



To: Finance Committee

Date: November 30, 2011

From: Jerry Chong
Director, Finance

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

Re: Financial Information - 3rd Quarter 2011

Staff Recommendation

That the report of Financial Information for the 3rd Quarter ended September 30, 2011 be received for information.

Jerry Chong
Director, Finance
(4064)

FOR ORIGINATING DEPARTMENT USE ONLY			
ROUTED TO:	CONCURRENCE		CONCURRENCE OF GENERAL MANAGER
Enterprise Services	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"/>
Sewerage & Drainage	Y	<input checked="" type="checkbox"/>	N <input type="checkbox"/>
Water Services	Y	<input checked="" type="checkbox"/>	N <input type="checkbox"/>
Community Bylaws	Y	<input checked="" type="checkbox"/>	N <input type="checkbox"/>
Fire Rescue	Y	<input checked="" type="checkbox"/>	N <input type="checkbox"/>
RCMP	Y	<input checked="" type="checkbox"/>	N <input type="checkbox"/>
Parks and 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"/>
Transportation	Y	<input checked="" type="checkbox"/>	N <input type="checkbox"/>
Project Development	Y	<input checked="" type="checkbox"/>	N <input type="checkbox"/>
REVIEWED BY TAG	YES	NO	REVIEWED BY CAO
	<input checked="" type="checkbox"/>	<input type="checkbox"/>	YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>

Staff Report

Origin

Information for the 3rd quarter ended September 30, 2011 is being provided to Committee 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

Global Economic Overview

Further to the global issues occurring earlier this year, with the recent sovereign debt crisis in Europe and the political impasse over the U.S. debt ceiling, the global economy has deteriorated in recent months causing Real GDP (Gross Domestic Product) forecast for 2011 to be revised down to 3.2%, compared to 3.6% in June.

Canadian Economic Overview

The global trend is also reflected in Canada's economic forecast. According to TD Economics, the Canadian economic outlook is especially vulnerable to the slow growth in the U.S. triggering a trending down of Real GDP to 2.2% from 2.8% in June.

Certain factors are important when looking at Canada's economic outlook:

- Household debt-to-income ratio likely to climb above 150% causing personal consumption growth to be held to 2.5% (down from 3.7%);
- Business investment is key to economic growth driven by elevated commodity prices, strong corporate balance sheets, low interest rates and a supportive tax structure;
- Stronger than anticipated housing demand and non-residential construction fuelled by low interest rates is the exception to slow growth;
- Turmoil in financial markets causing commodity prices to come down but is forecasted to hold up at the elevated levels; and
- Interest rates not expected to increase until early 2013.

Province of BC Economic Overview

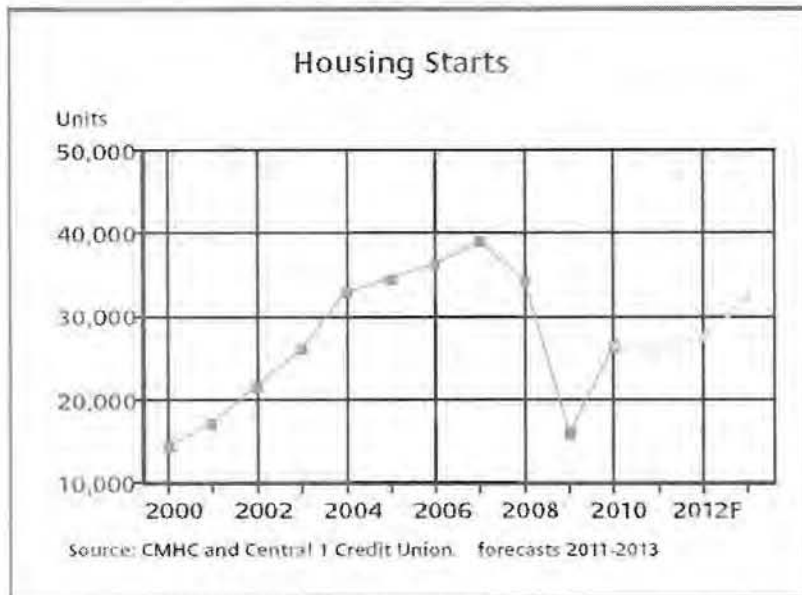
Central 1 Credit Union reports that the following trends from the quarter reflect BC's economy:

- Real GDP slows to 2.4% growth in 2011, from 3.8% in 2010;
- Employment levels have surged in September rising by 1.4% or 31,600 persons but the unemployment rate is forecasted to remain at 7.7% for 2011 compared to 7.6% in 2010;
- Provincial population is forecast to expand at 1.1% in 2011, dropping from growth levels of 1.7% and 1.6% for 2009 and 2010, respectively;
- Housing starts remain unchanged and will continue to trend upwardly due to the end of Harmonized Sales Tax (HST) in 2013;
- The Consumer Price Index (CPI) is forecasted to rise to 2.3% for 2011 from 1.4% in 2010;
- Housing prices have plateaued at elevated levels while the sales-to-inventory ratios have transitioned to a buyers' market; and

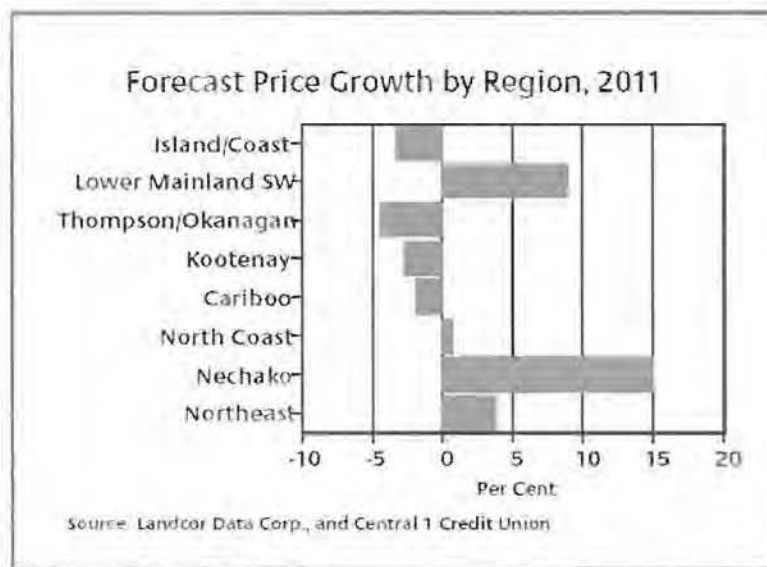
- Building permits in August rose up by 3.4% from July due to the increase from multiple-family permits as both single-detached and non-residential permits have decreased.

City of Richmond Overview

There are similarities in the economic forecasts of the Canadian and BC outlook with economists all agreeing that the current economy is slow moving. Although this pertains to the City as well, historically the main factors that revolve around real estate market, i.e. housing starts, median selling prices, building permits and development applications, play an important role in determining the City’s economic overview. From the statistics that the City gathers and produces, housing starts are significantly lower than prior periods, both for the quarter and year-to-date. The decreases equate to 59.5% for the same quarter and 42.2% cumulatively. The silver lining can be seen in the number of demolitions, which has increased annually by 60.9% from 2010 and 18.8% on a year-to-date basis. The year-to-date building permit revenues of 5.1M are also higher than the same point last year. From this, the City can potentially expect a rise in the future housing starts over the next year(s) as has been forecasted for BC on the graph below.



Economists have also realized from recent history that the Lower Mainland’s real estate market does not perform and/or act similarly to other parts of Canada and BC as can be seen on the following chart.



This also holds true for Richmond, where the median selling prices have again increased from the previous year. The median selling prices have increased for a single family detached home to \$1.02M, a townhouse to \$0.56M and an apartment to \$0.35M. This equates to escalations of 23.0% for a single family detached home, 7.5% for a townhouse and 4.7% for an apartment.

It is suggested that these inflated prices might be affecting the number of sales in Richmond which has dropped by 8.4% for the current quarter as compared to the same period in 2010, but economists believe that with the elimination of the HST not being in effect until 2013 and with the heavy debt burden accumulated by individuals, it has caused potential home buyers to postpone their purchases. The number of sales for the current year compared to 2010 is relatively unchanged with a drop of 2.6%.

