



City of Richmond

Report to Committee

To: Finance Committee

Date: November 5, 2012

From: Jerry Chong
Director, Finance

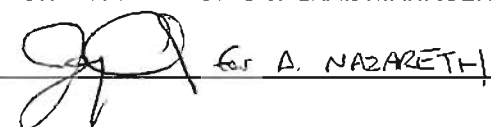



File:

Re: Financial Information – 3rd Quarter September 30, 2012

Staff Recommendation

That the report titled Financial Information – 3rd Quarter September 30, 2012 be received for information.

Jerry Chong
Director, Finance
(604-276-4064)

REPORT CONCURRENCE			
ROUTED TO:	CONCURRENCE	CONCURRENCE OF GENERAL MANAGER	
Enterprise Services	<input checked="" type="checkbox"/>	 for A. NAZARETH	
Information Technology	<input checked="" type="checkbox"/>		
Arts, Culture & Heritage	<input checked="" type="checkbox"/>		
Parks Services	<input checked="" type="checkbox"/>		
Recreation Services	<input checked="" type="checkbox"/>		
Engineering	<input checked="" type="checkbox"/>		
Project Development	<input checked="" type="checkbox"/>		
Sewerage & Drainage	<input checked="" type="checkbox"/>		
Water Services	<input checked="" type="checkbox"/>		
Community Bylaws	<input checked="" type="checkbox"/>		
Fire Rescue	<input checked="" type="checkbox"/>		
RCMP	<input checked="" type="checkbox"/>		
Building Approvals	<input checked="" type="checkbox"/>		
Development Applications	<input checked="" type="checkbox"/>		
Transportation	<input checked="" type="checkbox"/>		
REVIEWED BY SMT SUBCOMMITTEE	INITIALS: 	REVIEWED BY CAO 	INITIALS: 

Staff Report

Origin

Information for the 3rd quarter ended September 30, 2012 is being provided to Council with a global economic overview along with more specific economic updates with respect to Canada, the Province of B.C., the City of Richmond, and the financial activity and position of the City.

Analysis

Global Economic Overview¹

The economic growth outlook for 2012 remains unchanged from previous forecasts of June at 3.1%. The 2013 forecast has been revised to 3.3% from 3.5% prior. This not only reflects the global impact of fiscal tightening in the U.S. and the euro zone, but also the weaker regional economic dynamics across emerging markets.

Canadian Economic Overview

After enjoying a solid recovery over the last two years, the Canadian economy is transitioning into a period of softer economic growth of around 2% – a pace that the economists anticipate will continue over the next couple of years.

- Canada's economy is stuck in a soft patch this year. Meanwhile, a weak global environment and an elevated exchange rate are weighing on the export sector.
- In addition, the housing market correction appears to be under way, driven by a sharp downturn in Vancouver. The slowdown will become broader based following a fourth round of mortgage insurance regulation tightening by the federal government in July.
- The export and investment outlook is anticipated to improve heading into next year along with a strengthening globally. In addition, brighter trade prospects, improved business trends and an increased need to become more competitive are likely to encourage businesses to boost capital spending.
- Overall, economic growth and job creation will remain less than optimal in the short run, before picking up in early 2013. After advancing by 1.8% in 2012, the pace of Canadian real GDP growth will likely head back to a bit above 2% in 2013 and 2014.

¹ TD Economics Quarterly Economic Forecast –September 2012

Table 1

CANADIAN ECONOMIC OUTLOOK																		
<i>Period-Over-Period Annualized Per Cent Change Unless Otherwise Indicated</i>																		
	2011				2012				2013				Annual Average			4thQtr/4th Qtr		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3F	Q4F	Q1F	Q2F	Q3F	Q4F	11	12F	13F	11	12F	13F
Real GDP	3.6	-1.0	4.5	1.9	1.8	1.8	1.0	1.8	2.0	2.2	2.6	2.7	2.4	1.8	2.0	2.2	1.6	2.4
Labour Force	2.2	0.6	0.3	0.5	0.9	0.8	0.8	0.8	0.9	0.8	1.0	1.0	1.0	0.9	0.9	0.9	1.1	0.8
Unemployment Rate	7.7	7.5	7.3	7.5	7.4	7.3	7.3	7.3	7.2	7.1	7.0	6.7	7.5	7.3	7.0	-	-	-
Cons. Price Index	2.6	3.4	3.0	2.7	2.0	2.0	2.1	2.0	2.0	2.1	2.0	2.1	2.9	1.6	2.0	2.7	1.5	2.0
Core CPI	1.3	1.6	1.9	2.0	2.1	2.1	1.8	1.6	1.8	1.8	1.9	2.0	1.7	1.9	1.9	2.0	1.6	2.0
Housing Starts (000's)	177	192	205	199	206	230	211	203	191	186	186	185	193	213	187	-	-	-
Productivity: Real GDP/worker(Y/Y)	0.9	0.5	1.0	1.0	0.9	1.3	0.7	0.3	0.9	0.7	0.7	0.6	0.9	0.8	0.7	1.0	0.3	0.9

F: Forecast by TD Economics as at September 2012

Source: Statistics Canada, Bank of Canada, Canada Mortgage and Housing Corporation, Haver Analytics

Province of B.C. Economic Overview²

The economists expect British Columbia's economy to grow at a moderate pace just above the national average in 2012. Activity to date has been quite vibrant in domestically oriented sectors, and we have seen encouraging signs developing in key export markets.

- Employment continued to track a rising trend, growing at one of the faster rates (1.8%) in Canada on a year-to-date basis.
- Softness in the trade sector will be a restraining factor that slows real GDP growth down to 2.3% in 2012 from 2.9% in 2011.
- The unemployment rate fell to a three-year low of 6.2% in April before it rose slightly to 6.6% in June.
- The ramping up of investment on two new major projects, Seaspan Marine federal government contract and the modernization of Rio Tinto Alcan's aluminum smelter next year will contribute to an expected re-acceleration of growth to 2.7% in 2013.
- Despite sky-high home prices in the Vancouver market, home building activity in the province was strong so far this year: the number of housing units under construction surged by 17% year over year in the first seven months of 2012.
- The existing home market, however, showed signs of cooling. The weakness was concentrated in the Vancouver market, where resales fell significantly. Resales in other regions of the province were flat. We expect residential investment will be a small add to economic growth this year.
- BC merchandise exports were little changed so far this year. Considering that merchandise imports rose vigorously by more than 8%, the trade sector is likely to affect growth once again in the province.

