



To: Finance Committee

Date: November 23, 2010

From: Jerry Chong
Director, Finance

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

Re: Financial Information – 3rd Quarter 2010

Staff Recommendation

That the report on Financial Information for the 3rd quarter ended September 30, 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"/>	
Parks & 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"/> <i>JK</i>	NO <input type="checkbox"/>	REVIEWED BY CAO YES <input checked="" type="checkbox"/> <i>ca</i> NO <input type="checkbox"/>

Staff Report

Origin

The 3rd quarter ended September 30, 2010 is being provided to Council with economic updates with respect to Canada, the Province of BC, the City of Richmond, and the financial activity and position of the City.

Analysis

Canadian Economic Overview

TD Economics quarterly forecast reports that while the Canadian economy has successfully navigated the 2008/9 recession and enjoyed a strong bounce back averaging 4.3%(annualized) per quarter since Q4/2009, the economy's rate of growth is slowing to a more subdued expansion of 2%. While it is normal for the pace of economic activity to cool as a recovery becomes more fully entrenched, forecasts have identified growing barriers to expansion. Chief among them are a weaker outlook in the U.S. a downswing in Canadian housing, an increasingly fatigued Canadian consumer, and the waning benefits from past monetary and fiscal stimulus measures.

The potential growth rate has been reduced from its traditional 3% pace down to a range of 1.5-2.2% until mid 2012. Given this weaker than normal growth, a relatively high unemployment rate of 8%, and subdued inflation, the Bank of Canada is expected to take a go-slow approach to raising interest rates. TD Economics predicts a short-term rate of 2.00% by the end of 2011, rising to 3.00% by the end of 2012.

Province of BC Economic Overview

Central 1 Credit Union forecasts that for 2011, B.C.'s economic growth will trend in line with the world economy and slow down during 2011, due in part to the winding down of fiscal stimulus, and a weaker comparison to the 2010 Winter Olympic boost. Economic forecasts for 2012 and 2013 are more positive, as expectations are higher due to increased private investment and consumer spending growth and the global economy on a stronger footing.

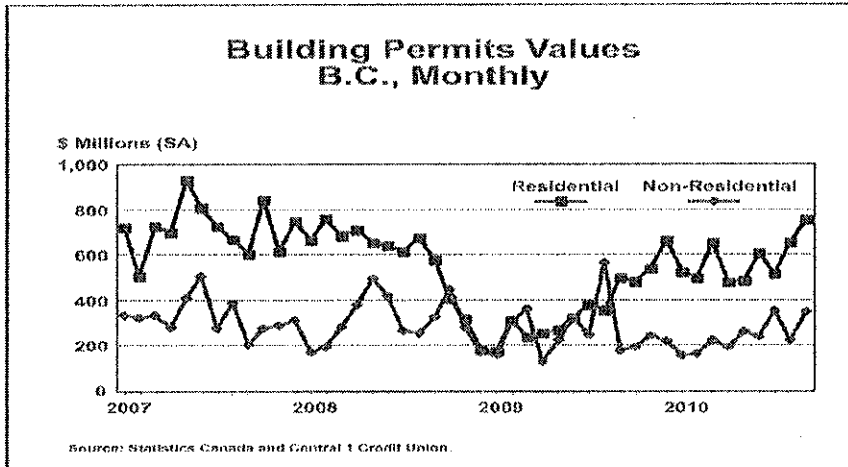
Forecast Summary: British Columbia

	2008	2009	2010	2011	2012	2013
Real GDP, % change	0.00	(2.00)	3.10	2.40	3.30	3.60
Nominal GDP, % change	3.30	(3.70)	6.40	5.60	6.40	6.30
Employment, %	2.10	(2.40)	2.00	2.00	2.10	2.40
Unemployment %	4.60	7.60	7.50	7.30	6.80	5.90
Population, % change	1.70	1.60	1.60	1.50	1.50	1.30
Housing Starts 000's	34.30	16.10	26.00	27.60	31.50	33.50
Retail Sales, % change	1.50	(4.40)	4.30	5.30	7.40	6.80
Personal Income, % change	5.10	(0.60)	5.10	5.10	5.50	5.10
Corporate Pre-Tax Profits, % change	3.60	(25.30)	16.70	5.40	10.60	11.40
Consumer Price Index, % change	2.10	0.00	0.90	1.50	1.70	1.90

Forecast commences 2010. Source: Statistics Canada, Central 1 CU

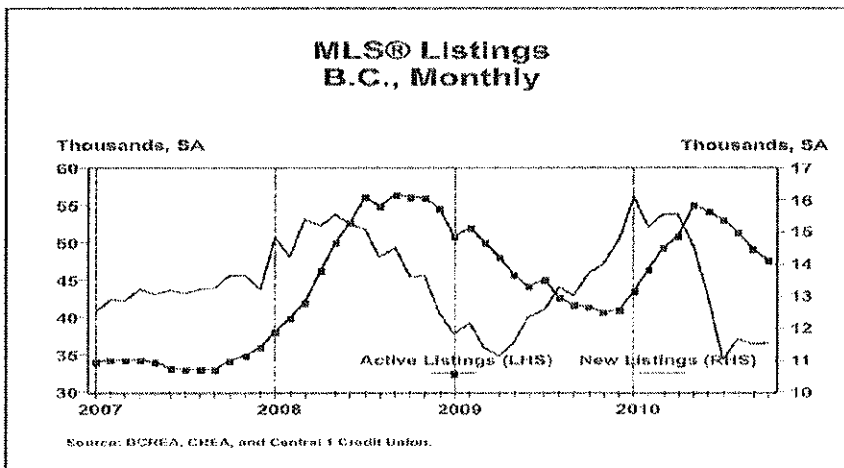
Due in part to low mortgage rates, housing sales are forecasted to remain high in 2011, driving up BC housing starts in the process. Factors that point to increased annual housing starts not only include favourable financing costs, but also more people working, higher income, and increasing population, and the release of pent-up demand accumulated in 2009 and 2010. Housing starts are expected to approach 34,000 units in 2013.

The value of building permits issued by local governments in British Columbia rose sharply in September by 26% to reach \$1.1 billion on a seasonally adjusted basis. This was the first month since June 2008 that permit values exceeded the \$1 billion mark.



