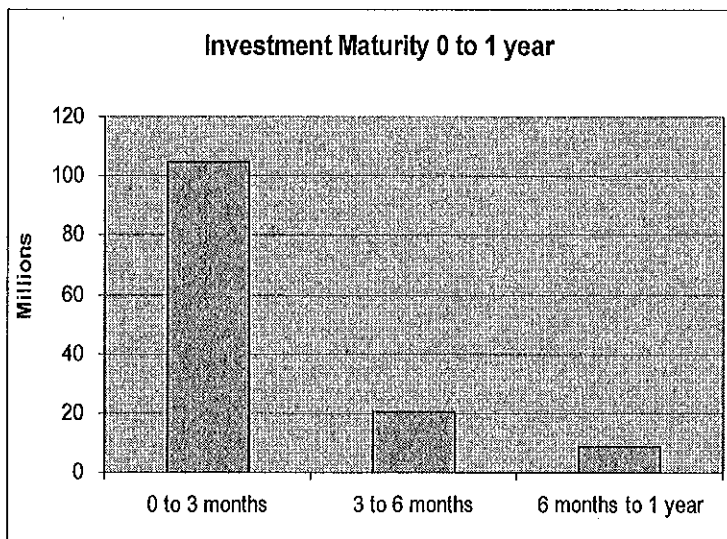
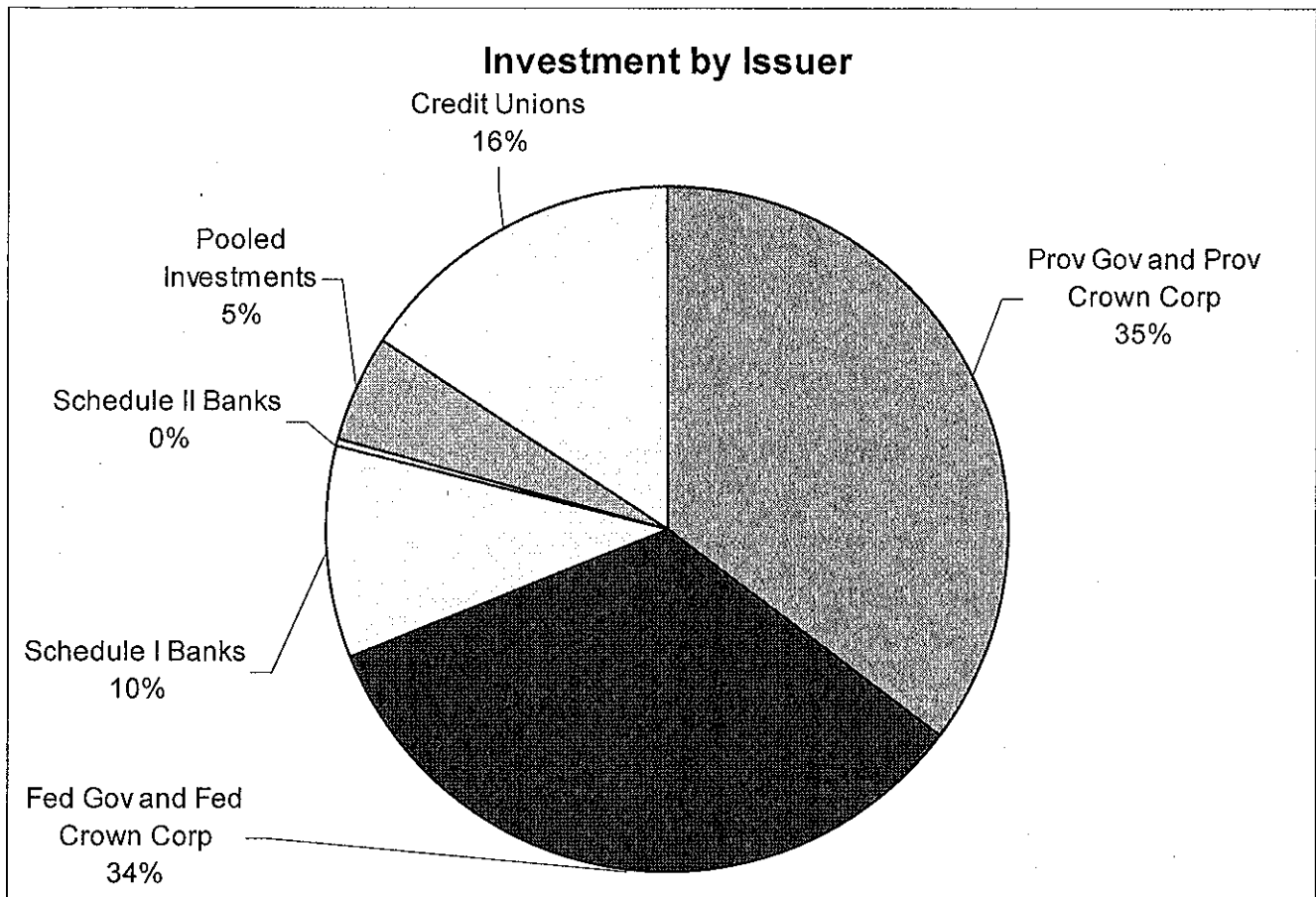
Service Type	Department	Actual YTD	Budget YTD	Budget Variance
Law & Community Safety	Fire Rescue	6,424,649	6,833,811	409,163
	Law & Community Safety	695,981	731,688	35,707
	RCMP	7,956,063	8,570,342	614,279
Parks & Recreation	Parks & Recreation	4,653,100	5,740,249	1,087,148
Engineering & Public Works	Engineering & Public Works	3,214,161	4,632,362	1,418,201
General Government	General Government	4,287,945	5,033,949	746,004
Planning & Development Services	Planning & Development Services	759,792	1,728,197	968,405
Community Services	Community Services	1,533,960	1,701,158	167,198
	Library	1,986,709	1,821,181	(165,528)
Project Development & Facility Maintenance	Project Development & Facility Maintenance	1,636,733	1,919,096	282,363
	Richmond Olympic Business Office	(973,068)	-	973,068
Fiscal & Transfers to Reserves		(38,551,127)	(38,712,033)	(160,906)
Total		(6,375,102)	-	6,375,102