² Royal Bank Economics – Provincial Outlook, September 2012

Table 2

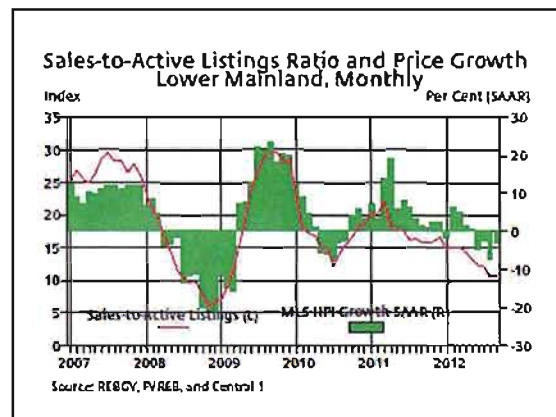
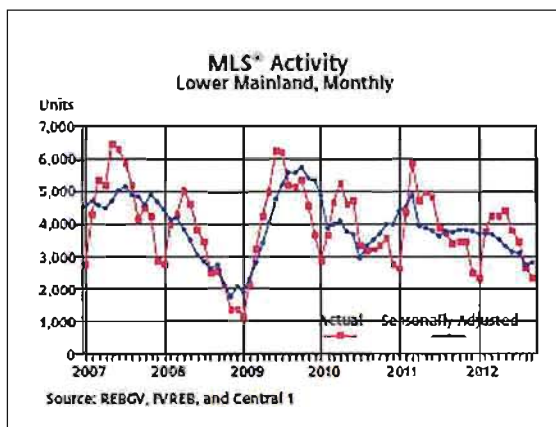
British Columbia forecast at a glance				
% change unless otherwise indicated				
	2010	2011	2012F	2013F
Real GDP	3.0	2.9	2.3	2.7
Employment	1.7	0.8	1.8	1.5
Unemployment rate (%)	7.6	7.5	6.8	6.6
Retail Sales	5.4	3.1	4.6	4.2
Housing Starts (units)	26,479	26,400	27,300	23,000
Consumer Price Index	1.4	2.3	1.4	1.2

Source: Royal Bank Economics - Provincial Outlook - September 2012

Lower Mainland Overview³

Economic activity in the lower mainland region is expected to hold steady through 2013 on moderate employment gains and modest growth in housing activity.

- The 2.2% gain in employment in 2011 will decelerate to an annual average rate of 1.7% in 2012
- There seems to be a positive shift in the labour market towards full-time positions. Fulltime employment was up 0.7% August and 3.1% higher on a year-to-date basis through September
- Building permit revenue fell in July and August by 15.7% and 22% respectively with sharp declines in Metro Vancouver
- Non-residential permits held steady in August dropping 1.5% from July but were up 26% from 2011 due to major projects in the north and expansions of hospitals and health facilities in the Lower Mainland
- Home sales were down 32% in the Lower Mainland on a year over year basis, yet there was an unexpected surge in new listings. Low sales and high inventory point to a disconnect between price expectations of prospective sellers and buyers.



³ Central 1 Credit Union-BC Economic Briefing ,October 2012

City of Richmond Overview

Overall Richmond is performing well in face of global and provincial economic trends. Gaming revenue and DCC have increased over last year and the comparative figures below overall indicate continuing strength in the Richmond economy.

For the 3rd quarter of 2012, Richmond’s median selling housing prices will adjust after a steady increase for the past few quarters. The median selling prices have decreased for a single family detached home to \$938,000, a townhouse to \$532,000 and an apartment to \$328,000. This equates to a price decline of 8.1% for single family detached homes, 4.9% for townhouses and 6.0% for apartments from the same period in 2011. Along with the decrease in the median selling prices, the number of sales from July to September 2012 compared to the same period in 2011 fell by 35.6%.

The office space vacancy rate in Richmond is relatively stable from the same quarter in 2011 from 20.18% to 20.12%. The vacancy rate of the industrial sector also fell by 35.8% from the same quarter in 2011 from 4.24% to 2.72% which is a positive sign of economic activity.

Chart 1



The value of building construction for permits issued decreased during the 3rd quarter of 2012 by 35.9% from \$137M in the same quarter in 2011 to \$87.9M. This reflects the current trend of higher value construction projects, predominately as mixed-use residential and commercial buildings are starting to complete.

Chart 2

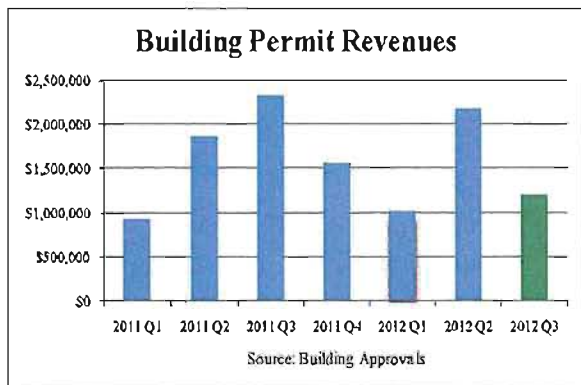


Chart 3



353 building permits were issued in the 3rd quarter, which is comprised of multi-family and residential building permits issued, representing a decrease of 12.2% compared to the 402 permits issued in the 3rd quarter 2011. However, the trend of permits issued is increasing since the start of 2012, specifically 1.4% over Q2.

54 development applications were received in the 3rd quarter which is a decrease of 15.6% as compared to the same quarter in 2011.