Based on data adapted from Statistics Canada, permit values for single-detached homes continued to trend lower in September, while multi-family permit values rose 28%. In the non-residential sector, September permit values were up 55% from August, as industrial and commercial permits rebounded from sharp drop-offs during the previous month. On a year-to-date basis, non-residential permits remained 13% lower than the same period in 2009 reflecting elevated commercial vacancy rates and moderate economic growth.

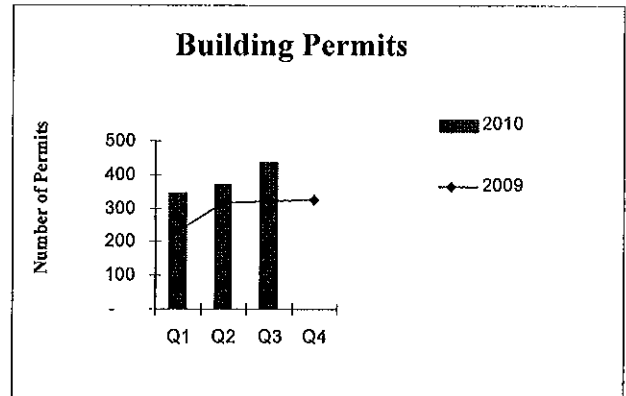
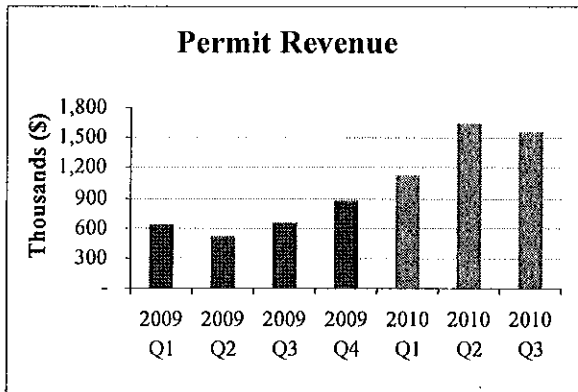
Home sales in BC rose in September for the second consecutive month, based on data released by the B.C. Real Estate Association. Seasonally adjusted MLS® sales increased sharply by 5.9% from August. This was followed up by increased housing sales for British Columbia in October as seasonally adjusted sales increased 13% from September to reach an annualized pace of 73,840 units and marked the highest level of activity since May.



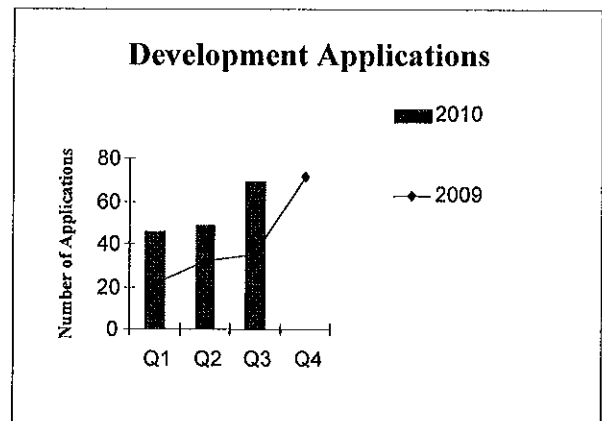
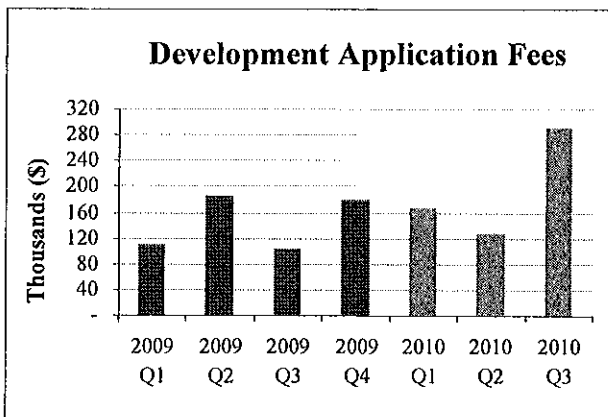
Despite near-record low mortgage rates the current pace of provincial housing activity is similar to levels observed in 2001, and remains well below the 85,000 to 110,000 range observed during the middle of the decade.

City Of Richmond Overview

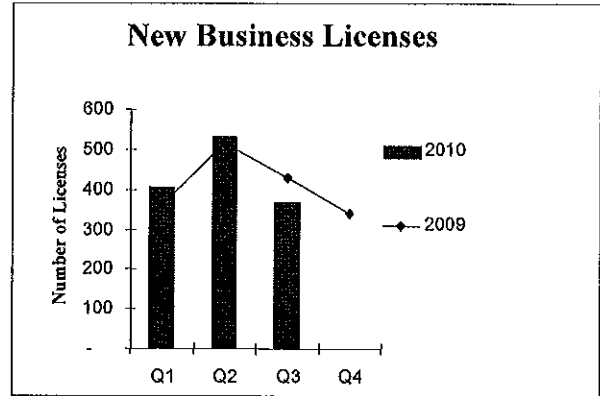
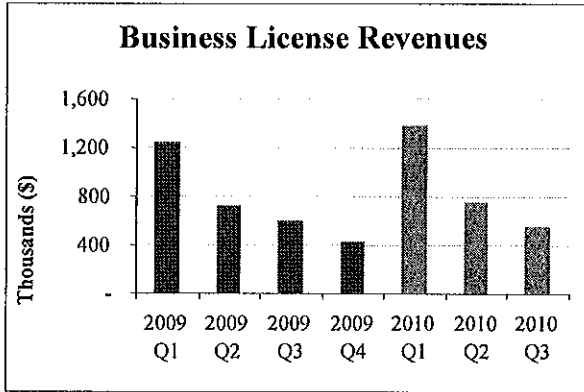
437 building permits were issued in the 3rd quarter, which is 37.4% higher than the 318 permits issued during the same quarter of last year. Permit revenues for Q3 year to date are \$4.3M, an increase of 142.2% over the same period in 2009 and 37.6% increase over 2008. The rise in permit revenue is due to the increase of multi-family and high rise buildings which have greater construction values.



