



City of Richmond

Report to Committee

To: Finance Committee

Date: February 17, 2010

From: Jerry Chong
Director, Finance

File:

Re: 2009 4th Quarter Financial Information

Staff Recommendation

That the report on Financial Information for the 4th quarter ended December 31, 2009 be received for information.

Jerry Chong
Director, Finance
(4064)

FOR ORIGINATING DEPARTMENT USE ONLY

ROUTED TO:		CONCURRENCE	CONCURRENCE OF GENERAL MANAGER		
Major Projects.....	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"/>			
R.C.M.P.....	Y	<input checked="" type="checkbox"/> N <input type="checkbox"/>			
Recreation & Culture.....	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"/>			
REVIEWED BY TAG	YES	NO	REVIEWED BY CAO	YES	NO
	<i>cc</i> <input checked="" type="checkbox"/>	<input type="checkbox"/>		<input checked="" type="checkbox"/>	<input type="checkbox"/>

Staff Report

Origin

The following financial updates have been provided for the 4th quarter ended December 31, 2009.

- 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**
- Employees by Employment Status – **Appendix 7**
- Contract Awards – **Appendix 8**

Analysis

The 2009 fiscal year was challenging for many individuals and businesses due to the aftermath of the recession. However, due to prudent financial decision making and planning the City of Richmond was able to overcome many of the challenges. The City still experienced decreases in its revenues from development activities and higher demand for its services such as recreation facilities, library etc. These financial impacts were mitigated by the advanced planning and oversight.

Consistent with many economist's forecasts and analysis, the economy has begun to recover, beginning in the 3rd quarter and continuing into the 4th quarter. For example, the total building permits issued in the 4th quarter were 323 compared to 318 issued in the 3rd quarter and 262 issued in the 4th quarter of 2008. The corresponding permit revenues are \$0.9M compared to \$0.7M in the 3rd quarter. The building construction value for permits issued has also shown an increase in the 4th quarter over the first three quarters of 2009. Another key indicator which reflects the activities in the construction industry is the housing starts which have shown an increase over the first three quarters. The housing starts are at 207 in the 4th quarter compared to 159 in the 3rd quarter.

To lessen the effects of reduced revenues, the City has managed to contain its costs by reducing auxiliary hours, not filling vacant positions and as a last resort laying off staff where the demand has decreased. As a result, the 4th quarter financial results are in a favourable position in comparison to the budget. The City has ended its 2009 fiscal year with a surplus of \$2.2M. This is largely due to cost management in the Planning and Development Department where a \$1.5M decrease in building permit and development application revenues compared to the budget, (\$2.1M lower than 2008) has been offset by cost containment throughout 2009 to an actual deficit of \$0.35M, lower expenditures in RCMP and other cost reduction measures. The City has continued to maintain its strong financial position at the end of 2009 fiscal year, with its prudent fiscal management as reflected in the uncommitted statutory reserves \$171M (2008, \$177M) and cash and investment balances \$527M (2008, \$550M).

More detailed explanations for these variances are given in the following pages.

**Statement of (net revenues)/expenditures for
4th Quarter ended December 31, 2009
(In 000s)**

	Budget Year to Date Dec 31, 2009	Actuals Year to Date Dec 31, 2009	Variance
RCMP	32,702	31,234	1,468
Fire Rescue	27,012	26,623	389
Business & Financial Services	2,700	2,535	165
Parks Rec & Culture	27,187	27,027	161
Corporate Administration	2,564	2,407	157
Fiscal and Transfer to Reserves	(148,303)	(148,358)	55
Library	7,081	7,031	50
Law & Community Safety	3,157	3,121	36
Engineering & Public Works	25,155	25,119	35
Corporate Services	14,104	14,094	10
ROBO & Major Projects	1,365	1,360	4
Planning & Development	5,276	5,629	(353)
	\$ (0)	\$ (2,177)	\$ 2,177

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

- The favourable variance in RCMP is due partly to the annual adjustment in billings from the RCMP and a combination of vacancies within the RCMP, seniority mix in recruits, and costs recovery from integrated teams.
- Fire Rescue has a favourable variance due to the lower than budgeted levy costs in ECOMM (CAD and RMS Levy) and actual fuel costs.
- Business & Financial Services has a favourable variance due to the increase in business license revenues and overall vacancies.
- Parks, Recreation & Cultural Services has a favourable variance due to the earlier than prior years lay off of Park's seasonal workers and increase in revenues in aquatics.
- Corporate Administration has a favourable variance due to vacancies.
- Library is on budget.

- Law & Community Safety are on budget.
- Engineering & Public Works are overall on budget. The Roads programs have shown a favourable variance due to the timing of demand and maintenance programs, offset by the unfavourable variances in facility management.
- Corporate Services are on budget.
- ROBO and Major Projects are on budget.
- The unfavourable variance in Planning & Development Department is largely due to lower building permit and development application revenues. This was mitigated by reductions in expenditures, made possible by not filling vacant positions or maternity leave absences and a lay off of 4 positions in Building Approvals. However, the 4th quarter saw an increase in the number of development applications and building permits and the revenues associated with them, reflecting the strengthening housing market in Richmond.

Utilities

- Water Utility has a surplus of \$0.5M due to vacancies and favourable variances in the public works maintenance and demand programs. This was achieved despite incurring increased water purchases due to higher than expected water consumption in the summer months. The surplus has been transferred to the water rate stabilization fund, which is used to alleviate fluctuations in the cost of water purchases in the future.
- Sewer Utility has ended up with a deficit of \$0.7M, which is slightly higher than forecasted. This is largely due to the lower than budgeted metered revenues, offset to some extent by the favourable variance in the public works maintenance and demand programs. The sewer rate stabilization fund has been used to offset this deficit.
- Sanitation & Recycling Utility has a surplus of \$0.1M due to vacancies, which is offset by lower revenues in recycling material. The surplus has been transferred to the sanitation recycling rate stabilization fund, which is used to alleviate future cost increases in the organics program.

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)

- 323 building permits were issued in the 4th quarter, which is 23.3% higher than the 262 permits issued during the same quarter of last year suggesting a modest improvement in development sector. However, revenues in the Building Division remain significantly lower than in peak years. The 2009 totals for the number of permits show a reduction of 6.8% with a corresponding decrease of 43.8% or \$2.1M in building permit revenues compared to 2008. Although the revenues have declined in the Building Division, corresponding expenditures

have also been reduced in general expenditures and staffing levels throughout the Planning and Development Department. As a result, the reduced revenues have been largely offset.

- 71 applications were received in the Development Applications division in the 4th quarter, which is 115% higher than the 33 received during the same quarter of 2008. The 2009 fiscal year ended with only a 9.1% decrease in the number of development applications while the revenues are almost at the same level as 2008.
- Total business licenses issued in 2009 are 13,273 compared to 13,009 in 2008, an increase of 2%, while the overall business license revenues in 2009 are also 2% higher than 2008.
- Parking fine revenue is 6.1% lower than the 4th quarter of last year. This is due to a decrease in enforcement revenue based on the closure of parking zones, resulting in reduction in enforcement opportunities.
- Gaming revenues have increased by 16.5% in the 4th quarter to \$3.1M compared to the 4th quarter of last year. This is an improvement over earlier quarters as the revenues have started to pick up. The 2009 year-to-date revenues at \$11.9M are 3.1% lower than 2008.
- DCC contributions received for the 4th quarter are 36.9% lower than the same quarter of last year while the year-to-date contributions are 52.9% lower than 2008.
- Richmond Fire Rescue has seen a drop of 1.6% (38 number of calls) for the 4th quarter of 2009. This is largely due to the mild and dry weather conditions that have prevailed during this quarter. The call duration has remained fairly constant.
- Calls for Services at RCMP department in the 4th quarter have increased 5.5% over 2008 year. This increase is primarily due to the traffic issues and security clearance requests for the Olympics.