Revenue Updates**Permit Revenues****Development Application Fee Revenue****Business License Revenues****Parking Fine Revenues****Gaming Revenues****DCC Revenues Collected**



Statement of Active Capital Project Expenditures			
	Budget	Actual	Variance
1.0 Infrastructure Program	150,289,508	70,751,635	79,537,873
2.0 Building Program	84,083,052	24,103,308	59,979,744
3.0 Land & Parks Program	128,023,605	108,695,604	19,328,001
4.0 Equipment Program	18,016,315	7,662,166	10,354,149
Grand Total	380,412,480	211,212,714	169,199,767

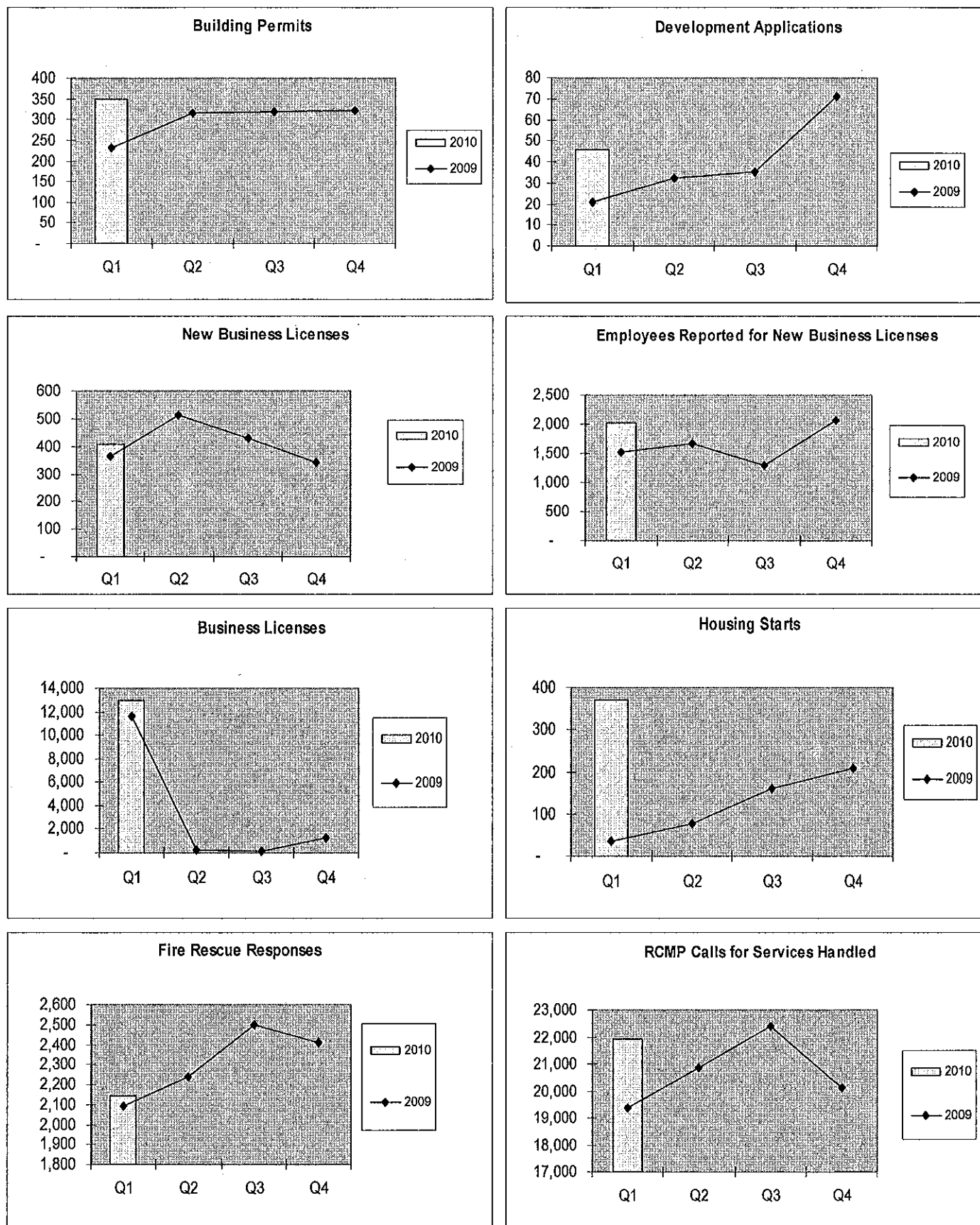
The 2010 approved capital budget of \$126.8M (excluding internal payment transfers and debt repayments) is included in the above budgeted expenditures. At the end of the 1st quarter, the 2010 projects are largely in start up stage.



Investment Portfolio...Continued

Investment	Value	% of Portfolio
Prov Gov and Prov Crown Corp		
Prov of BC	\$ 15,137,771	3.75%
Prov of Ontario	\$ 63,275,505	15.67%
Prov of Quebec	\$ 18,211,263	4.51%
Hydro Quebec	\$ 12,621,341	3.13%