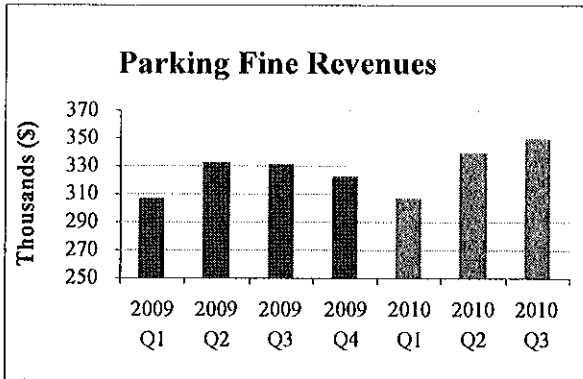
69 applications were received in the Development Applications division in the 3rd quarter, which is 97.1% higher than the 35 received during the same quarter of 2009. Year-to-date activity is 86.4% higher than the corresponding period in 2009 and approximately 30.2% higher than 2008. Year-to-date revenues of \$0.6M are 46.8% higher than 2009 possibly due to a push to get in before the new DCC rates came into effect on September 15th, 2010.



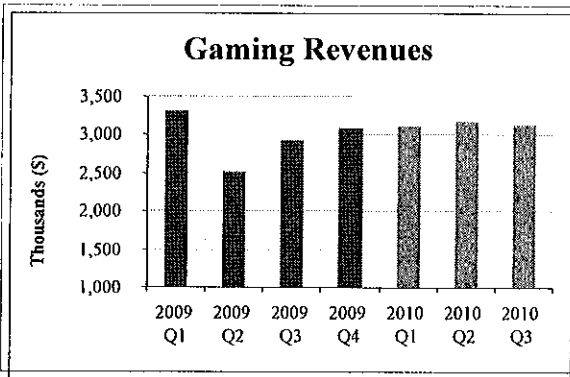
Total business licenses issued year to date are 12,888 compared to 11,977 during the same period in 2009, an increase of 7.6%, while the overall business license revenues of \$3.1M has increased by 3.8% during this period.



Parking fine revenues of \$1.0M are slightly higher than 2009 due to a parking fine rate increase effective March 1, 2010.

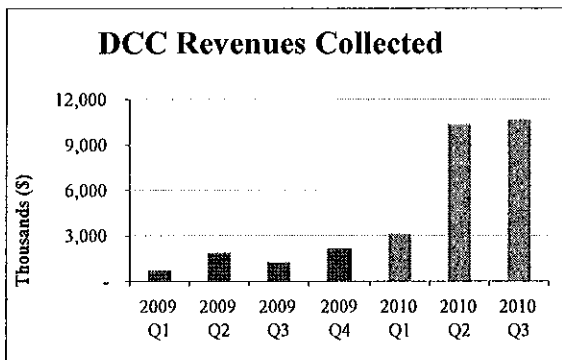


Year-to-date gaming revenues at \$9.4M are 7.4% higher than the corresponding period of 2009 and 13.6% higher than the current year-to-date budget of \$8.3M.



DCC contributions received in the 3rd quarter are 768% higher than the same quarter of last year. This is largely due to improved market conditions in the development industry as well as possibly a rush to get in before the new DCC rates came into effect on September 15th. Year-to-date contributions at \$21.0M are 450% higher than 2009. There is an additional

DCC contribution of \$17.0M held in suspense accounts awaiting approval of Service Agreement designs which determine the applicable DCC credits that the developer is entitled to.



Even though outstanding taxes to date is 15.7% less than the same time last year, the amounts collected remains the same. The tax sale in late September forced 201 property owners with delinquent balances to settle some of their outstanding debt. Tax staff contributed to the collection success by contacting outstanding property owners individually and where necessary, visiting homeowners to convince them to pay their outstanding taxes in order to avoid the potential loss of their home. With this extra effort, only 6 properties were sold at the 2010 Tax Sale and currently only 2 have not been redeemed. The amount of taxpayers on the pre-authorized payment plan have increased by 242 customers.

**Statement of (net revenues)/expenditures for
Period ended September 30, 2010**

Operating (in \$'000s)	Budget Year to Date September 30, 2010	Actual Year to Date September 30, 2010	Variance	Forecast For Dec 31st, 2010
RCMP	25,997	23,002	2,994	2,600
Fire Rescue	20,748	20,183	565	500
Parks & Recreation	17,554	16,543	1,010	
Engineering & Public Works	14,051	14,530	(478)	
Corporate Services	10,505	9,734	771	
Project Development & Facility Maintenance	5,821	5,936	(115)	
Library	5,524	5,227	297	
Planning & Development Services	5,242	1,449	3,794	2,200
Community Services	5,239	4,299	940	
Corporate Administration	2,642	2,584	58	
Law & Community Safety	2,220	1,995	224	
Business and Financial Services	2,022	1,156	867	200
Fiscal & Transfer to Reserves	(117,565)	(128,143)	10,578	600
	\$ 0	\$ (21,505)	\$ 21,505	\$ 6,100

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

- The favourable variance in RCMP is generated by members' absences and timing of operational expenses. The E division forecast for last year end costs and accruals were

originally \$0.67M for Richmond RCMP and \$0.29M for Integrated teams. The actual amount was a credit of \$0.26M for Richmond RCMP and expenses of only \$0.08M for Integrated teams. Due to the timing of fiscal year ends between E division and the City, this has resulted in an 2009 surplus of \$0.93M for Richmond RCMP and \$0.20M for Integrated teams for a total of \$1.14M reported in 2010. The forecasted favourable variance at the end of 2010 fiscal year is approximately \$2.6M.