Chart 4

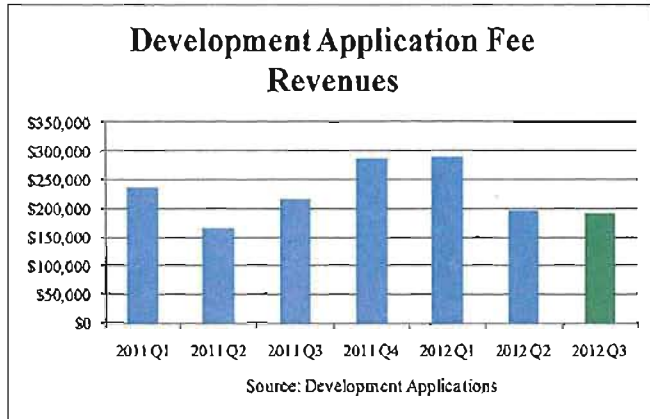
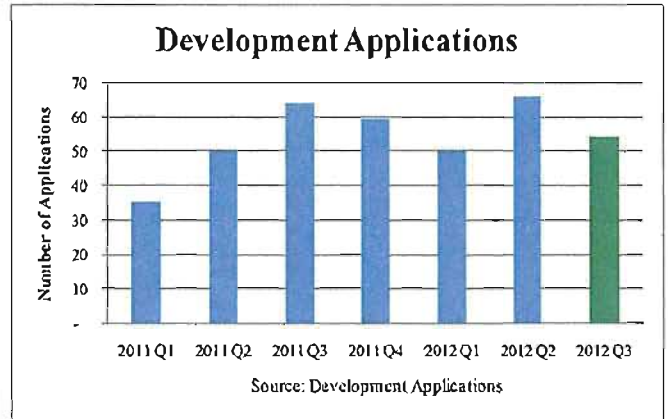


Chart 5



Total valid Business Licenses remain static supported by moderate increases in Home Occupation and Non-Resident licenses offsetting a slight decrease in commercial licenses

Chart 6

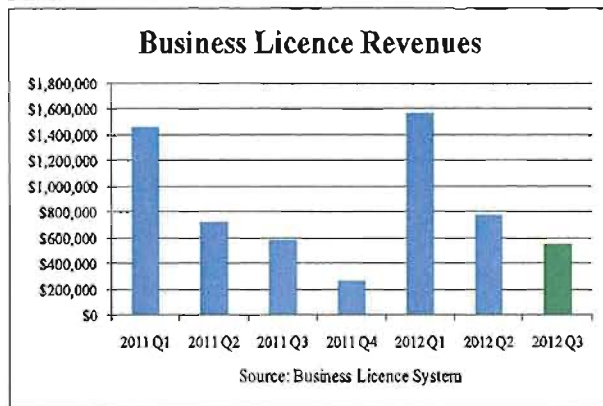
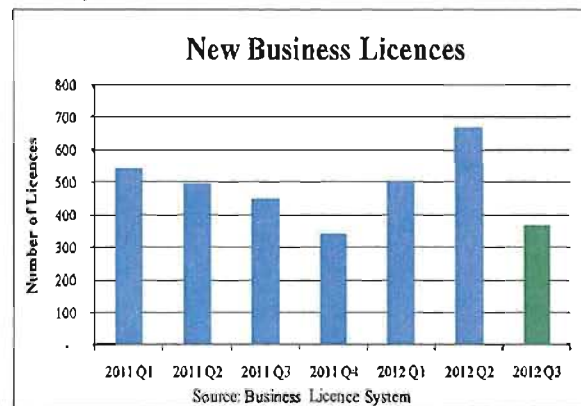
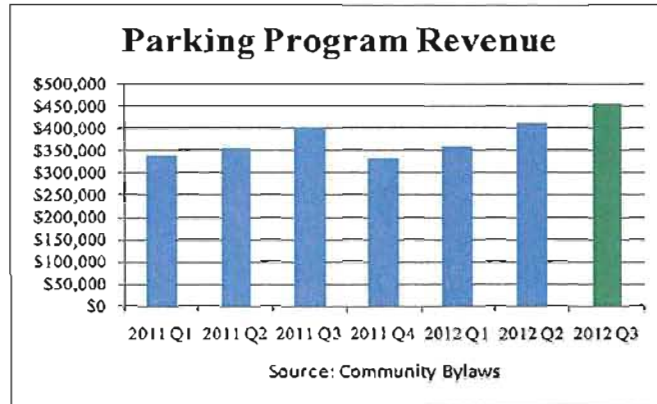


Chart 7



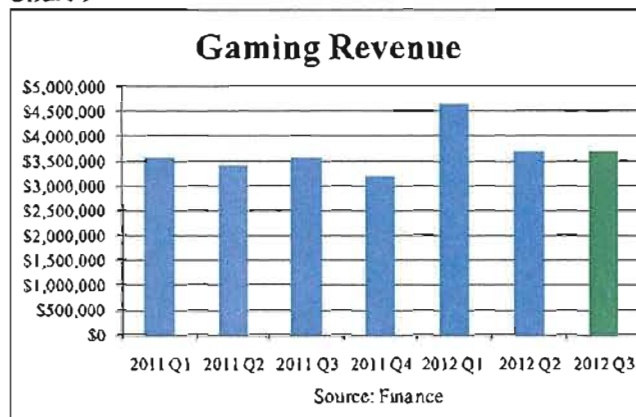
The Parking Program revenues from meters, permits and enforcement for the 3rd quarter of 2012 increased by \$50,000 to \$0.45M from \$0.40M for the same period in 2011.

Chart 8



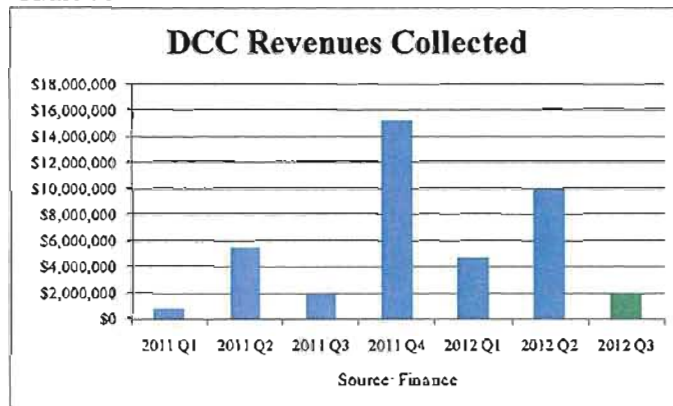
Gaming revenues for the 3rd quarter is \$3.7M compared to \$3.4M in the same quarter last year. This represents a 7.7% increase.

Chart 9



DCC contributions received in the 3rd quarter were higher by 5%, up from \$1.9M in the same quarter last year. This is due to the increase in DCC revenues generated from single family dwellings.