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 projects incurred at December 31, 2009. These numbers represent all active capital projects from 2009 and previous years. The actual capital expenditures are at approximately 69.95% 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 December 31, 2009 was \$527M. The City's average return on investment for the 4th quarter was 2.83%. The current market environment and cash flow projections have influenced the terms and types of investments which is reflected in the return.

The Bank of Canada is keeping the bank rate at an all-time low of 0.25% as a monetary policy to stimulate economic activities. Despite the lower yields, the principal of our investment has not

requires the City to carry a diversified investment mix with strong credit quality and it also requires the City's investment activities to be managed in a manner that seeks to preserve capital along with the objective of realizing 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 2008 and 2009.

Key Indicators (Details see Appendix 6)

This appendix provides information with regard to various financial and market indicators for the year 2008 as compared to 2009.

Employees by Employment Status (Details see Appendix 7)

This appendix shows the breakdown of City employees by pay groups and employee status.

Contract Awards (Details see Appendix 8)


This report provides Committee members information with regard to the formal contracts awarded by the City during the 4th quarter.

Financial Impact

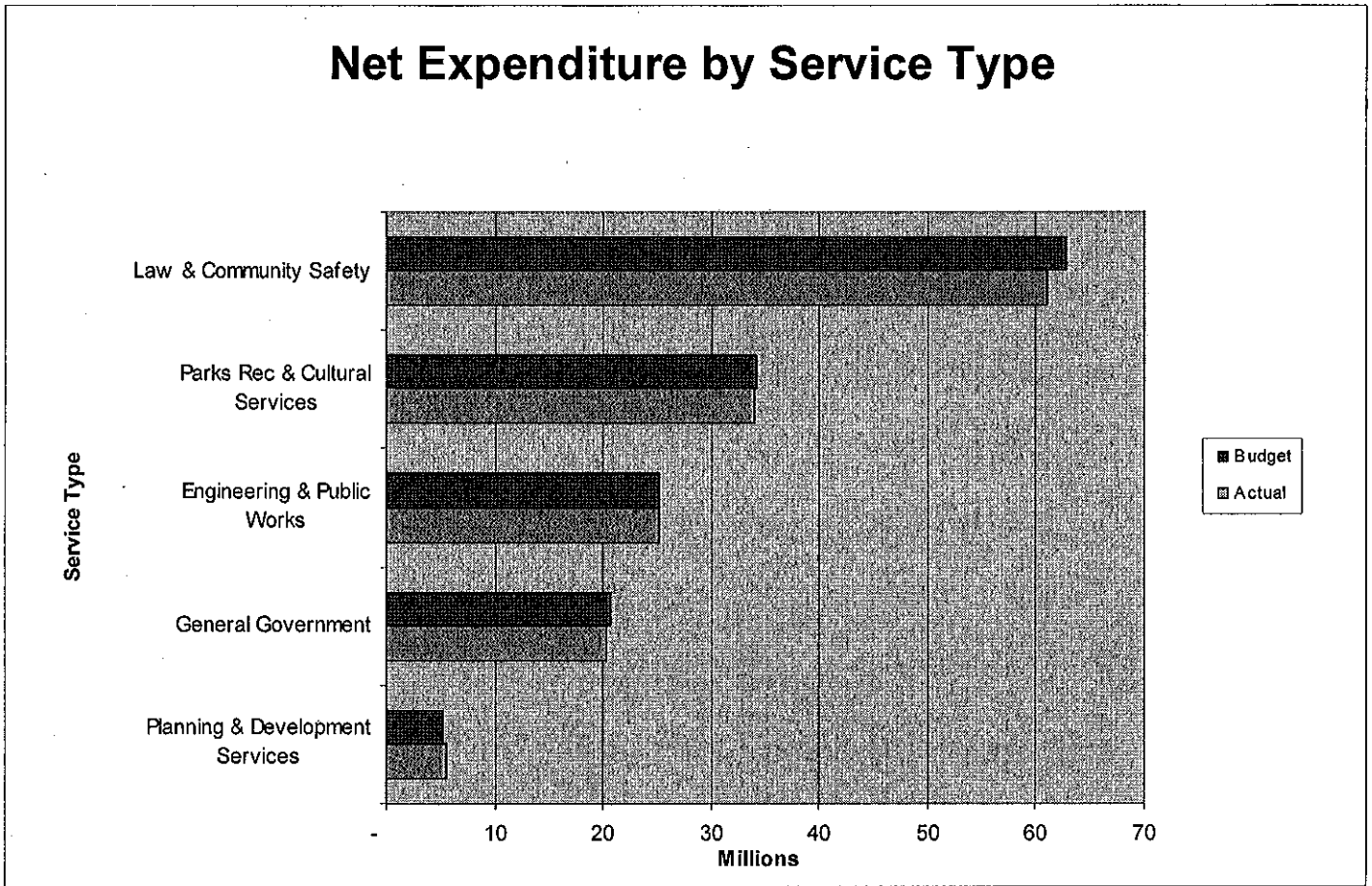
None.

Conclusion

The City has ended the 2009 fiscal year with a surplus of \$2.2M (\$2.7M in 2008). This is largely due to cost containment within the Planning and Development Department, surplus in the RCMP, and overall vacancies and other cost control measures.