- Fire Rescue has a favourable variance due to delays in project implementations (E COMM, Master plan). These projects are in process but no substantial costs recorded by September 30th). The favourable variance at the end of 2010 fiscal year is forecasted at \$0.5M
- Parks revenue shortfall due to the Olympics related closures has been offset by stronger Aquatics and Arenas revenues. Seasonal maintenance expenditures are underway and within budget. Overall, Parks and Recreation will be on budget for the year.
- Engineering & Public Works expenditures are within the overall approved operating budget, but are shown as being slightly over budget due to their seasonal expenditure pattern of their roads programs. Due to favourable weather conditions in Q3, road crews were in full swing with road line painting and paving programs. It is expected that the expenditures will be on budget by the end of the fiscal year with increasing pressure due to an anticipated severe winter.
- Within Corporate Services the current favourable variances are primarily due to timing of contract expenditures within Information Technology and corporate training and development which occurs in late Q3 and early Q4.
- Project & Development & Facility Maintenance is slightly over budget due to seasonal work. It is forecasted that expenditures will be on budget by year end.
- The Library is on budget.
- Planning & Development has a favourable variance of \$3.8M as building permit revenues and development application revenues at the end of the 3rd quarter. Although year to date permit revenues have exceeded budget, at year end, the department is forecasting a favourable variance of approximately \$2.2M. Under generally accepted accounting principles, Planning & Development revenues are recognized over time to match the related expenses that will be incurred. Therefore, the amount currently reported will require adjustments at year end.
- Community Services is favourable primarily due to delayed hiring into vacant positions and unspent Sports Hosting funds. At the fiscal year end, the unspent Sport Hosting funds will be carried forward to the following year as they are contractually committed funds. Projected sponsorship revenue targets are lower as the Manager of Sponsorship position was not hired until November.
- Corporate Administration is on budget.
- Business and Financial Services is favourable due to delayed replacements within Financial Services resulting in a projected favourable variance at year end of \$0.2M.

- Fiscal is favourable mainly due to the timing of revenues and expenditures which are expected to be recognized and incurred by year end. In addition, higher than budgeted revenues from rental properties and higher than expected revenues from the Olympic Business Office, which has ceased operations, will result in a favourable variance at year end of \$0.6M.

Utilities

Statement of (net revenues)/expenditures for Period ended September 30, 2010

Utilities (in \$'000s)	Budget Year to Date September 30, 2010	Actual Year to Date September 30, 2010	Variance	Forecast For Dec 31st, 2010
Water	0	312	(312)	1,000
Sewer	0	(322)	322	
Sanitation & Recycling	0	(429)	429	
	\$ 0	\$ (439)	\$ 439	\$ 1,000

- Water Utility is on budget with the higher water usage for spring and summer completed. Q4 water usage is forecasted to be slightly under budget. A favourable variance of \$1.0M is forecasted at the end of 2010 fiscal year.
- Sewer Utility is on budget for flat rate billings and Q4 metered billings is anticipated to be on target. Q3 expenditures are tracking slightly over but is anticipated to even out by year end.
- Sanitation & Recycling Utility has a favourable variance in revenues due to a slight recovery of recyclables with expenditures on target. Forecast is to meet budget by year end.

Active Capital Project Summary

The approved 2010 Capital Budget of \$153.0 (including amendments and excluding internal payment transfers and debt repayments) are included in the above figures as are amounts relating to capital projects from previous years' Capital budgets that remain active.

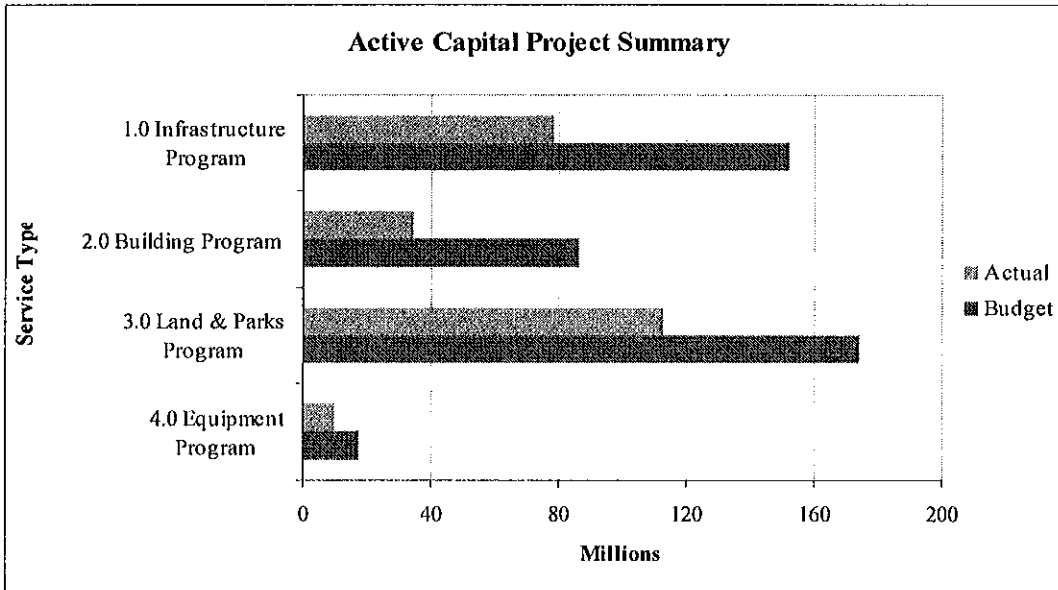
The Infrastructure Program has a variance of \$73.3M that is due to unspent amounts for storm drainage, roads, sanitary sewer, water works and other infrastructure projects.

The Building Program has a variance of \$51.9M which can be attributed mainly to the RCMP Safety Building renovation, Fire Hall #2 – Steveston, Oval Legacy Conversion and the Hamilton Community Centre.

The Land & Parks Program has a variance of \$61.6M that is mainly due to unspent funds relating to the 4th quarter completion of the Rice Mill land acquisition, affordable housing and child care projects and park development and land acquisition projects.

The Equipment Program has a variance of \$7.8M that mainly relates to Public Works Vehicle Replacement projects, information technology projects, and other Public Works and Fire equipment purchases.

Statement of Active Capital Project Expenditures			
\$'000s			
	Budget	Actual	Variance
1.0 Infrastructure Program	151,855	78,560	73,294
2.0 Building Program	86,155	34,252	51,903
3.0 Land & Parks Program	174,141	112,523	61,619
4.0 Equipment Program	17,431	9,604	7,827
Grand Total	\$429,581	\$234,939	\$194,643