Chart 10



**Statement of (net revenues)/expenditures for
September 30, 2012**

Operating (000's)				
Department	Budget Year to Date Sep 30,2012	Actuals Year to Date Sep 30, 2012	Variance	Projected Surplus For December 31, 2012
RCMP	27,740	27,494	245	1,200
Fire Rescue	21,037	20,200	837	442
Community Services	24,629	24,049	580	10
Engineering & Public Works	21,698	21,807	(109)	840
Finance & Corporate Services	12,214	10,002	2,212	440
Library	5,959	5,243	716	10
Planning & Development	4,512	2,194	2,318	997
Corporate Administration	5,581	4,885	696	275
Law & Community Safety	4,243	4,070	174	0
Fiscal & Transfer to Reserves	(127,613)	(139,801)	12,188	75
	(\$0,000)	(\$19,857)	\$19,857	\$4,289

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

- RCMP projections to the end of the year are on target. Due to changes announced by the Federal Government to RCMP salary and benefits there may be a onetime payout of severance which is estimated to be \$3.5M for members. This is not included in the 2012 budget or this forecast. The forecasted 2012 surplus is based on current estimates and is subject to unforeseen events and changes.
- Richmond Fire Rescue is projected to have a surplus of \$442,000. The surplus is due to a deferral of staffing until the first quarter of 2013.
- Community Services is anticipated to have a minor surplus due to the delayed hiring within Recreation (Arenas, Sports and Community Events).
- Engineering and Public Works after the re-organization now includes Project Development, Facilities Admin and District Utility and Sustainability. Engineering and Public Works are trending to have a surplus of \$840,000 by the end of the year, however \$350,000 of the surplus is for Fleet Recovery for future investment, therefore it is anticipated that there will be remaining surplus of \$490,000 from operations. However experience indicates that unanticipated events, could impact this figure.
- Finance and Corporate Services has a favourable variance due to unfilled vacant positions, increased business license revenues and lower than expected expenditures for IT maintenance

contracts. However, in order to achieve service levels and complete projects and tasks within required timeframes, amounts have been identified to be carried forward to future years.

- Library is on budget.
- Planning and Development has realized higher than budgeted building permit revenue and development application revenue and a favourable variance due to unfilled positions. The increase in development applications is a result of previous development enquiries and developers wishing to take advantage of the housing market conditions, which to September 2012 had been stable. It is anticipated that this number will slow in the coming quarters.
- Corporate Administration has a favourable variance due to unfilled vacant positions.
- Law and Community Safety is on budget.
- Fiscal and transfer to reserves currently shows a surplus due to timing of corporate costs and adjustments and transfer that do not occur until year end.

Utilities

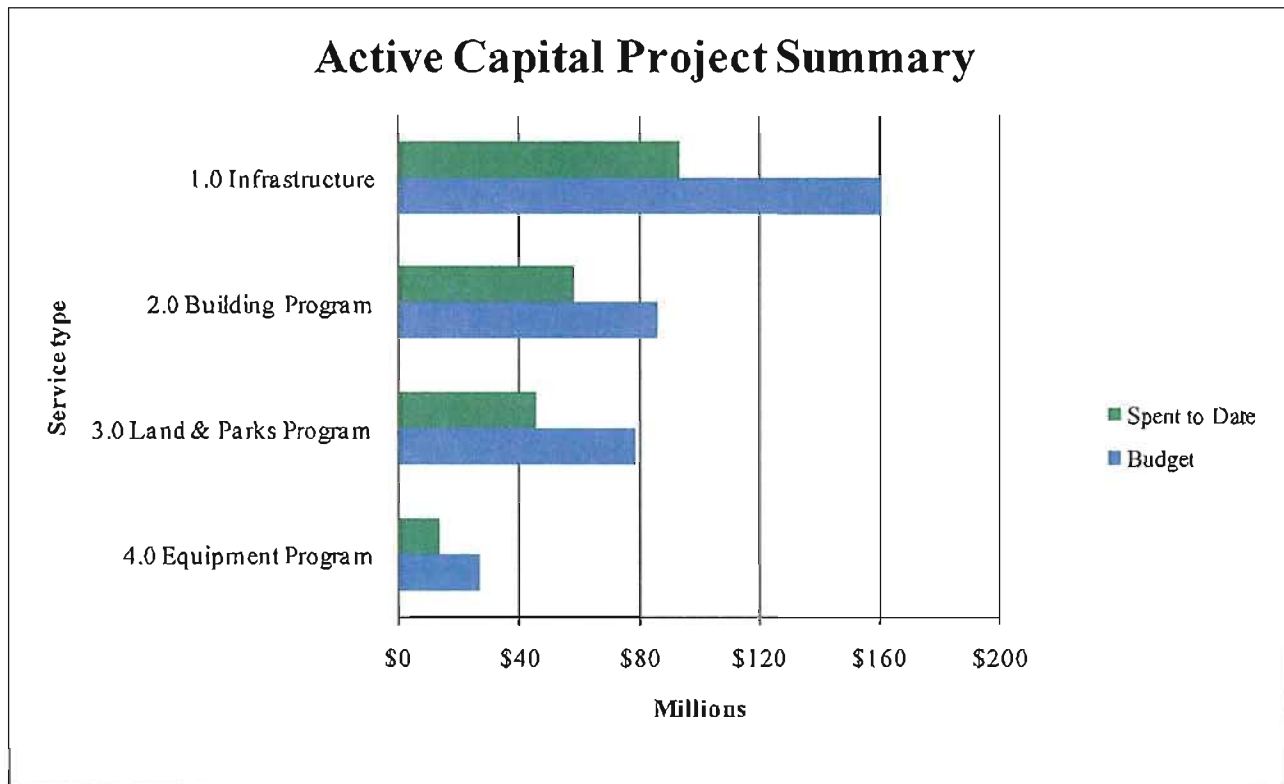
- Water Utility is on budget with water consumption anticipated to peak through the high usage summer months. Increased receivable activity costs have been matched with increased receivable income.
- Sewer Utility is on budget.
- Sanitation and Recycling Utility is on budget.

Active Capital Project Summary

The 2012 Capital Budget of \$64.8M (excluding internal payment transfers and debt repayments) are included in the figures below as are amounts relating to capital projects from previous years' Capital budgets that remain active.