Alta Cap Fin Authority	\$ 32,863,795	8.14%
Total Prov Gov and Prov Crown Corp	\$ 142,109,675	35.20%
Fed Gov and Fed Crown Corp		
Government of Canada	\$ 62,174,675	15.40%
Canadian Wheat Board	\$ 28,218,344	6.99%
CMHC	\$ 45,330,506	11.23%
Total Fed Gov and Fed Crown Corp	\$ 135,723,525	33.62%
Schedule I Banks		
Royal Bank of Canada	\$ 12,081,747	2.99%
Scotia Bank	\$ 2,494,684	0.62%
National Bank of Canada	\$ 1,099,219	0.27%
TD Financial	\$ 10,638,114	2.64%
CIBC	\$ 11,409,492	2.83%
First Bank	\$ 2,398,104	0.59%
Total Schedule 1 Banks	\$ 40,121,360	9.94%
Schedule II Banks		
HSBC	\$ 1,398,852	0.35%
Total Schedule 2 Banks	\$ 1,398,852	0.35%
Credit Unions		
Gulf & Fraser Financial Group	\$ 25,000,000	6.19%
Vancity Savings Credit Union	\$ 10,015,335	2.48%
Coast Capital Savings	\$ 29,013,562	7.19%
Total Credit Unions	\$ 64,028,897	15.86%
Pooled Investments		
Municipal Finance Authority	\$ 20,316,680	5.03%
Total Pooled Investments	\$ 20,316,680	5.03%
TOTAL INVESTMENTS	\$ 403,698,989	100.00%
Funds held in trust for Richmond Community Associations		
	\$ 1,201,441	