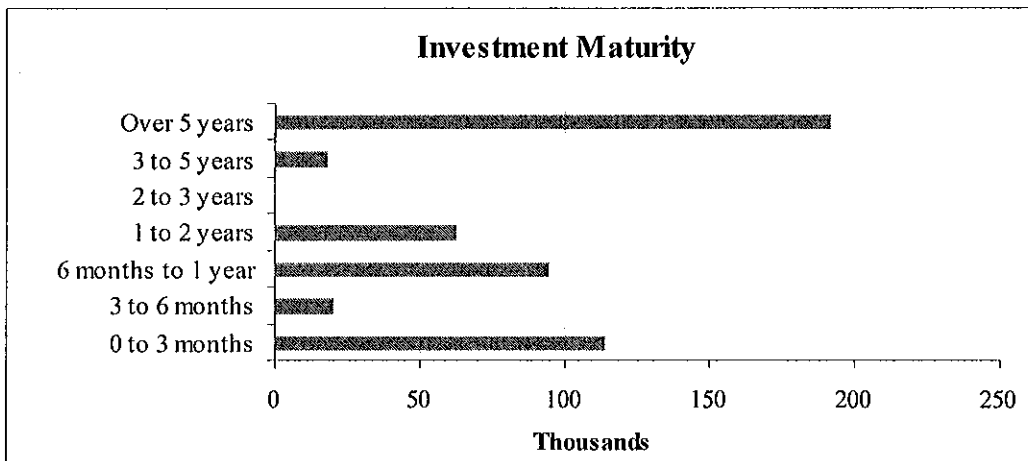
Cash and Investment Portfolio

The City's cash and investment portfolio at September 30, 2010 was \$568M, with an average return on investment for the 3rd quarter of 2.68%. The current economic environment (as described below) and cash flow projections have influenced the terms and types of investments that the City holds, which is reflected in the return.

Investment	Value	% of Portfolio
\$'000s		
Prov Gov and Prov Crown Corp		
Prov of Ontario	\$ 76,828	13.53%
Prov of BC	\$ 35,378	6.23%
Alta Cap Fin Authority	\$ 32,826	5.78%
Prov of Quebec	\$ 20,254	3.57%
Hydro Quebec	\$ 12,422	2.19%
Total Prov Gov and Prov Crown Corp.	\$ 177,707	31.29%
Fed Gov and Fed Crown Corp		
CMHC	\$ 74,952	13.20%
Canadian Wheat Board	\$ 50,843	8.95%
Government of Canada	\$ 43,904	7.73%
Total Fed Gov and Fed Crown Corp	\$ 169,699	29.88%
Schedule I Banks		
Royal Bank of Canada	\$ 12,611	2.22%
CIBC	\$ 12,174	2.14%
Scotia Bank	\$ 11,316	1.99%
TD Financial	\$ 10,934	1.93%
Bank of Montreal	\$ 5,474	0.96%
First Bank	\$ 2,308	0.41%
National Bank of Canada	\$ 1,282	0.23%
Total Schedule I Banks	\$ 56,098	9.88%
Schedule II Banks		
HSBC	\$ 1,907	0.34%
Total Schedule II Banks	\$ 1,907	0.34%
Credit Unions		
Coast Capital Savings	\$ 29,097	5.12%
Vancity Savings Credit Union	\$ 25,032	4.41%
Gulf & Fraser Financial Group	\$ 20,069	3.53%
Total Credit Unions	\$ 74,197	13.06%
Pooled Investments		
Municipal Finance Authority	\$ 20,709	3.65%
Total Pooled Investments	\$ 20,709	3.65%
Total Investments	\$ 500,318	
Cash and cash equivalents	\$ 67,606	11.90%
TOTAL CASH AND INVESTMENTS	\$ 567,924	100.00%

During the 3rd quarter of 2010, the global economy continued to show signs of recovery, but at a much slower pace than expected. The sovereign debt crisis has moderated during the quarter, but the risk of sovereign default has remained to be a concern for investors.

Domestically, the Bank of Canada raised the target overnight rate three times since June 1, 2010, which brought the target overnight rate to the current 1.0%. This represents a 0.75% increase in target overnight rate from the historical low rate of 0.25% since early 2009. The recent increase in interest rate is expected to result in a gradual increase the actual yields of the City's investment portfolio over time as the increased rate will be reflected in our short-term yields. However, with the slowdown of the US economy, it is expected that the Bank of Canada will keep rates on hold until early 2011.



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 Indicators (Appendix 1)

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

Contract Awards (Appendix 2)

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

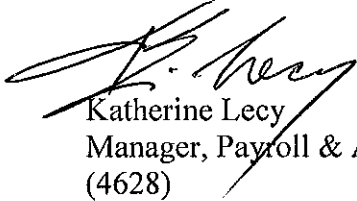
Financial Impact

None.

Conclusion

The City of Richmond's 3rd quarter financial results indicate continued growth in the economy as evident in the revenues from building permits, development applications and

business licenses and substantial increases in DCC contributions. Due to seasonality, timing and vacancies, expenditures have shown favourable variances in such areas as RCMP, Fire Rescue, Parks and Recreation, Engineering and Business and Financial Services. Due to the above factors the projected surplus is approximately \$6.1M at the end of 2010 fiscal year. Staff will continue to monitor the results and update the Committee in the 4th quarter with regard to year-end surplus.



Katherine Lecy
Manager, Payroll & Accounts Payable
(4628)