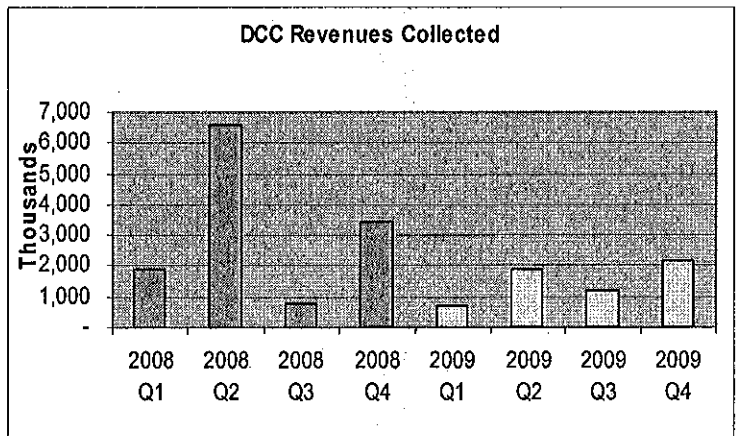
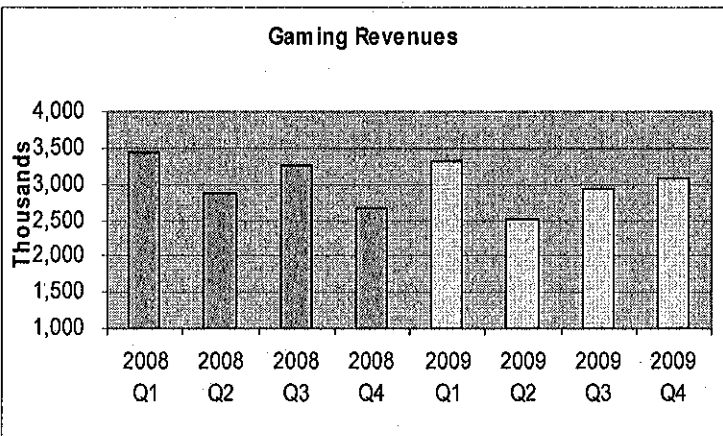
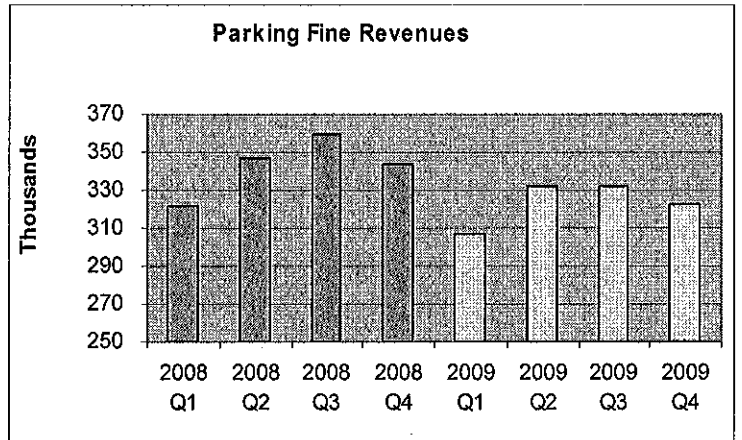
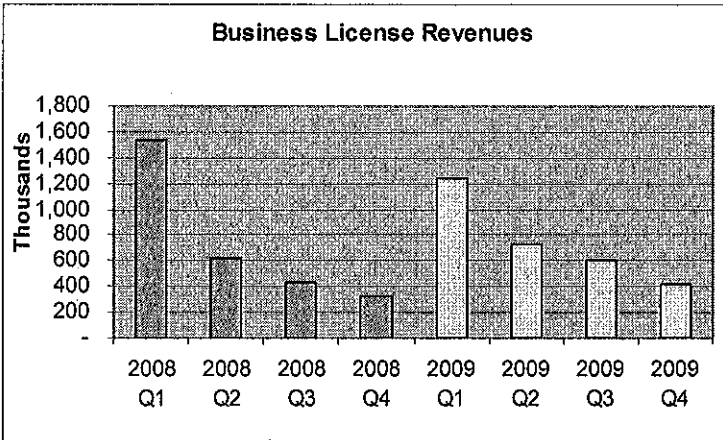
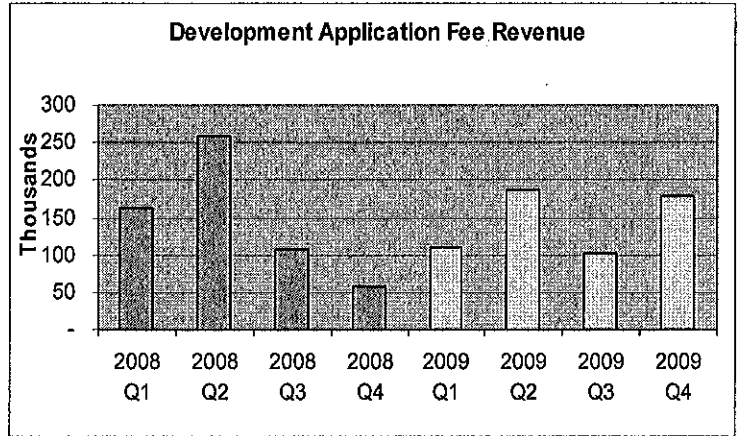
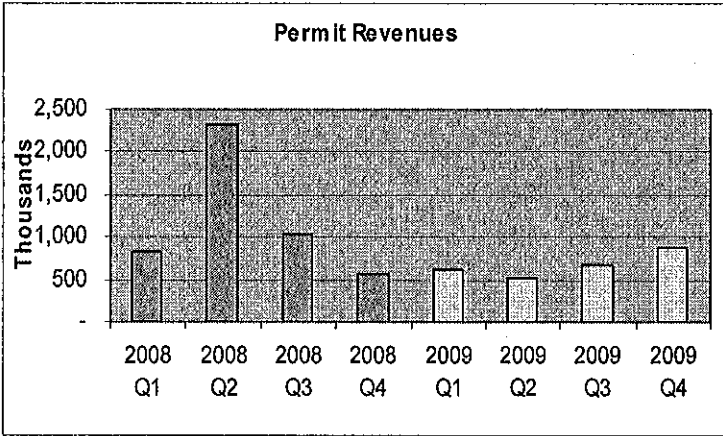
Hari Suvarna
Manager, Budgets & Accounting
(4365)