Key Indicators Trends





City of Richmond

Key Indicators - March 31 2010

Population	Dec-09	Dec-08
Richmond Population Estimate Year End*	193,255	190,357

*Note: These population estimates include an estimate of the Census undercount. Amounts rounded to the nearest thousand.

	Q1 2010 Jan-Mar 2010	Q1 2009 Jan-Mar 2009	% Change
Building Permits			
Number of Building Permits Issued	348	232	50.0%
Permit Revenue (Building, Plumbing, Gas, Demo etc)	\$1,127,610	\$624,869	80.5%
Value of Building Construction for Permits Issued	\$88,504,830	\$26,868,941	229.4%
Development Applications			
Development Applications Received	46	21	119.0%
Development Applications Revenue	\$166,668	\$110,329	51.1%
Business Licenses			
Number of New Business Licenses Issued	407	363	12.1%
Number of Employees Reported - New Licenses	2,029	1,521	33.4%
Total Valid Licenses to date	13,004	11,598	12.1%
Revenue Received for Current Year Licenses	\$1,380,758	\$1,247,316	10.7%
Revenue Received for Next Year (Deferred)	\$49,000	\$62,730	(21.9%)
Total License Revenue	\$1,429,758	\$1,310,046	9.1%
Year to date valid licenses and revenue include current year licenses issued in the prior year.			
Other Revenues			
Parking Revenue	\$306,883	\$307,097	(0.1%)
Gaming Revenue	\$3,113,211	\$3,311,120	(6.0%)
Traffic Fine Revenue to date *	\$1,155,916	\$2,396,882	(51.8%)
*\$1,155,916 was recognized as revenue in 2009. Additional \$892,549 to be received in July 2010.			
Development Cost Charges Income			
Total DCC Fees Received	\$3,059,268	\$684,590	346.9%
Roads, Water, Sewer DCC's Received	\$1,553,980	\$542,602	186.4%
Parks DCC's Received	\$1,505,288	\$141,988	960.2%
Uncommitted Reserves			
DCC Reserves to date*	\$21,529,510	\$25,836,546	(16.7%)
Capital Funding Reserves to date	\$86,069,355	\$71,939,068	19.6%
Other Reserves to date	\$82,016,003	\$80,640,651	1.7%
Total Uncommitted Reserves to date	\$189,614,868	\$178,416,265	6.3%
Investments			
Total Investments	\$403,698,986	\$500,288,609	(19.3%)
Interest Earned on Investments			
Average City Rate of Return on Investments	2.87%	3.48%	(0.61%)