Key Indicators



City of Richmond

Key Indicators - September 30, 2010

All \$ in 000s	Q3 2010 Jul-Sept 2010	Q3 2009 Jul-Sept 2009	% Change	Year to Date Jan - Sept 2010	Year to Date Jan-Sept 2009	Year to date % change
Housing Starts						
Number of Housing Starts (number of units)	1,044	159	556.6%	1,665	272	512.1%
Number of Demolitions	138	109	26.6%	417	192	117.2%
Net Housing Units Added	906	50	1712.0%	1,248	80	1460.0%
Building Permits						
Number of Building Permits Issued	437	318	37.4%	1,156	867	33.3%
Permit Revenue (Building, Plumbing, Gas, Demo etc)	\$1,564	\$651	140.0%	\$4,331	\$1,788	142.2%
Value of Building Construction for Permits Issued	\$199,081	\$45,458	337.9%	\$378,718	\$104,300	263.1%
Development Applications						
Development Applications Received	69	35	97.1%	164	88	86.4%
Development Applications Revenue	\$293	\$102	186.6%	\$587	\$400	46.8%
Business Licenses						
Number of New Business Licenses Issued	368	430	(14.4%)	1,308	1,306	0.2%
Number of Employees Reported - New Licenses	1,072	1,298	(17.4%)	4,513	4,491	0.5%
Total Valid Licenses Renewed/(Discontinued)	(290)	100	(390.0%)	12,888	11,977	7.6%
Revenue Received for Current Year Licenses	\$558	\$607	(8.1%)	\$2,699	\$2,580	4.6%
Revenue Received for Next Year (Deferred)	\$236	\$224	5.4%	\$424	\$423	0.3%
Total License Revenue	\$794	\$831	(4.5%)	\$3,116	\$3,003	3.8%
<i>Year to date valid licenses and revenue include current year licenses issued in the prior year.</i>						
Other Revenues						
Parking Fine Revenue	\$350	\$333	5.2%	\$997	\$972	2.6%
Gaming Revenue	\$3,123	\$2,935	6.4%	\$9,417	\$8,766	7.4%
Traffic Fine Revenue to date	\$1,182	\$3,553	(66.7%)	\$1,182	\$3,553	(66.7%)
Development Cost Charges Income						
Roads, Water, Sewer DCC's Received	\$6,121	\$568	978.3%	\$11,202	\$1,344	733.3%
Parks DCC's Received	\$4,507	\$656	586.7%	\$9,814	\$2,476	296.3%
Total DCC Fees Received	\$10,629	\$1,224	768.3%	\$21,015	\$3,821	450.0%
Uncommitted Reserves						
DCC Reserves to date	\$28,362	\$15,327	85.0%	\$28,362	\$15,327	85.0%
Capital Funding Reserves to date	\$35,082	\$72,705	(51.7%)	\$35,082	\$72,705	(51.7%)
Affordable Housing Reserves to date	\$1,241	\$805	54.2%	\$1,241	\$805	54.2%
Other Reserves to date	\$72,890	\$76,126	(4.3%)	\$72,890	\$76,126	(4.3%)
Total Uncommitted Reserves to date	\$137,575	\$164,962	(16.6%)	\$137,575	\$164,962	(16.6%)
Taxes to date						
Taxes Collected	\$175,375	\$188,077	(6.8%)	\$310,042	\$303,700	2.1%
City Portion of Taxes Collected	\$85,934	\$92,158	(6.8%)	\$151,921	\$148,813	2.1%
Unpaid Taxes - Delinquent & Arrears	\$1,518	\$1,800	(15.7%)	\$1,518	\$1,800	(15.7%)
No. of Participants on PAWS (Pre authorized withdrawal)	5,809	5,567	4.3%	5,809	5,567	4.3%
PAWS	\$3,511	\$5,285	(33.6%)	\$10,650	\$11,678	(8.8%)
Interest Rate Paid to PAWS	0.50%	0.25%	0.3%	0.50%	0.25%	0.3%
<i>Sources: All data is from City of Richmond records</i>						

All \$ in 000s	Q3 2010 Jul-Sept 2010	Q3 2009 Jul-Sept 2009	% Change	Year to Date Jan - Sept 2010	Year to Date Jan-Sept 2009	Year to date % change
Employees						
Number of City Employees (City and Library)	1,866	1,886	(1.1%)	1,866	1,886	(1.1%)
Fire Rescue Responses						
	2,463	2,501	(1.5%)	6,785	6,830	(0.7%)
RCMP - Calls for Service Handled						
	21,939	22,399	(2.1%)	63,639	62,636	1.6%
Affordable Housing						
Affordable Rental Units	10	122	(91.8%)	10	167	(94.0%)
Secondary Suite/Coach House Units	13	12	8.3%	25	12	108.3%
Market Rental Units	-	2	(100.0%)	26	12	116.7%
Unspent Funds Allocated to Capital Projects to date	\$9,198	\$9,430	(2.5%)	\$9,198	\$9,430	(2.5%)
Investments						
Total Investments	\$567,924	\$577,161	(1.6%)	\$567,924	\$577,161	(1.6%)
Interest Earned on Investments						
Average City Rate of Return on Investments	2.68%	2.68%	(0.00%)	2.71%	3.02%	(0.31%)
<i>Sources: All data is from City of Richmond records</i>						
Market Indicators						
Median Residential Selling Prices - Richmond						
Single Family Detached	\$833	\$690	20.7%	\$835	\$684	22.1%
Townhouse	\$520	\$460	13.0%	\$493	\$438	12.4%
Apartment*	\$333	\$318	4.5%	\$333	\$300	11.0%
Number of Sales (all housing types)	963	1,679	(42.6%)	3,642	3,824	(4.8%)
<i>Source: Real Estate Board of Greater Vancouver</i>						
Unemployment Rate-Greater Vancouver						
	7.6%	7.3%	0.3%	7.6%	7.2%	0.4%
<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	4,365,067	4,118,505	6.0%	4,365,067	4,118,505	6.0%
Total sq. ft vacant space available Office YTD	848,611	728,611	16.5%	848,611	728,611	16.5%
Vacancy rate - Office (in %) YTD	19.44%	17.69%	9.9%	19.44%	17.69%	9.9%
Total sq. ft space Industrial YTD	36,208,363	35,905,233	0.8%	36,208,363	35,905,233	0.8%
Total sq. ft vacant space available Industrial YTD	1,890,955	1,623,118	16.5%	1,890,955	1,623,118	16.5%
Vacancy rate - Industrial (in %) YTD	5.22%	4.52%	15.5%	5.22%	4.52%	15.5%
<i>Sources: All data is from City of Richmond records except as noted</i>						
Richmond Population Estimate Year End*						
	2009:	193,255	2008:	190,357		
<i>*Note: These population estimates include an estimate of the Census undercount. Amounts rounded to the nearest thousand.</i>						

Contract Awards
July 1, 2010 – September 30, 2010
(Sorted by Award Date)