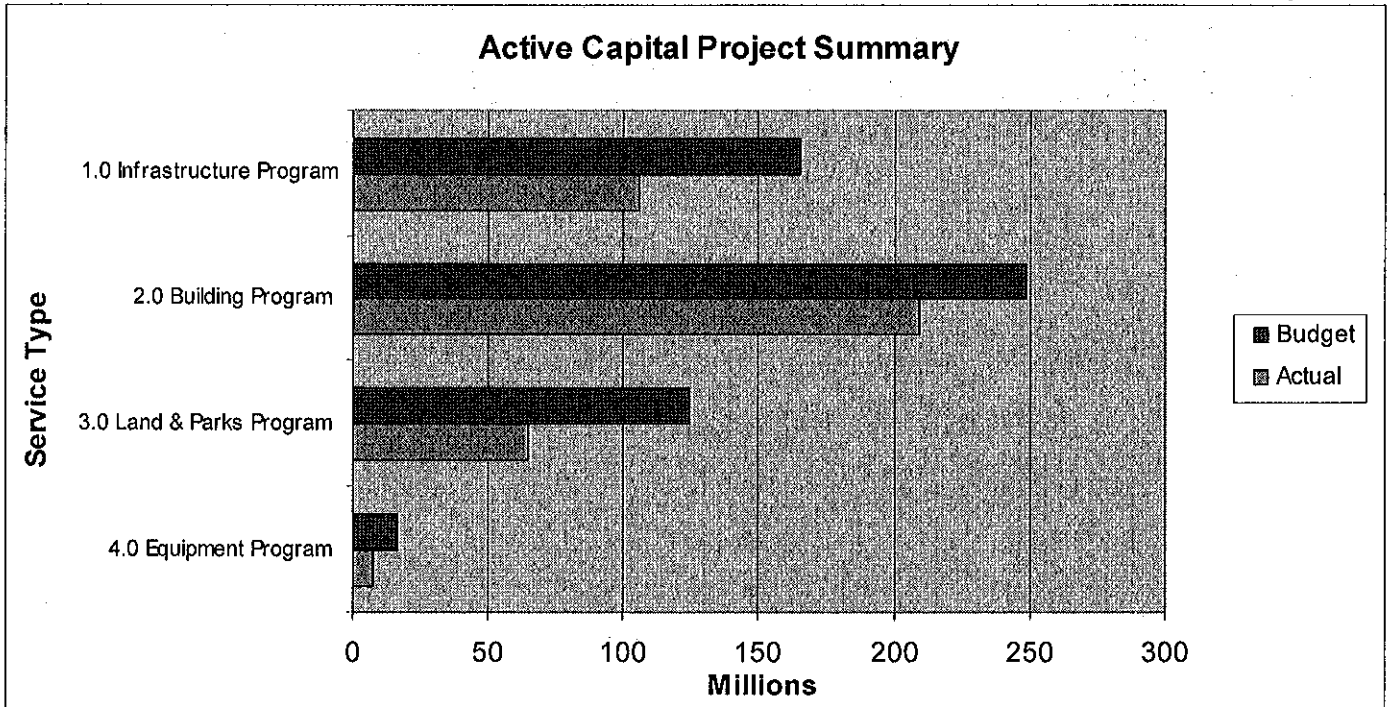


Statement of Net Expenditure

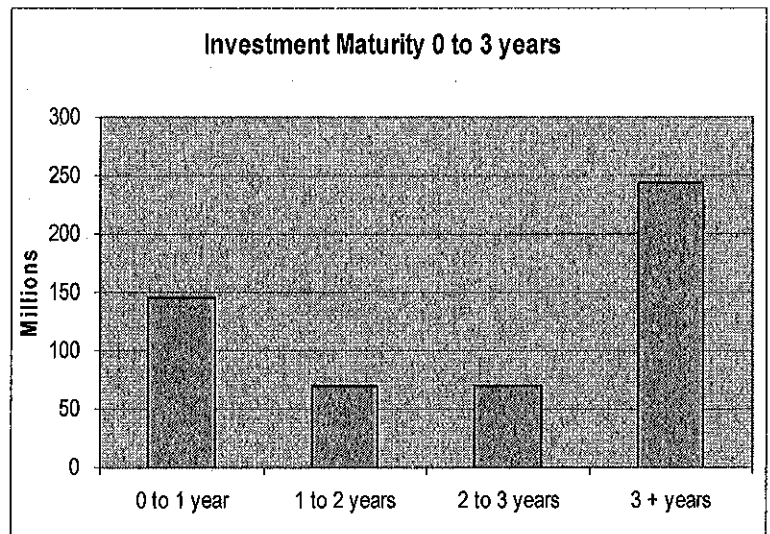
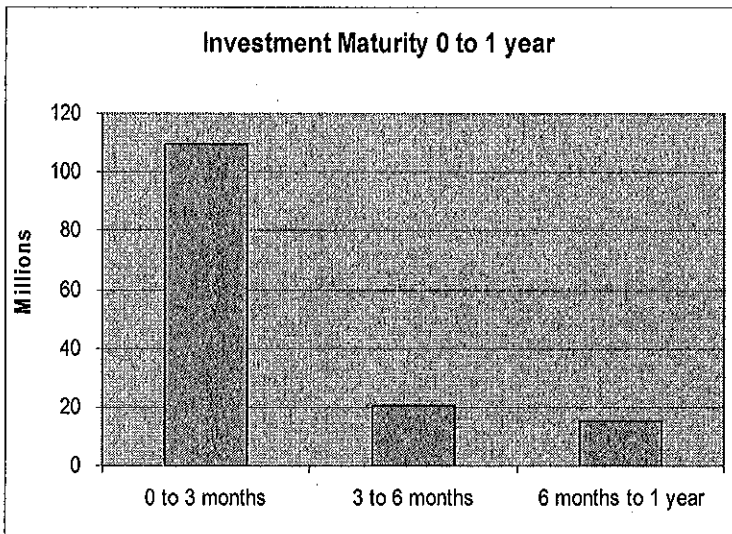
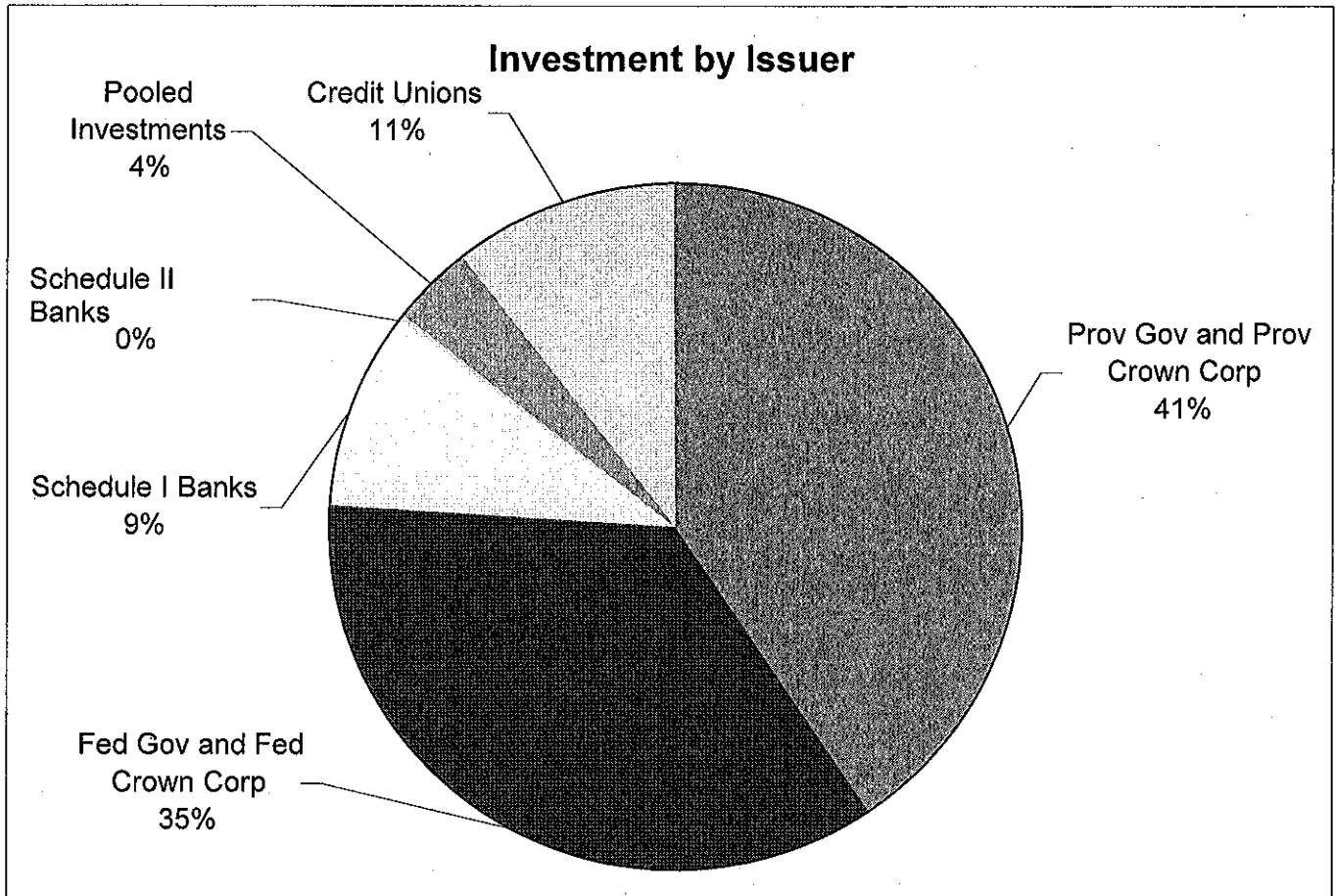
Service Type	Department	Actual YTD	Budget YTD	Budget Variance
Law & Community Safety	Fire Rescue	26,622,901	27,012,200	389,300
	Law & Community Safety	3,120,622	3,156,800	36,178
	RCMP	31,234,199	32,701,700	1,467,501
Parks Rec & Cultural Services	Library	7,031,253	7,081,100	49,847
	Parks Rec & Culture	27,026,917	27,187,478	160,560
Engineering & Public Works	Engineering & Public Works	25,119,299	25,154,505	35,206
General Government	General Government	20,396,229	20,732,589	336,360
Planning & Development Services	Planning & Development	5,629,023	5,276,373	(352,650)
Fiscal & Transfers to Reserves		(148,357,807)	(148,302,745)	55,062
Total		(2,177,364)	-	2,177,364