Sources: All data is from City of Richmond records except as noted

	Q1 2010 Jan-Mar 2010	Q1 2009 Jan-Mar 2009	% Change
Taxes to date			
Taxes Collected	\$8,930,982	\$6,765,379	32.0%
City Portion of Taxes Collected	\$4,376,181	\$3,315,036	32.0%
Unpaid Taxes - Delinquent & Arrears to date	\$5,729,467	\$5,691,596	0.7%
No. of Participants on Installment Plan to date	5,477	5,293	3.5%
Installment Plan Monthly Payments to date	\$1,784,297	\$1,598,553	11.6%
Interest Rate Paid to IP Participants	0.25%	1.50%	(1.3%)
Employees			
Number of City Employees (City and Library)	1,889	1,870	1.0%
Fire Rescue Responses			
	2,141	2,093	2.3%
RCMP - Calls for Service Handled			
	21,939	19,369	13.3%
Affordable Housing			
Affordable Rental Units	0	0	0.0%
Secondary Suite/Coach House Units	5	0	0.0%
Market Rental Units	3	0	0.0%
Unallocated Funds in Reserves to date	\$794,609	\$693,900	14.5%
Unspent Funds Allocated to Capital Projects to date	\$9,930,476	\$9,433,315	5.3%
Market Indicators			
Housing Starts			
Number of Housing Starts (number of units)	372	36	933.3%
Number of Demolitions	122	35	248.6%
Net Housing Units Added	250	2	12400.0%
Median Residential Selling Prices - Richmond			
Single Family Detached	\$837,500	\$650,000	28.8%
Townhouse	\$485,000	\$400,000	21.3%
Apartment	\$330,500	\$273,000	21.1%
Number of Sales (all housing types)	1,287	635	102.7%
<i>Source: Real Estate Board of Greater Vancouver</i>			
Retail Sales - Greater Vancouver Region			
Regional Quarterly Retail Sales (in \$ millions)	n/a	n/a	
<i>Source: Statistics Canada (Data not available for Richmond)</i>			
Unemployment Rate-Greater Vancouver			
	7.8%	5.6%	2.2%
<i>Regional Unemployment Rate (3 month moving average)</i>			
<i>Source: Statistics Canada & BC Stats (Data not available for Richmond)</i>			
Economic Development			
Total sq. ft space Office YTD	4,366,150	4,065,260	7.4%
Total sq. ft vacant space available Office YTD	911,922	713,049	27.9%
Vacancy rate - Office (in %) YTD	17.92%	11.11%	6.8%
Total sq. ft space Industrial YTD	35,978,840	34,718,708	3.6%
Total sq. ft vacant space available Industrial YTD	2,793,340	2,605,648	7.2%
Vacancy rate - Industrial (in %) YTD	5.26%	3.96%	1.3%

Contract Awards
JANUARY 1, 2010 – MARCH 31, 2010

	Contract Name	Award	Amount	Department
1	3907F ROO Legacy - Supply & Install of Exterior Elevator Glazing	Flynn Canada	\$ 65,900.00	Project Development & Facilities Services
2	3905F Supplies (Gates Rigging) – Richmond Ozone	Fireworks Marketing Group Inc.	\$ 33,360.80	Olympic Business Office
3	3904F Panasonic Screen – Richmond Ozone	Panasonic Canada Ltd.	\$ 80,075.00	Olympic Business Office
4	3903F Transportation (Accommodation and Flight) for Ozone Performers	VANOC	\$ 168,123.83	PW - Parks & Recreation
5	3902F four (4) KSB Submersible Motor Pump at No # 4 Drainage Pump Station	KSB Pumps	\$ 275,000.00	PW - Engineering
6	3900F Support Renewal for REDMS System	Open Text Corporation	\$ 139,516.07	Information Technology
7	3895F Club O-Zone Lounge	EdgeCeptional Catering	\$ 91,045.00	Olympic Business Office
8	3894F Art Installation for Vancouver Biennale	Vancouver International Sculpture Biennale	\$ 33,244.87	Community Services
9	3893F ROO Legacy – Flooring Conversion	Centaur Products Inc.	\$2,024,250.00	Project Development & Facilities Services
10	3892F ROO Legacy - Tender & Construction Administration Consulting Services	Cannon Design Architecture Inc.	\$ 186,000.00	Project Development & Facilities Services
11	3891F Supply & Install Sprinkler System & New Fire Alarm Panel to South Arm Community Centre	Glacier Fire Protection Ltd.	\$ 101,500.00	Project Development & Facilities Services
12	3890F Supply and Delivery Handheld Lightweight Identification Spectrometers	Visiontec Systems	\$ 71,200.00	Fire-Rescue
13	3889F Consulting Services on Parks Works at Cambie Plaza & Pump Station	Aplin & Martin Consultants Ltd	\$ 41,986.52	PW - Parks
14	3888F Supply & Install Door Hangers & Vinyl Labels for Environmental Programs	Bryco Printing Ltd.	\$ 52,750.00	PW - Environmental
15	3887F Consulting Services for the Official Community Plan Professional Demographic Analysis & Projections	Urban Futures	\$ 35,000.00	Policy Planning
16	3886F Olympia Millennium Battery Ice Re-surfer	Vimar Equipment	\$ 170,454.00	Project Development & Facilities Services
17	3885F Professional Engineering Services	Dayton and Knight	\$ 60,480.00	PW - Engineering