The projects within the Infrastructure, Building, Land & Parks and Equipment Programs are in progress.

Statement of Active Capital Project Expenditures			
\$'000s			
Asset Category	Budget	Spent to Date	Commitment
1.0 Infrastructure	\$160,420	\$93,202	\$67,218
2.0 Building Program	\$85,401	\$58,055	\$27,346
3.0 Land & Parks Program	\$78,173	\$45,384	\$32,789
4.0 Equipment Program	\$26,834	\$13,711	\$13,125
Grand Total	\$350,828	\$210,352	\$140,476



Capital Project Highlights

The following is a selection of active capital projects including a project status and approved budget amount as at September 30, 2012

Infrastructure Program - Construction of road, drainage and sanitary pump stations, drainage, water, and sanitary mains.



- **Nelson Road Improvements – Widening Nelson Road between Blundell Road and Westminster Highway:** *Approved Budget: \$2,301,334*
The design of the works' full scope is nearing completion.
- **Westminster Hwy: Nelson Rd. to McMillan Way – Widening Westminster Hwy:** *Approved Budget: \$5,366,666*
Preloading is under way and full construction tendering is anticipated in the December timeframe.
- **Steveston Drainage Area Replacement and Upgrades – Williams Road West Drainage Pump Station Upgrade:** *Approved Budget: \$2,023,927*
Construction has commenced and is on schedule to be substantially complete by December 2012 as per the grant requirements.
- **No. 1 Road Drainage Pump Station:** *Approved Budget: \$3,450,000*
Construction has commenced and remains on track for substantial completion in December 2012 in compliance with the grant requirements.
- **No. 6 Road Widening:** *Approved Budget: \$1,133,334*
The completion of the detailed design is anticipated by the end of November 2012 with construction tendering anticipated for the December 2012 timeframe.
- **Paving Program – Various Locations – City Wide (Non MRN):** *Approved Budget: \$2,458,600*

Imperial Paving Ltd. has completed approximately 70% of the paving program.

- **10000 Block Williams Road (South) Laneway Drainage and Pavement Upgrade:** *Approved Budget: \$767,000*

This project includes laneway restoration and re-grade of the surface to address current 'ride-ability' and drainage issues. Construction by City forces was completed in September.

- **Seaton Laneway Drainage and Pavement Upgrade:** *Approved Budget: \$631,572*

The laneway restoration and re-grade of the surface to address current 'ride-ability' and drainage issues is being constructed by the City forces with completion anticipated by the end of November.

Buildings Program – Construction of major building construction and renovation projects as well as minor facility upgrades and repairs.



- **Japanese Fishermen's Benevolent Society Building (formerly 4091 Chatham Street) – Exterior Rehabilitation:** *Approved Budget: \$419,000*

The building from 4091 Chatham Street was relocated and placed on a foundation adjacent to the Steveston Museum building. Exterior restoration is underway with completion anticipated in January 2013.

- **Interurban Tram Structure:** *Approved Budget: \$1,065,000*

Construction of the new structure which will house the Interurban Tram Car in Steveston Park is nearing completion. The building will permit the restoration of the Tram Car as well as viewing by the public. Target completion date is January 2013.

- **Britannia Heritage Shipyards – Seine Net Loft:** *Approved Budget: \$1,190,500*
-

Drawings are being prepared for final review and the project is scheduled to be tendered in late November with a proposed construction start date of January 2013.

Parks Program – Providing high quality parks and recreational facilities and an extensive trail system.



- **Railway Corridor** – *Approved*

Budget: \$200,000

The terms of reference are to be completed with major construction to start in 2013.

- **Blundell Sportsfield Upgrade** - *Approved*

Budget: \$100,000

Project completed. Construction of a sand field extension

- **Garden City Park** - *Approved Budget: \$500,000*

The design is in process for a potential bike park

- **Oval West Waterfront Park** - *Approved*

Budget: \$850,000

The detailed design is planned to start in November with construction beginning in 2013

- **Terra Nova Play Environment** - *Approved*

Budget: \$1,000,000

The planning and design is in progress with the site preparations completed.

- **Terra Nova Heritage Buildings Restorations** -

Approved Budget: \$2,025,600

The construction is in progress.

- **Thompson Youth Park** - *Approved Budget:*

\$673,365

The Phase two construction is near completion.

- **Woodwards School Park Characterization** -

Approved Budget: \$185,000

The construction will be completed in December.

Childcare Program – Responding to the City’s Child care needs.



- **Hamilton Childcare Centre:** *Approved Budget: \$1,760,000. (Land value \$480,000)*
- *A site plan and preliminary drawings have been developed for this modular childcare service facility. Preloading of the site is complete with offsite construction of the modular components expected to commence in 2013. An RFP for the design of the facility will be issued in November.*

Cash and Investment Portfolio

The City's cash and investment portfolio at September 30, 2012 was \$679.2M, with an average yield on investment for the 3rd quarter of 1.58%. The current low interest rate environment and the City's cash flow projections have influenced the terms and types of investments that the City holds (**Appendix 1**).

The Bank of Canada met on September 5, 2012 and maintained the target for the overnight rate at 1.0%. Uncertainty over the global economic outlook is high. The European economy is stagnating with GDP remaining lower than its pre-crisis peak. China is experiencing a slowdown with a softening of GDP growth. The U.S. recovery remains modest but aggregate debt continues to be high. In Canada, bond yields ended September lower partly in response to deteriorating global economic conditions. Canadian economic data continued to support modest growth expectations as the domestic economy expanded by 0.2% in July, slightly better than expected but below the trend growth rate. The economy is expected to pick up and return to full capacity by the end of 2013, slightly later than previously projected.

Reflecting on all these factors, yields across the Canadian yield curve remained low during the quarter as investor's exercised "flight to safety". It is projected that interest rate is going to remain at the low level in 2012 and is not likely to increase until 2013.

The City in accordance with its Investment Policy (3702) 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 and to realize a reasonable rate of return.

Key Indicators (Appendix 2)

This appendix provides information with regard to various financial and market indicators for the year 2012 as compared to 2011.

Contract Awards (Appendix 3)

This report provides Committee members information with regard to the formal contracts awarded by the City during the 3rd quarter.