Revenue Updates



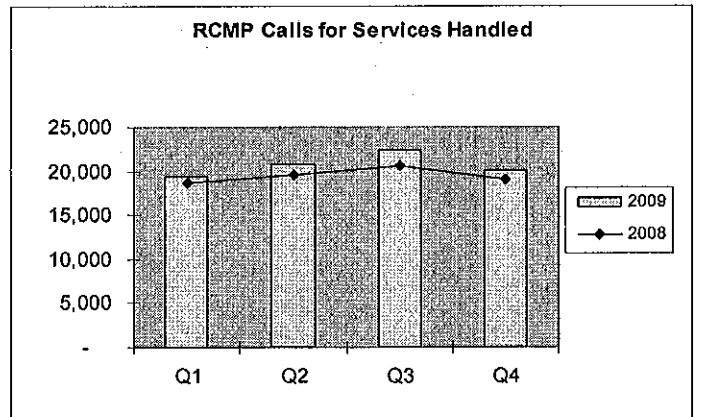
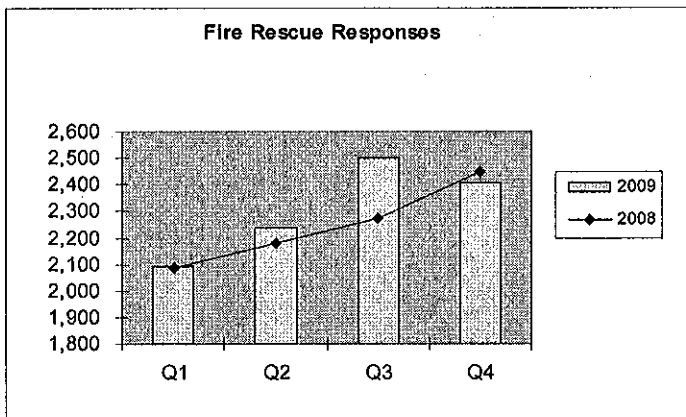
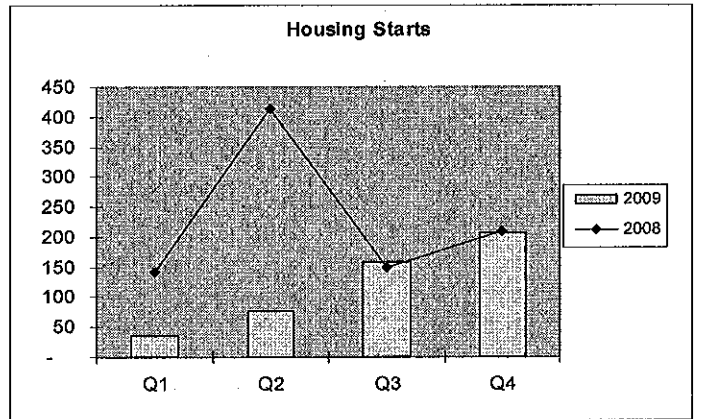
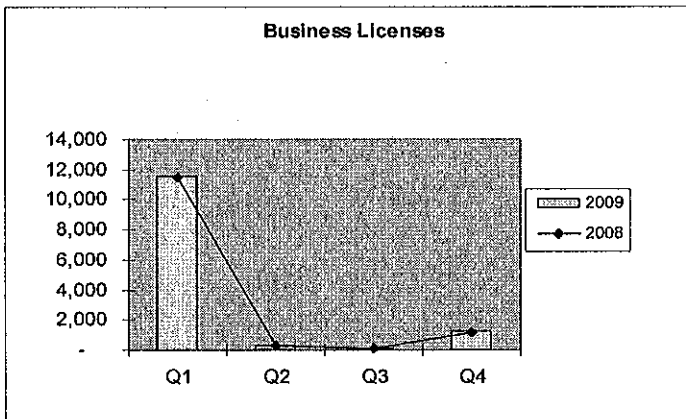
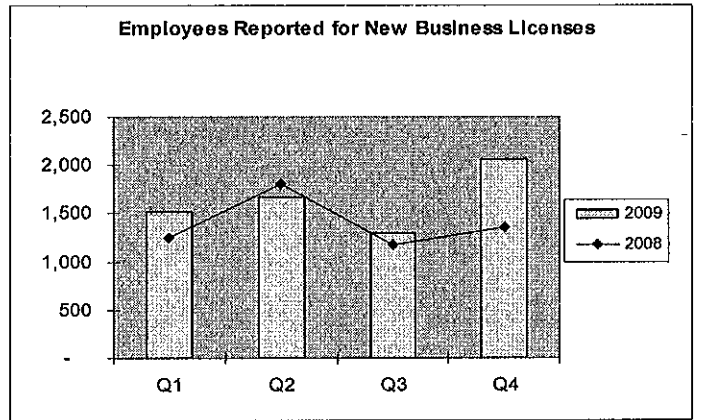
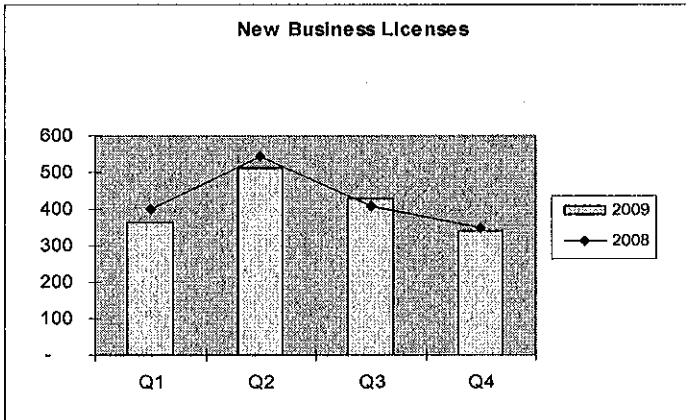
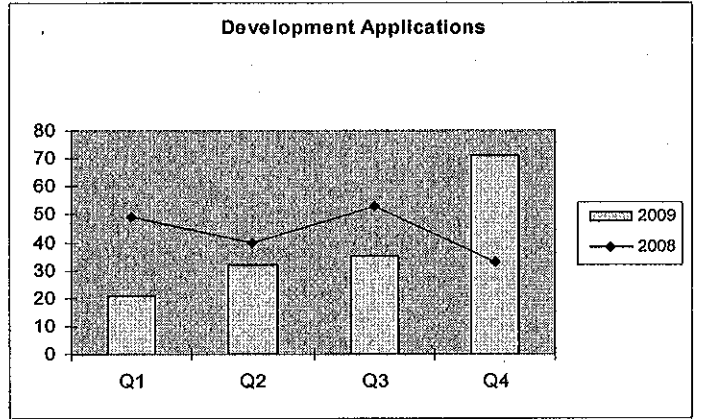
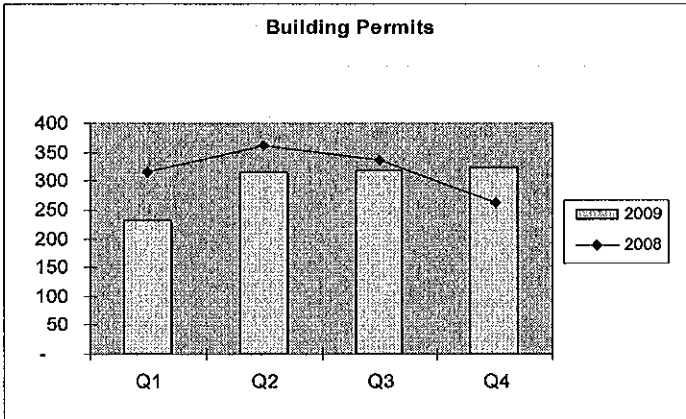