18	3884F Project Management Services for the Hamilton Community Centre Expansion	Turnbull Construction Services Ltd.	\$ 180,550.00	Project Development & Facilities Services
19	3883F Residential Meter Program	Neptune Technology Group	\$ 29,533.15	PW - Water
20	3882Q Supply and Installation of Renovation to the London Farm Farmhouse	Spandrel Construction	\$ 51,765.00	PW - Facilities
21	3879F Dredging Operations at Britannia Shipyards	Steveston Harbour Authority	\$ 130,678.88	PW - Parks
22	3878F Training on "Altiris Packaging" with "Wise Package Studio" Software Programs	ExitCertified	\$ 25,200.00	Information Technology
23	3877F Phase 1 of NEU Study for River Edge Project, Cambie Project & Fantasy Garden Project	Compass Resource Management	\$ 88,900.00	Community Services
24	3876Q Supply & Delivery of Network Equipment Phase IV	Seven Group	\$ 220,915.65	Information Technology
25	3875Q Renovation of Old RCMP Area and Change Room At South Arm Community Centre	Rogad Construction Co. Ltd.	\$ 134,800.00	Project Development & Facilities Services
26	3874Q Removal and Replacement of Roofing & Skylight at the old RCMP area at South Arm Community Centre	Marine Cladding & Sheet Metal Ltd.	\$ 36,523.00	Project Development & Facilities Services
27	3873F Consulting Implementation for Applicant Tracking	Larkin IT Consulting Inc.	\$ 40,000.00	Information Technology
28	3872F Communication & Education Services for Various Outreach & Education Initiations	Britton Campbell Association	\$ 25,000.00	PW - Fleet
29	3871F Olympic Torch Relay	International Crowd Management	\$ 82,803.05	Olympic Business Office
30	3870F Financial Modelling Consulting & Business Process Analysis	Sustainable Strategies	\$ 25,000.00	PW - Fleet
31	3869F Performer Contract for the Ozone	Our Lady Peace Touring Inc.	\$ 30,000.00	Olympic Business Office
32	3867F Water Vault Removal @ No 2 Fire Hall	Parkwood Construction	\$ 59,828.16	PW - Water
33	3865F Two Year Service - HireDesk Software Program	Talent Technology Corporation	\$ 41,200.00	Human Resources
34	3864F Professional Performing Services for O-Zone	The Agency Group	\$ 54,000.00	Olympic Business Office
35	3863F Support for Sophos Endpoint Security & Control	Logisoft	\$ 43,908.48	Information Technology
36	3861F 1YR Subscription Traffic Control/Cloudmark Software	MailChannels Corporation	\$ 35,000.00	Information Technology
37	3860F Annual Software Maintenance on City's	BakBone	\$ 29,565.15	Information