	<i>Contract Name</i>	<i>Award</i>	<i>Amount</i>	<i>Description</i>	<i>Department</i>
1.	4057F Consulting Services for Finance Department	CMNR Holdings Ltd.	\$60,225	To assist in the design and implementation of financial reporting software policies and procedures.	Business and Financial Services Department
2.	4056F Yard Trimmings and Organics Collections	Fraser Richmond Soil and Fibre Ltd.	\$32,256	Disposal, processing and marketing services for yard trimmings and organics collected under the residential organics program.	Fleet and Environmental Programs
3.	4052J Works Yard & Dispersal Building.	RMT Contracting Ltd.	\$81,770	Asbestos abatement and flooring replacement. The Existing asbestos flooring was breaking down and further sealing of the floor was not an option anymore hence the need for removal to permit staff to continue to work in this space. The asbestos containing floor was in poor condition and a hazard. Asbestos was removed and new floor installed.	Project Development & Facilities Management Department
4.	4047P Design and construction of 25 meters of laneway, storm sewer drainage system, sanitary sewer system	All Star Development Ltd.	\$121,978	Laneway construction was done at 9511 No. 2 Road. The construction was required in order to join two other laneway sections that were being completed as part of a development at 5728 Woodward Road and 9531 No. 2 Road.	Engineering & Public Works Department
5.	4043F Civil design, drawing coordination/ sub consultant coordination and engineering services.	Aplin & Martin Consultants Ltd	\$44,000	Design and coordination of sub-consultants for the No. 4 Rd. Drainage Station upgrade project.	Engineering & Public Works Department
6.	4042F Design & Implement Analytic dashboard reporting application for Class (community program registration system).	OA Solutions	\$42,500	This engagement will provide the city with a reporting application that will monitor total revenue by time period as well as by source, and compares the revenue from calendar months in different years, compares various registration periods	Information Technology

				against each other, and displays the trend in change of revenue from different sources. In addition it will provide reports regarding registrations, withdrawals, demographics and memberships	
7.	4041F Dell R710 Servers & Dell R410 Servers	Dell Canada	\$41,950	Eight (8) servers: six (6) for the City's web site (three (3) at City Hall, three (3) at Works Yard); two (2) for database servers. To replace obsolete ones for applications including the property system.	Information Technology
8.	4040F # 120 - 7400 River Road, Richmond (City owned building)	CB Richard Ellis	\$60,801	Leasing agent	Real Estate
9.	4039F #160 - 7400 River Rd, Richmond (City owned building)	CB Richard Ellis	\$69,048	Leasing agent	Real Estate
10.	4038J Nature Park House Roof Replacement and Renovation	RMT Contracting Ltd	\$175,892	Existing roof was aged and deteriorating and was replaced with environmental product comprised of 75% recycled tires that has the look of shake. New gutters were installed. Washrooms were updated for accessibility. New Hi E windows were installed. Aged and beyond life-cycle fire alarm was replaced with new fire alarm system.	Project Development and Facility Management Department
11.	4037F Remove and replace Zamboni gates in Minoru arena	Cascadia Sport Systems	\$32,466	The existing gates were not functioning properly.	Project Development and Facility Management Department
12.	4036F Sponsorship Acquisition and Management, Tall Ships Richmond 2011	Whitewater Communications	\$201,960	This contractor will be acquiring and managing sponsorship fulfilment for Tall Ships, as well as developing ticketing strategy, process; management, merchandising strategy, process and management; and managing all events statistics at event-time (demographics, attendance, etc). They will	Community Services

				also compile all sponsorship and partner post-event reports.	
13	4035F ROO: Refinish 34 Glulam exterior wood structural struts located on the Richmond Olympic Oval	Concord Painting and Wallcovering	\$110,523	This is part of the Richmond Legacy Program.	Project Development and Facility Management Department
14	4034F RCMP-CSB-Project Management Services	Turnbull Construction Services Ltd.	\$77,000	Project Management Services.	Project Development and Facility Management Department
15	4033J Filter improvements @ Watermania	RMT Contracting Ltd	\$131,481	Existing concrete Filters Tanks needed to be lined and related mechanical equipment needed to be replaced.	Project Development and Facility Management Department
16	4032F Upgrade ESRI annual software maintenance to enterprise license agreement	ESRI Canada	\$31,002	The ESRI Agreement upgrades our existing ESRI annual software maintenance to an ESRI Enterprise License for the next 3 years, a less expensive option than simply maintaining individual licenses. The Enterprise License agreement provides the City with free use of ESRI software licenses including ArcGIS desktop software and ArcGIS server software without having to purchase it.	Information Technology
17	4030F 2009 Lease Buy Out: One (1) Case E821 Wheel Loader	CNH Capital Ltd	\$ 117,707	This was a unit that was leased to determine if it met operational needs associated with the soil processing site at Sidaway. It was determined suitable so the lease was bought out as a replacement for an existing bulldozer (which is no longer suitable). This loader is unit 1438.	Fleet Operations
18	4029F ROO Legacy: Interactive Displays	Netgenetix Media	\$48,694	Wayfinding Signage – Oval.	Project Development and Facility Management Department
19	4028F Trademark use and ship recruitment	American Sail Training Association	\$28,000 US	The phrase "Tall Ships" is trademarked. This is the licensing fee. As value-added, ASTA will assist in ship recruitment and event time ship logistics.	Community Services

20	4026F Yard Trimmings and Organics Collections	Fraser Richmond Soil and Fibre Ltd	\$74,170	Disposal processing and marketing services for yard trimmings and organics collected under residential organics program.	Fleet and Environmental
21	4025F Adjustment of existing gas services and main along St. Albans Rd and Cook	Terasen Gas	\$158,400	Adjustments to the Terasen Gas services was required in order to avoid utility conflicts with the installation of a new sanitary forcemain along St. Albans Road and Cook Road by the City's contractor.	Engineering
22	4018Q ROO: Screen and refinish gym floor (middle courts)	Centaur Products Inc.	\$34,950	This is part of the Richmond Legacy Program.	Project Development and Facility Management Department
23	4016J Nature Park Pavilion Garage Replacement	RMT Contracting Ltd	\$44,610	The existing structure was beyond repair could potentially have failed.	Project Development and Facility Management Department
24	4014Q Supply and Installation of new team room doors & frames for the Oval	PDF Construction	\$39,500	Team room doors did not accommodate a sports wheelchair, as the base of athletic wheelchairs are wider than typical wheelchairs.	Project Development and Facility Management Department
25	4013Q Bison Arena II Freestanding Portable Volleyball System	Team Skyline	\$48,750	Volleyball equipment for the Oval's Volleyball Centre of Excellence.	Project Development and Facility Management Department
26	4012Q Supply and Delivery of two hundred and eighty-eight (288) HP Desktop Computers	Island Key Computers	\$218,016	Replacement of obsolete desktop computers.	Information Technology
27	4009J Japanese Cultural Centre Renovation	RMT Contracting Ltd	\$164,110	The roof was at the end of its life-cycle. Washrooms were upgraded to conform to accessibility code. New carpets were installed to replace aged and deteriorating carpets. New hi efficiency LED lights were installed exterior and interior resulting in over \$7,000.00 in rebates. Ceiling tiles were replaced to make uniform throughout facility. Life safety improvements with the installation of fire alarm system.	Project Development and Facility Management Department
28	4008Q Supply of	Wesco Distribution	\$96,611	Pre-purchased light	PW -