Statement of Active Capital Project Expenditures			
	Budget	Actual	Variance
1.0 Infrastructure Program	165,263,542	105,503,881	59,759,661
2.0 Building Program	248,313,484	209,497,468	38,816,016
3.0 Land & Parks Program	124,017,052	64,737,931	59,279,121
4.0 Equipment Program	16,284,695	7,719,210	8,565,485
Grand Total	553,878,773	387,458,490	166,420,283



Investment	Value	% of Portfolio
Prov Gov and Prov Crown Corp		
Prov of BC	\$ 28,216,230	5.35%
Prov of Ontario	\$ 95,628,756	18.13%
Prov of Quebec	\$ 30,480,101	5.78%
Hydro Quebec	\$ 16,570,658	3.14%
Alta Cap Fin Authority	\$ 42,841,390	8.12%
Total Prov Gov and Prov Crown Corp.	\$ 213,737,136	40.52%
Fed Gov and Fed Crown Corp		
Government of Canada	\$ 11,448,067	2.17%
Canadian Wheat Board	\$ 34,791,979	6.60%
CMHC	\$ 140,205,481	26.58%
Total Fed Gov and Fed Crown Corp	\$ 186,445,527	35.35%
Schedule I Banks		
Royal Bank of Canada	\$ 14,396,517	2.73%
Scotia Bank	\$ 4,095,586	0.78%
National Bank of Canada	\$ 2,010,623	0.38%
TD Financial	\$ 12,812,574	2.43%
CIBC	\$ 13,659,604	2.59%
BMO Financial	\$ 2,398,272	0.45%
Total Schedule 1 Banks	\$ 49,373,176	9.36%
Schedule II Banks		
HSBC	\$ 2,298,229	0.44%
Total Schedule 2 Banks	\$ 2,298,229	0.44%
Credit Unions		
Gulf & Fraser Financial Group	\$ 25,378,617	4.81%
Vancity Savings Credit Union	\$ 10,015,335	1.90%
Coast Capital Savings	\$ 20,013,562	3.79%
Total Credit Unions	\$ 55,407,514	10.50%
Pooled Investments		
Municipal Finance Authority	\$ 20,236,782	3.84%
Total Pooled Investments	\$ 20,236,782	3.84%
TOTAL INVESTMENTS	\$ 527,498,364	100.00%
Funds held in trust for Richmond Community Associations		
	\$ 1,194,551	