Financial Impact

None

Conclusion

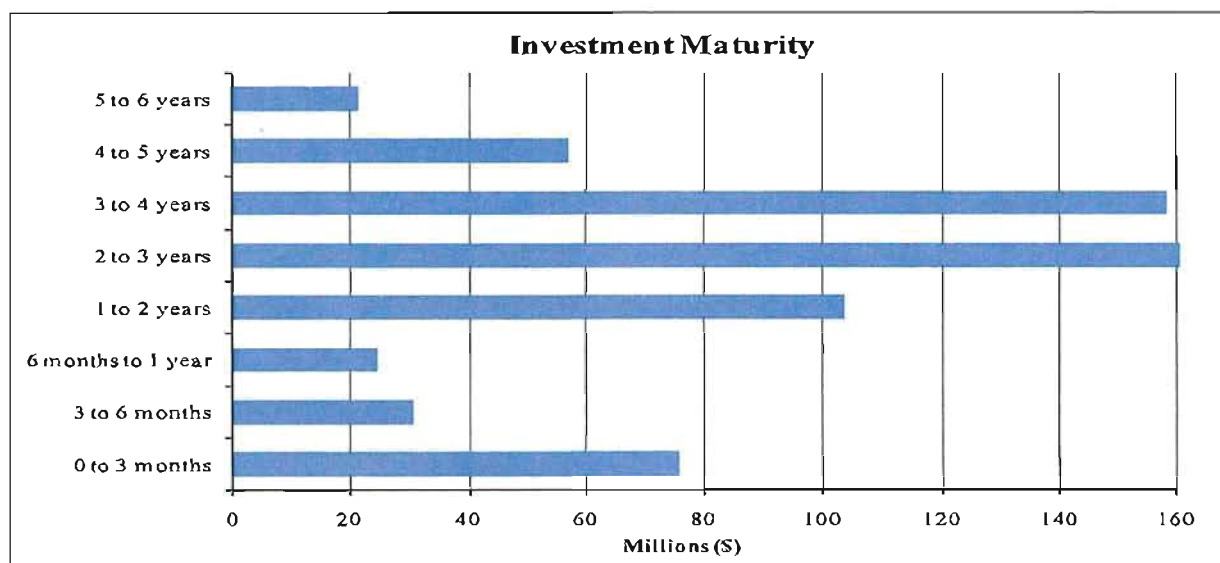
The City of Richmond is continuing on the favourable start it had to the fiscal 2012 year. The City continues with positive increases in Gaming revenue and DCC's. There is also a favourable increasing trend of number of permits issued in 2012. Overall the City is projected to continue to experience modest growth.




Nashater Sanghera
Manager, Budgets & Accounting
(604) 247-4628


Cash and Investment Portfolio – September 30, 2012 (In'000s)

Issuer	Amount	% of Portfolio
Federal Government and Federal Crown Corporations		
Canadian Mortgage and Housing Corporation	\$ 336,358	49.52%
Total	\$ 336,358	49.52%
Provincial Governments and Provincial Crown Corporations		
Province of Ontario	\$ 102,115	15.03%
Alberta Treasury Board	\$ 24,441	3.60%
Financement Quebec	\$ 21,345	3.14%
Province of BC	\$ 15,743	2.32%
Total	\$ 163,644	24.09%
Schedule I Banks		
TD Financial	\$ 18,495	2.72%
Royal Bank of Canada	15,419	2.27%
CIBC	8,992	1.32%
Scotia Bank	7,732	1.14%
Total	\$ 50,638	7.45%
Credit Unions		
Vancity Savings Credit Union	\$ 29,992	4.42%
Gulf & Fraser Financial Group	28,619	4.21%
Coast Capital Savings	16,078	2.37%
Total	\$ 74,689	11.00%
Pooled Investments		
Municipal Finance Authority	\$ 21,620	3.18%
Total	\$ 21,620	3.18%
Total Investments	\$ 646,949	
Total Cash & Cash Equivalents	\$ 32,319	4.76%
Total Reported Investments and Cash & Cash Equivalents	\$ 679,268	



Key Indicators

 City of Richmond Key Indicators - Sept 30, 2012						
All \$ In 000s	Q3 2012	Q3 2011		Year to Date	Year to Date	Year to date %
	Jul-Sept 2012	Jul-Sept 2011	% Change	Jan-Sept 2012	Jan-Sept 2011	change
Housing Starts						
Number of Housing Starts (number of units)	205	451	(54.5%)	1,218	1,032	18.0%
Number of Demolitions	125	222	(43.7%)	421	531	(20.7%)
Net Housing Units Added	80	229	(65.1%)	797	501	59.1%
Building Permits						
Number of Building Permits Issued	353	402	(12.2%)	995	1,098	(9.4%)
Permit Revenues Collected	\$1,347	\$2,326	(42.1%)	\$4,709	\$5,111	(7.9%)
Value of Building Construction for Permits Issued	\$87,882	\$137,030	(35.9%)	\$345,843	\$320,829	7.8%
Development Applications						
Development Applications Received	54	64	(15.6%)	170	149	14.1%
Development Applications Revenue	\$192	\$216	(11.3%)	\$675	\$618	9.2%
Business Licenses						
Number of New Business Licenses Issued	387	446	(17.7%)	1,036	1,484	(30.2%)
Number of Employees Reported - New Licenses	1,131	1,459	(22.5%)	3,958	4,335	(8.7%)
Total Valid Licenses Renewed/(Discontinued)	153	507	(69.8%)	13,805	13,107	5.3%
Revenue Received for Current Year Licenses	\$552	\$581	(5.0%)	\$2,900	\$2,766	4.9%
Revenue Received for Next Year (Deferred)	\$286	\$272	5.2%	\$512	\$446	14.8%
Total License Revenue	\$838	\$853	(1.8%)	\$3,412	\$3,212	6.2%
<i>Year to date valid licenses and revenue include current year licenses issued in the prior year.</i>						
Other Revenues						
Parking Program Revenue	\$454	\$402	12.9%	\$1,226	\$1,073	14.2%
Gaming Revenue	\$3,675	\$3,412	7.7%	\$11,980	\$9,745	22.9%
Traffic Fine Revenue to date	\$390	\$544	(28.3%)	\$1,169	\$1,633	(28.4%)
Development Cost Charges Income						
Roads, Water, Sewer DCC's Received	\$955	\$1,329	(28.1%)	\$6,951	\$4,413	57.5%
Parks DCC's Received	\$1,090	\$615	77.3%	\$9,719	\$3,825	154.1%
Total DCC Fees Received	\$2,046	\$1,944	5.2%	\$16,669	\$8,238	102.3%
Uncommitted Reserves						
DCC Reserves to date	\$36,077	\$24,279	48.6%	\$36,077	\$24,279	48.6%
Capital Funding Reserves to date	\$76,282	\$54,659	39.6%	\$76,282	\$54,659	39.6%
Affordable Housing Reserves to date	\$2,158	\$1,869	15.4%	\$2,158	\$1,869	15.4%
Other Reserves to date	\$103,943	\$78,954	31.6%	\$103,943	\$78,954	31.6%
Total Uncommitted Reserves to date	\$218,459	\$159,761	36.7%	\$218,459	\$159,761	36.7%
Taxes to date						
Taxes Collected	\$169,313	\$172,672	(1.9%)	\$330,790	\$320,697	3.1%
City Portion of Taxes Collected	\$82,963	\$84,610	(1.9%)	\$162,087	\$157,142	3.1%
Unpaid Taxes - Delinquent & Arrears	\$1,723	\$1,896	1.6%	\$1,723	\$1,896	1.6%
No. of Participants on PAWS (Pre authorized withdrawal)	6,019	5,853	2.8%	6,019	5,853	2.8%
PAWS	\$4,373	\$3,892	12.4%	\$14,626	\$12,588	16.2%
Interest Rate Paid to PAWS	1.00%	1.00%	0.00%	1.00%	1.00%	0.00%
<i>Sources: All data is from City of Richmond records</i>						