	Lighting Fixtures for No.4 Rd Pump Station	Canada Inc.		fixtures for the No.4 Rd pump station capital construction to expedite the construction.	Engineering
29	4006Q Information Technology Software, Hardware, Training & Labour for the ROO conversion for membership management software	The Data Works Inc	\$58,822		Project Development and Facility Management Department
30	4005F Construction Management and Reimbursable Expense - Steveston Fire Hall Temporary Facilities	Parkwood Construction	\$121,762	Reimbursable expenses included time and materials for site works, services for 2 temporary buildings and generator to keep Fire Hall No.2 operating while the new facility was under construction.	Project Development and Facility Management Department
31	4004Q Dell Optiplex 780 Minitower with 3 years NBD onsite ROO IT servers	Seven Group Data Management	\$26,499		Project Development and Facility Management Department
32	4003F Sprinkler System @ 7400 River Road	Phaser Fire Protection Ltd	\$107,520	Upgrade sprinkler of City owned building to code.	Real Estate
33	4000F Engineering Consulting Services	MHPM Project Managers Inc.	\$60,000	Project management services.	Engineering & Public Works
34	3998F Conceptual Design of Ground Heat Exchange Energy System	Hemmera Energy	\$41,000	The conceptual design would be used for the Alexander/Remy development. The purpose of the study/design is to determine the potential capacity of the proposed Ground Heat Exchange Energy system.	Engineering & Public Works
35	3996F One (1) Terex Utilities Hi-Ranger SC45 aerial device attachment	Commercial Truck Bodies	\$125,674	This is the aerial lift and service body attachment to chipper truck unit 1414.	Fleet Operations
36	3994P Traffic Consultant - Steveston/ Ironwood Area- As per Council resolution a traffic study was required to review the impact of traffic in this area	ISL Engineering	\$33,130		Project Development and Facility Management Department
37	3993P Architectural Services for Concept Plan	Stantec Architecture	\$60,043	Architectural services.	Project Development and Facility Management Department
38	3992P Audio-Visual Equipment - OVAL	Allstar Show Industries	\$59,750	Oval Mezzanine sound system, 2 new meeting	Project Development

				room projection systems and re & re of a 3 rd existing projection system.	and Facility Management Department
39	3990F Steelcase Office Furnishings	Heritage Office Furniture	\$215,000	Five year contract : City offices in all City owned buildings: Furniture and cabinet goods, move management including CAD services, furniture refinishing, service calls including key/lock repairing, furniture cleaning and reupholstering.	Project Development and Facility Management Department
40	3989Q Supply and Delivery of Electrical Kiosk for Hamilton Area Sanitary Pump Station	Northwest Tech-Con Systems Ltd.	\$56,880	Upgrades to sanitary infrastructure to support the TransLink site. This is a grant-funded project. To expedite the project schedule, some items were prepurchased due to long lead times for delivery.	Engineering & Public Works
41	3988Q Supply and Delivery of Pump Station Shells and Appurtenances for Hamilton Area Sanitary Pump Station	Barski Industries Ltd.	\$47,500	Upgrades to sanitary infrastructure to support the TransLink site. This is a grant-funded project. To expedite the project schedule, some items were prepurchased due to long lead times to delivery.	Engineering & Public Works
42	3983P Architectural Services RCMP Building	Christopher Bozyk Architects	\$973,300	Architectural Services for the upgrades / renovations to RCMP Community Safety Building.	Project Development and Facility Management Department
43	3973Q Upgrades to South Arm Community Centre: Phase 2	IDR Commercial Construction Management	\$310,369	Upgrades to the south building include installing an accessible lift, hands-free washroom upgrades including the addition of two new accessible/family washrooms, renovating underutilized programming space.	Project Development and Facility Management Department
44	3966Q South Arm Community Centre Washroom Upgrade	Ashton Mechanical Ltd	\$79,292	Upgrade includes converting all north building washrooms and change rooms to fully hands free and replacement of the men's change room flooring.	Project Development and Facility Management Department
45	3964Q Supply and Installation of Playground Equipment to Walter Lee School	Habitat Systems Inc	\$78,653	This playground was deemed "unsafe" and is part of the "unsafe" playground replacement parks 2010 capital project.	Parks

				This old playground no longer conforms to CSA safety standards.	
46	3963Q Supply and Installation of Playground Equipment to McKay School	Swing Time Distributors Ltd.	\$82,296	This playground was deemed "unsafe" and is part of the "unsafe" playground replacement parks 2010 capital project. This old playground no longer conforms to CSA safety standards.	Parks
47	3961P Consultant for Migration to Vista/ Office97	341234 BC Ltd DBA Microserve	\$43,200	Consultant required for migration to Vista/Office 97.	Information Technology
48	T.3950 No.4 Rd Drainage Pump Station Renovation	Merletti Construction (1999) Ltd.	\$3,516,450	To upgrade the drainage infrastructure doubling the current capacity.	Engineering & Public Works
49	3948Q Supply and Installation of Fire Alarm System Upgrade @ Richmond Cultural Centre, Minoru Arenas & Brighthouse Park Field House	Royal City Fire	\$40,108	To upgrade existing fire alarm system.	Project Development and Facility Management Department
50	3923F Transportation Plan (2041) - OCP Update	ISL Engineering and Land Services	\$124,885	To update the existing (city-wide) Transportation Plan as part of the update of the Official Community Plan. The scope of work will focus primarily outside the City Centre in 2 phases: Phase 1 will focus on the concept plan and vision development including modelling. Phase 2 will focus on developing and preparing a comprehensive implementation strategy to achieve the transportation vision.	Transportation
51	T.3922 Watermain Replacement Program - Lulu East & West	J Cote & Son Excavating Ltd	\$3,427,000	As identified in the 2010 Capital Budget, this is to upgrade the waterworks infrastructure based on recommendations in reports prepared by Levelton and Staff.	Engineering & Public Works
52	3906P Advertising Services	Black Press Group- Richmond Review	\$142,443	Placement of its general discretionary and statutory community newspaper advertising for the calendar years 2010 to 2012.	Corporate Communications