Key Indicators Trends





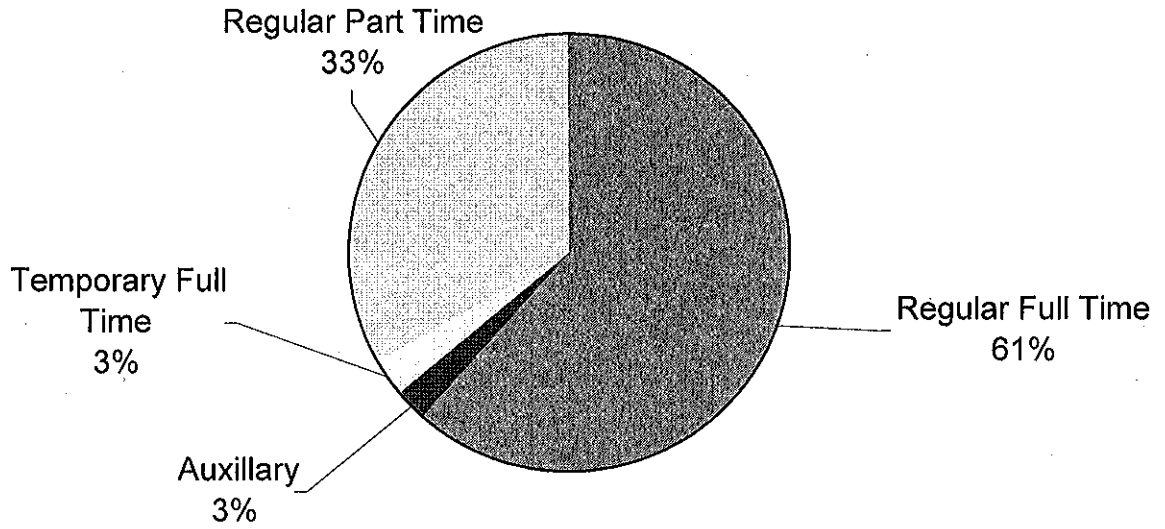
City of Richmond

Key Indicators - December 31 2009

			Dec-08	Dec-07		
Population						
Richmond Population Estimate Year End*			190,357	188,000		
<i>*Note: These population estimates include an estimate of the Census undercount. Amounts rounded to the nearest thousand.</i>						
	Q4 2009 Oct-Dec 2009	Q4 2008 Oct-Dec 2008	% Change	Year to Date Jan - Dec 2009	Year to Date Jan-Dec 2008	Year to date % change
Building Permits						
Number of Building Permits Issued	323	262	23.3%	1,190	1,277	(6.8%)
Permit Revenue (Building, Plumbing, Gas, Demo etc)	\$871,466	\$577,533	50.9%	\$2,674,758	\$4,762,856	(43.8%)
Value of Building Construction for Permits Issued	\$58,945,867	\$63,487,308	(7.2%)	\$163,245,643	\$415,070,318	(60.7%)
Development Applications						
Development Applications Received	71	33	115.2%	159	175	(9.1%)
Development Applications Revenue	\$179,101	\$56,812	215.3%	\$578,712	\$583,139	(0.8%)
Business Licenses						
Number of New Business Licenses Issued	340	347	(2.0%)	1,646	1,703	(3.3%)
Number of Employees Reported - New Licenses	2,067	1,352	52.9%	6,558	5,575	17.6%
Total Valid Licenses to date	13,273	13,009	2.0%	13,273	13,009	2.0%
Revenue Received for Current Year Licenses	\$424,742	\$331,947	28.0%	\$2,978,115	\$2,926,067	1.8%
Revenue Received for Next Year (Deferred)	\$1,054,146	\$1,296,356	(18.7%)	\$1,695,856	\$1,667,426	1.7%
Total License Revenue	\$1,478,888	\$1,628,303	(9.2%)	\$4,673,971	\$4,593,493	1.8%
<i>Year to date valid licenses and revenue include current year licenses issued in the prior year.</i>						
Other Revenues						
Parking Revenue	\$322,814	\$343,670	(6.1%)	\$1,294,405	\$1,372,173	(5.7%)
Gaming Revenue	\$3,091,195	\$2,652,583	16.5%	\$11,857,389	\$12,238,903	(3.1%)
Traffic Fine Revenue to date	\$2,432,331	\$2,203,831	10.4%	\$2,432,331	\$2,203,831	10.4%
Development Cost Charges Income						
Total DCC Fees Received	\$2,185,775	\$3,462,347	(36.9%)	\$6,006,540	\$12,747,797	(52.9%)
Roads, Water, Sewer DCC's Received	\$1,017,300	\$1,676,746	(39.3%)	\$3,493,767	\$7,201,329	(51.5%)
Parks DCC's Received	\$1,168,475	\$1,785,601	(34.6%)	\$2,512,773	\$5,546,468	(54.7%)
Uncommitted Reserves						
DCC Reserves to date*	\$17,193,011	\$25,151,956	(31.6%)	\$17,193,011	\$25,151,956	(31.6%)
Capital Funding Reserves to date	\$74,797,525	\$71,769,919	4.2%	\$74,797,525	\$71,769,919	4.2%
Other Reserves to date	\$78,644,555	\$80,582,977	(2.4%)	\$78,644,555	\$80,582,977	(2.4%)
Total Uncommitted Reserves to date	\$170,635,091	\$177,504,852	(3.9%)	\$170,635,091	\$177,504,852	(3.9%)
Investments						
Total Investments	\$527,498,363	\$550,137,666	(4.1%)	\$527,498,363	\$550,137,666	(4.1%)
Interest Earned on Investments						
Average City Rate of Return on Investments	2.83%	3.96%	(1.13%)	2.93%	4.04%	(1.11%)
<i>Sources: All data is from City of Richmond records except as noted</i>						

	Q4 2009 Oct-Dec 2009	Q4 2008 Oct-Dec 2008	% Change	Year to Date Jan - Dec 2009	Year to Date Jan-Dec 2008	Year to date % change
Taxes to date						
Taxes Collected	\$7,690,601	\$6,949,749	10.7%	\$311,390,205	\$303,277,710	2.7%
City Portion of Taxes Collected	\$3,768,394	\$3,405,377	10.7%	\$152,581,200	\$148,606,078	2.7%
Unpaid Taxes - Delinquent & Arrears to date	\$1,615,198	\$1,588,961	1.7%	\$1,615,198	\$1,588,961	1.7%
No. of Participants on Installment Plan to date	5,534	5,316	4.1%	5,534	5,316	4.1%
Installment Plan Monthly Payments to date	\$1,824,657	\$1,601,325	13.9%	\$1,824,657	\$1,601,325	13.9%
Interest Rate Paid to IP Participants	0.25%	2.75%	(2.5%)	0.25%	2.75%	(2.5%)
Employees						
Number of City Employees (City and Library)	1,885	1,878	0.4%	1,885	1,878	0.4%
Fire Rescue Responses						
	2,410	2,448	(1.6%)	9,240	8,989	2.8%
RCMP - Calls for Service Handled						
	20,131	19,084	5.5%	82,767	77,876	6.3%
Affordable Housing						
Affordable Rental Housing (Estimate)	41	9	355.6%	233	49	375.5%
Market Rental Units	2	0	n/a	162	141	14.9%
Unallocated Funds in Reserves to date	\$1,076,559	\$882,223	22.0%	\$1,076,559	\$882,223	22.0%
Unspent Funds Allocated to Capital Projects to date	\$9,430,476	\$9,238,315	2.1%	\$9,430,476	\$9,238,315	2.1%
Market Indicators						
Housing Starts						
Number of Housing Starts (number of units)	207	209	(1.0%)	479	914	(47.6%)
Number of Demolitions	144	43	234.9%	336	431	(22.0%)
Net Housing Units Added	63	166	(62.0%)	143	483	(70.4%)
Median Residential Selling Prices - Richmond						
Single Family Detached	\$755,500	\$656,833	15.0%	\$701,500	\$715,000	(1.9%)
Townhouse	\$461,183	\$409,667	12.6%	\$441,000	\$455,000	(3.1%)
Apartment	\$315,667	\$271,583	16.2%	\$305,000	\$310,920	(1.9%)
Number of Sales (all housing types)	1,367	378	261.6%	5,191	3,386	53.3%
<i>Sources: Real Estate Board of Greater Vancouver</i>						
Retail Sales - Greater Vancouver Region						
Regional Quarterly Retail Sales (in \$ millions)	n/a	6,316	n/a	n/a	25,064	n/a
<i>Source: Statistics Canada (Data not available for Richmond)</i>						
Unemployment Rate-Greater Vancouver						
	7.4%	4.4%	3.0%	7.0%	4.3%	2.7%
<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 available (Office) YTD	4,143,963	4,065,260	1.9%	4,143,963	4,065,260	1.9%
Vacancy rate - Office (in %) YTD	17.88%	10.71%	7.2%	17.88%	10.71%	7.2%
Total sq. ft space available (Industrial) YTD	35,989,013	34,494,380	4.3%	35,989,013	34,494,380	4.3%
Vacancy rate - Industrial (in %) YTD	5.26%	3.61%	1.7%	5.26%	3.61%	1.7%