 City of Richmond Key Indicators - Sept 30, 2012						
Employees						
Number of City Employees (City and Library)	1,899	1,890	0.5%	1,899	1,890	0.5%
Fire Rescue Responses						
	2,534	2,381	6.4%	7,080	6,863	3.2%
RCMP - Calls for Service Handled						
	18,268	18,291	(0.1%)	53,432	55,027	(2.9%)
Affordable Housing						
Affordable Rental Units	29	7	314.3%	161	15	973.3%
Secondary Suite/Coach House Units	6	6	0.0%	18	17	5.9%
Market Rental Units	-	-	0.0%		1	0.0%
Unspent Funds Allocated to Capital Projects to date	\$10,430	\$9,189	13.5%	\$10,430	\$9,189	13.5%
Investments						
Total Investments	\$632,886	\$568,384	11.3%	\$632,886	\$588,384	7.6%
Interest Earned on Investments						
Average City Rate of Return on Investments	1.58%	2.24%	(0.66%)	1.58%	2.64%	(1.06%)
<i>Sources: All data is from City of Richmond records</i>						
Market Indicators						
Median Residential Selling Prices - Richmond						
Single Family Detached	\$938	\$1,020	(8.1%)	\$975	\$995	(2.0%)
Townhouse	\$532	\$559	(4.9%)	\$529	\$546	(3.2%)
Apartment	\$328	\$349	(6.0%)	\$339	\$353	(3.8%)
Number of Sales (all housing types)	568	882	(35.6%)	2,239	2,667	(16.0%)
<i>Source: Real Estate Board of Greater Vancouver</i>						
Unemployment Rate-Greater Vancouver						
	7.1%	7.4%	(0.3%)	7.1%	7.4%	(0.3%)
<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	4,358,727	4,241,927	2.8%	4,358,727	4,241,927	2.8%
Total sq. ft vacant space available Office YTD	877,069	856,041	2.5%	877,069	856,041	2.5%
Vacancy rate - Office (in %) YTD	20.12%	20.18%	(0.3%)	20.12%	20.18%	(0.3%)
Total sq. ft space Industrial YTD	36,306,863	36,306,863	0.0%	36,306,863	36,306,863	0.0%
Total sq. ft vacant space available Industrial YTD	988,041	1,540,869	(35.9%)	988,041	1,540,869	(35.9%)
Vacancy rate - Industrial (in %) YTD	2.72%	4.24%	(35.8%)	2.72%	4.24%	(35.8%)
<i>Source: Cushman & Wakefield Ltd. - Market Report</i>						
Richmond Population Estimate Year End**						
	2012	201,471				
<i>**Note: BC Stats Population figures</i>						
	2011	199,141				

**Contract Awards > \$ 25,000
July 1, 2012 – September 30, 2012**

	<i>Contract Name</i>	<i>Award</i>	<i>Amount</i>	<i>Description</i>	<i>Department</i>
1	4276 Q - Supply and Delivery of six (10) cut-away vans	First Truck Centre Vancouver	\$476,924.00	(10) Cut-Away Vans Purpose: Replacement of units to support various departments.	PW - Fleet
2	4279 Q - Supply and Delivery of 5 Half ton Extended Cab Pick up Trucks	Dueck Richmond GM	\$113,961.00	Supply and Delivery of (5) Half Ton Extended Cab Pick up Trucks	PW - Fleet
3	4280 Q - Supply and Delivery of one (1) 4,400 lb Stand up Model Narrow Isle Reach Truck	Arpac Storage Systems Corp	\$62,826.00	(1) 4,400 lb. Stand up model narrow isle reach truck Purpose: Replacement of forklift for Stores Operations - Unit 1467	PW - Fleet
4	4445 F - Software assurance, SQL server standard core 2-license packs, Windows server licenses	SoftChoice Corporation	\$66,768.14	Microsoft annual maintenance fees on server software	Information Technology
5	4738 J - PW2012 M.01 Install 6" water meter in underground chamber at 7380 Minoru Blvd.	Ashton Service Group	\$46,758.93	Install 6" water meter in underground chamber at 7380 Minoru Blvd.	PW - Engineering
6	4740 J - PW2012 N.01 Install 6" water meter in underground chamber on south end of 3031 Williams Road (Phase 2/3) as part of multi-family water meter program	Ashton Service Group	\$33,626.71	6" water meter in underground chamber on south end of 3031 Williams Road (Phase 2/3) as part of multi-family water meter program	PW - Engineering
7	4450 F - Supply, install new SMG VOIP phone system at City Hall Annex	Telus Communications	\$34,044.00	City Hall Annex Renovations	Information Technology
8	4451 F - Supply Extreme Networks equipment	Scalar Decisions	\$37,227.96	City Hall Annex Renovations	Information Technology
9	4452 F - Supply and install projection systems for 3 rooms in City Hall Annex	Genesis Integration Inc	\$27,764.05	City Hall Annex Renovations	Information Technology
10	4453 F - Supply & install fibre & CAT6 cablings systems in	Plan Group	\$107,640.00	City Hall Annex Renovations	Information Technology