	Bakbone Data Backup Software			Technology
38	3859F Membership Fees & Optional Contribution to Travel Fund for Small Communities	Federation of Canadian Municipalities	\$ 25,160.70	Council
39	3858F Consulting Services for Oval Roof Investigation	RDH Building Engineering Ltd.	\$ 40,000.00	Project Development & Facilities Services
40	3857F Telus Maintenance Services	Telus Communications	\$ 58,036.24	Information Technology
41	3856F Telus Software Services	Telus Communications	\$ 27,478.26	Information Technology
42	3855F Replacement of Polycarbonate at the Richmond Olympic Oval	Flynn Canada Ltd.	\$ 741,503.00	Project Development & Facilities Services
43	3853F City Hall Exhibit Lighting & Reveal	EOS Lightmedia	\$ 26,150.51	Olympic Business Office
44	3852P Tempest Implementation Services	Beyond Tech Solutions	\$ 74,760.00	Information Technology
45	3851F Design, Production & installation of Nature Park Community Public Art Project	Jeanette G. Lee	\$ 48,000.00	Cultural Services
46	3850F Annual Software Support for Esri GIS	Esri Canada	\$ 89,876.15	Information Technology
47	3849F Annual Oracle Software Support Services	Oracle Corporation Canada Inc.	\$ 52,210.58	Information Technology
48	3848F Service Contract PeopleSoft Enterprise	Oracle Corporation Canada Inc.	\$ 233,290.62	Information Technology
49	3847F Phase 1 of NEU Study for Fantasy Garden	Compass Resource Management	\$ 32,900.00	Community Services
50	3846F Supply & Install of 2 UPS Mechanical Units @ RCMP Building	MDE Electrical Mechanic Contractors	\$ 47,445.95	Project Development & Facilities Services
51	3845F Counselling Services for 2010 - Employee Assistance Program	Interlock	\$ 72,000.00	Human Resources
52	3844F Media Buy for Richmond 2010 Promotion	Canada's Olympic Broadcast Media Consort	\$ 205,740.00	Olympic Business Office
53	3842F BC Streets at the Richmond O Zone	Orca Creative Group	\$ 143,778.00	Olympic Business Office
54	3840F Client Mgmt Suite & Asset Mgmt Solution - Essential Renewal	Lanworks Inc.	\$ 27,410.36	Information Technology
55	3839F Design, Production & Installation of Gateway Theatre Community Public Art Project	Tyler Hodgins	\$ 25,000.00	Cultural Services
56	3838F Ads in the Vancouver Sun & Province for the Torch Relay	Pacific Newspaper Group	\$ 34,572.72	Corporate Services
57	3837F ROO Legacy - Construction Management Services (Conversion)	Dominion Fairmile Construction	\$ 35,000.00	Project Development & Facilities Services
58	T.3836 Minoru Park Bowling Green	Marathon Athletic Surfaces	\$ 550,4210.00	PW - Parks

59	3835F O-Zone Television Ads	CTV British Columbia	\$ 83,000.00	Corporate Services
60	3834F Supply & Installation of approx. 230m of 300m Diameter PVC Watermain Upgrades on Wesminster Hwy b/w Gilley Rd & McLean Ave.	Hamilton Projects Ltd.	\$ 196,793.00	PW - Engineering
61	3825P Environmentally Sensitive Areas Management Strategy Update	HB Lanarc	\$ 74,886.00	Policy Planning
62	3818F Sorting Machine for Richmond Public Library	Lyngsoe Systems	\$ 192,133.00	Library
63	3805P MS Productivity Specialist	Ashland Consulting	\$ 30,240.00	Information Technology
64	3800Q Supply of Shuttle Services to the O Zone	Gray Line West	\$ 48,000.00	Transportation
65	3792P Employment Lands Strategy	AECOM Canada Ltd.	\$ 70,000.00	Policy Planning
66	T.3785 Stip Sum Contract for General Contractor Fire Hall No. 2	Dominion Fairmile Construction	\$ 3,408,000.00	Project Development & Facilities Services
67	3767P Traffic Control during 2010 and O Zone	Ansan Industries Ltd.	\$ 159,808.80	Planning & Development
68	3762P City of Richmond Supplementary Specifications and Detail Drawings Update	Dayton and Knight	\$ 78,078.00	PW - Engineering
69	3713P Design/Build for Public Works Yard Dispersal Expansion	Shelter Industries	\$ 266,249.00	Engineering and Public Works