Employees by Employment Status



**Contract Awards
OCTOBER 1, 2009 – DECEMBER 31, 2009**

	Contract Name	Award	Amount	Department
1	3833F Stage & Performance Management Services: Ozone Main Stage and Ancillary Areas	Fireworks Marketing Group Inc.	\$121,375.00	Richmond Olympic Business Office
2	3832F Automatic External Defibrillators	Physio-Control Canada	\$28,858.10	Fire-Rescue
3	3831F Supply and Installation of Douglas Lighting Controller Upgrade at City Hall	Cantec Electrical Services	\$84,366.00	PW - Facilities
4	3830F Lighting System Retrofit for Various Locations: Steveston CC, Cambie CC, South Arm CC, West Richmond CC, Gateway Theatre, Fire Hall #7, City Hall Parkade, Minoru Greenways, Minoru Service Parking, Gary Point Park	Light Power Commercial Lighting Sparky Electric Morrowat Global Buy the Right Light Co.	\$420,538.25	PW - Facilities
5	3829F Code Screen Programming Package for Live Sites	VANOC	\$61,740.00	Richmond Olympic Business Office
6	3828F Exchange & Window Servers & Enterprise	Dell Canada	\$36,940.92	Information Technology
7	3827F Consulting Services for Legacy Design	Cannon Design	\$40,000.00	Major Projects
8	3824F Dance Recital Costumes	Sebastian & Co. Costumes Etc. Ltd.	\$31,725.00	Arts Center
9	3823F Inspection, Maintenance & Repair to Mile 1.10 to 2.4 Van Horne Spur	Canadian Pacific Railway	\$31,452.05	Real Estate
10	3822F Games Official Street Banners and Venue Urban Domain Fence Wrap	VANOC	\$74,254.98	Richmond Olympic Business Office
11	3821F Specialized Event Operational Planning Services for Hosting a Tall Ships 2011 Major Event	Whitewater Communications	\$30,000.00	Recreational & Culture Services
12	3820F Emergency Mobile Water Treatment Unit	The Key Water & Air International	\$169,457.00 US	PW - Water
13	3819F Decorative Festive Lighting for the Ozone & Future Special Events	Dekra-Lite	\$50,760.00	Richmond Olympic Business Office
14	3817F Visual Screens for the O Zone	Impact Audio Visual	\$110,950.00	Richmond Olympic Business Office
15	3816F Supply and Delivery of one (1) 2009 Saturn VUE	Saturn Saab of Richmond	\$25,630.00	PW - Fleet
16	3815F Supply & Installation of Special Effect Lighting on the Canada Line Elevated Guideway Along No. 3 b/w Alderbridge Way & Lansdowne Mall Entry Road	Crown Contracting Ltd.	\$233,650.00	PW - Engineering
17	3814F Supply and Delivery of three (3) 2009 Chevrolet Malibus	Dueck Chevrolet Oldsmobile Cadillac Ltd.	\$64,884.00	PW - Fleet
18	3813F Programming Ozone Celebration:	Notable Entertainment & Events Ltd.	\$48,000.00	Richmond Olympic Business Office
19	3811F Supply and Delivery of one (1) TCS500 Colour Multifunction, Scan, Copy & Print System	Oce-Canada Inc.	\$30,812.00	PW - Facilities
20	3808Q Supply and Delivery of Signage for the Richmond Ozone	PNH Innovations	\$10,780.00	Richmond Olympic Business Office
21	3807F Electrical Repair @ the Fire Hall No. 2	BC Hydro	\$32,768.00	PW - Facilities

22	3806F Telecommunication Services: Nortel SRS & SES	Telus Communications Company	\$85,514.50	Information Technology
23	3804F Professional Consultant Services	Lane Property Advisors Inc.	\$25,200.00	Law
24	3803Q VPN Software & Installation Services	Long View Systems Corp.	\$32,606.99	Information Technology
25	3802F Directional Drilling @ Water Main in Minoru Park	Ulmer Contracting	\$77,000.00	PW - Water
26	3800Q Supply of Shuttle Services to the Ozone	Gray Line West	\$48,000.00	Richmond Olympic Business Office
27	3799F Supply and Delivery of five (5) Large Cedar Signs with the New Richmond Logo @ at all Major Entrances into the City	Scott Paragon Signs & Screen Paintings Ltd.	\$43,925.00	PW - Parks
28	3798F Supply and Delivery of one (1) 2009 Tycrop Top Dresser (Parks Grooming Machine)	Oakcreek Golf & Turf	\$26,245.00	PW - Fleet
29	3796F Relocation of BC Hydro Plant to 5540 Hollybridge Way - Lansdowne Extension	BC Hydro	\$49,554.00	PW - Engineering
30	3795F Consulting Services for RFP Preparation & Bylaw Update	Genivar Consultants Limited Partnership	\$30,000.00	PW - Engineering
31	3791F Supply, Design & Install Backbone and Device Cabling for O-Zone	Plan Group	\$ 30,000.00	Richmond Olympic Business Office
32	3790F Supply & Install five (5) Gas Heaters	Airon Heating & Air Conditioning Ltd.	\$45,685.00	PW - Facilities
33	3789Q Supply & Delivery of Network Equipment Phase III	Seven Group	\$215,539.23	Information Technology
34	3787Q Supply & Delivery of Banner and Fence Wrap for the Richmond Ozone	Big Bold Beautiful Banner ADG Projects	\$81,019.10 \$15,800.00	Richmond Olympic Business Office
35	3784F Website for 2010 Ozone	Fleming Creative Group	\$48,000.00	Richmond Olympic Business Office
36	3782F Supply and Installation of Centralized Heating for Steveston Community Center and Outdoor Pool	Ashton Service Group	\$85,453.00	PW - Facilities
37	3781F Supply & Installation of a Space Saver High Density Mobile Storage System and Additional Art Rack Panels	Hi-Cube Storage Products Ltd.	\$30,452.00	Richmond Archives
38	3780F BC Hydro Adaptive Lighting Study	DMD & Associates Ltd.	\$33,473.00	PW - Facilities
39	3779F Legacy Lounge Improvements	Dominion Fairmile Construction	\$28,826.00	Major Projects
40	3778F Consulting, Design, Supervision Services for Steveston Community Center & Pool Centralized Heating System	Free Energy Solutions	\$38,589.00	PW - Facilities
41	3776F Energy Audit	Prism Engineering	\$32,000.00	PW - Facilities
42	3775F Ozone Audio Visual Services	SW Audio Visual	\$200,000.00	Richmond Olympic Business Office
43	3758F Ozone Food and Beverage Management Services	Robert Sung and Associates	\$28,000.00	Richmond Olympic Business Office
44	3757F Ozone Supply and Installation of Hospitality Structure	Coast Staging and Events Ltd.	\$214,470.40	Richmond Olympic Business Office
45	T.3747 Richmond Olympic Oval Middle Arm Dyke Works and Art.	M2K Construction Ltd.	\$564,901.95	Major Projects

46	3742Q Linfield Gate Drainage Upgrade	Sandpiper Contracting Ltd.	\$64,540.95	PW - Engineering
47	3741Q Supply and Deliver Five (5) 4 Wheel Drive Cab Utilitiy Tractors	Avenue Machinery Corp.	\$212,175.00	PW - Fleet
48	3740Q Supply and Deliver One (1) Tractor C/W 15 Ft Mower	Rollins Machinery	\$147,573.46	PW - Fleet
49	T.3733 Watermain Replacement No. 3 Road: Cook Rd to Granville	Ponte Bros Contracting Ltd.	\$409,457.00	PW - Engineering
50	T.3710 21551 Westminster Highway Watermain Replacement	Hexcel Construction	\$271,423.00	PW - Engineering
51	3564P Supply and Delivery of two (2) Sewer Trucks	Vimar Equipment	\$467,547.36	PW - Fleet
52	3556Q Southarm Community Centre Police Station Renovation	Property Works Building Solutions	\$128,040.00	PW - Facilities
53	T.3534 City Centre/Bennett West Sanitary Sewer Upgrade	Progressive Contracting (Delta) Ltd.	\$1,262,078.00	PW - Engineering
54	3518Q Security Guard Services @ City Hall	Intrepid Security	\$55,860.05	PW - Facilities