**Contract Awards > \$ 25,000
July 1, 2012 – September 30, 2012**

11	4454 F - City Hall Annex: Coordinating professional services	Hughes Condon Marler Architects	\$115,150.00	City Hall Annex Renovations	Project Development & Facilities Services
12	4455 F - 2012 Nissan Leaf SL	Pan Pacific Nissan (Richmond)	\$35,745.00	Purpose: Electric vehicle purchase	PW - Fleet
13	4457 F - Supply and Construct approx 20m of 1,200mm Storm Sewer	Performance Contracting Ltd	\$76,748.00	Location of work: Garden City Road at Odlin Road.	PW - Engineering
14	4459 F - Facility Condition Re-Assessment Services	VFA Canada Corp	\$150,000.00	\$50,000 annual facility assessment program x 3 years.	Project Development & Facilities Services
15	4460 F - Supply and installation of three sanitary service connections (2) at 10,000 block of River Dr., (1) at 2,000 block of McLennan Ave.	Performance Contracting Ltd	\$46,000.00	Sanitary Service Connections	PW - Engineering
16	4553 P - CCTV Equipment for Inspections Division	Vimar Equipment Ltd	\$293,111.17	Sewer Inspection Equipment Purpose: Vehicle and equipment to undertake inspections of sewer lines	PW - Engineering
17	4652 EOI - Web Developer	Annex Consulting Group Ltd	\$57,000.00	Updates to the City's web site	Information Technology
18	4669 Q - Supply and Delivery of SCBA Cylinders for Richmond Fire-Rescue	Levitt-Safety Ltd.	\$65,565.00	SCBA cylinders for Richmond Fire-Rescue	Fire-Rescue
19	4671 Q - Supply and Delivery of two (2) 5000lb Exterior Forklifts	Leavitt Machinery	\$62,480.00	(1) 5000lb Exterior Forklifts Purpose: Replacement of vehicles to support operations.	PW - Fleet
20	4673 Q - Supply and Installation of Intersection Roadworks- Garden City Road and Granville Avenue	Performance Contracting Ltd	\$68,726.00	Roadworks – Garden City Road and Granville Ave.	PW - Engineering

Contract Awards > \$ 25,000
July 1, 2012 – September 30, 2012

21	4674 Q - Supply and Delivery of Pump Tubes (for the Williams & No.1 Rd Pump Stations)	George Third & Son	\$82,695.00	Pump tubes for Williams & No. Rd. Pump Stations	Engineering
22	4676 Q - Supply and Delivery of one (1) Full Size High Roof One Ton Single Rear Wheel Drive Cargo Van	Mercedes-Benz Canada Inc.	\$69,582.00	(1) Ton single rear wheel drive cargo van Purpose: Replacement of vehicles to support operations.	PW-Fleet
23	4677 Q - Supply and Delivery of one (1) Full Size Super High Roof Extended One Ton Dual Rear Wheel Cargo Van	Mercedes-Benz Canada Inc.	\$63,261.00	(1) Full Size Super High Roof Extended One Ton Dual Rear Wheel Cargo Van Purpose: Replacement of vehicles to support operations.	PW-Fleet
24	4690 Q - Supply & Delivery of One (1) Diesel Tractor With Bucket	Rolins Machinery Ltd	\$75,895.00	(1) Diesel Tractor with bucket Replacement of equipment to support operations.	PW-Fleet
25	4692 Q - Supply and Delivery Extreme Networks Hardware	Island Key Computers	\$90,948.48	Upgraded network components required for replacement high-speed virtualisation servers	Information Technology
26	4693 Q - Supply, upgrade, testing and installation of Altiris Client Management System to version 7.1	Lanworks	\$28,950.00	Altiris Client Management System to version 7.1	Information Technology
27	4709 Q - Supply and Delivery Enterprise Plus Software Licenses	Compugen	\$29,727.36	Upgraded software licenses required for replacement high-speed virtualisation servers	Information Technology
28	4725 J - City Hall Annex Exterior wall insulation and interior wall furring as proposed	Ashton Service Group	\$141,101.03	City Hall Annex Contractor	PW - Engineering
29	4727 J - City Hall annex major mechanical equipment as per pricing package #3	Ashton Service Group	\$310,661.59	City Hall Annex major mechanical equip. As per pricing package #3	PW - Engineering

**Contract Awards > \$ 25,000
July 1, 2012 – September 30, 2012**

30	4734 J - C41914A.02 City Hall Annex Renovation - Lighting Fixtures	Ashton Service Group	\$98,682.36	City Hall Annex Renovation - Lighting Fixtures	Project Development & Facility Maintenance
31	4742 J - IR2012 K.04 Supply of material and preparation for installation of electrical system at City Hall Annex	Ashton Service Group	\$244,000.00	material and preparation for installation of electrical system at City Hall Annex	Project Development & Facility Maintenance
32	4743 J - C41914A.01 Supply of materials and preparation for installation of walls, floors and ceilings at City Hall Annex	Ashton Service Group	\$200,000.00	materials and preparation for installation of walls, floors and ceilings at City Hall Annex	Project Development & Facility Maintenance
33	4446 F-Annual license renewal VFA Software program facilities	VFA	\$32,313.00 UDS	Annual licence and support renewal	Project Development & Facility Maintenance
34	4447 F-Consulting services Railway Corridor Greenway Concept Plan	Hapa Landscape Architecture Collaborative	\$58,000.00	Consulting services Railway corridor Greenway Concept Plan	Parks and Recreation
35	4741 J - IR2012K.03 Supply of material and preparation for cold and hot water system and fixtures at City Hall Annex	Ashton Service Group	\$150,000.00	material and preparation for cold and hot water system and fixtures at City Hall Annex	Project Development & Facility Maintenance