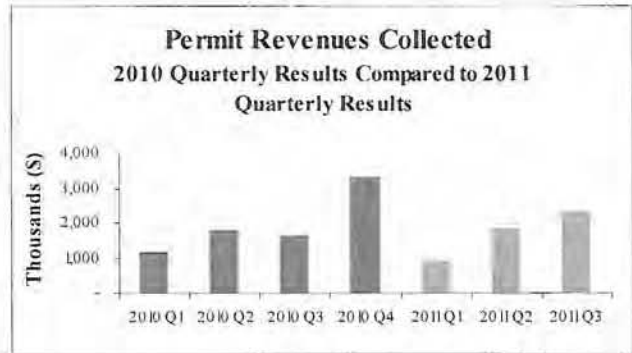
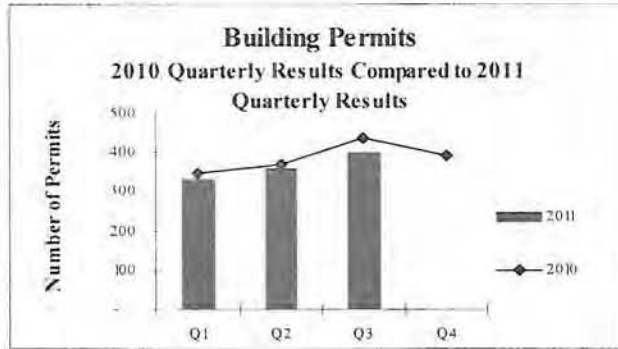
Richmond has again realized an increase in business activity especially for the industrial sector as the vacancy rates have decreased from a rate of 4.5% in 2010 to 4.2% in 2011. This vacancy rate decrease is still occurring while total new space available has increased by over 400,000 square feet, up from over 250,000 additional square feet in the previous quarter. Office space vacancy remains a challenge as the total square feet of vacant space has increased by 17.5% from the previous year.

Permit Revenues

As much as there was a boom in the construction industry in 2010, in Richmond both the number of building permits and development applications have seen only a slight decline from the last year's record levels. The number of building permits has decreased by 8.0% and 5.0% for the comparative quarter and year-to-date, respectively.

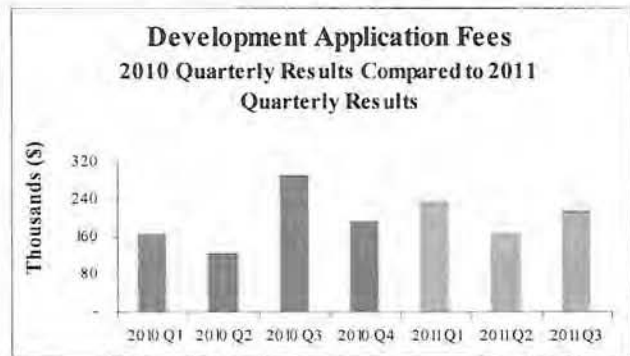
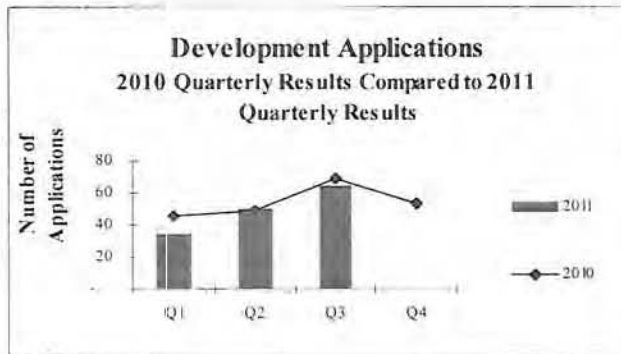
The revenues collected for permits issued during the 3rd quarter of 2011 were higher than the same period last year. This increase in the current quarter is due to the recognition of \$0.35M of revenues to offset service costs incurred in the current quarter related to on-going construction

projects. This has increased the year-to-date revenues by 18.0% as compared to 2010. The total construction value for 2011 of \$320.8M has dropped by 15.3% from \$378.7M for 2010. The provincial forecast for housing starts to trend upwardly as the end of HST approaches in 2013.



Development Applications

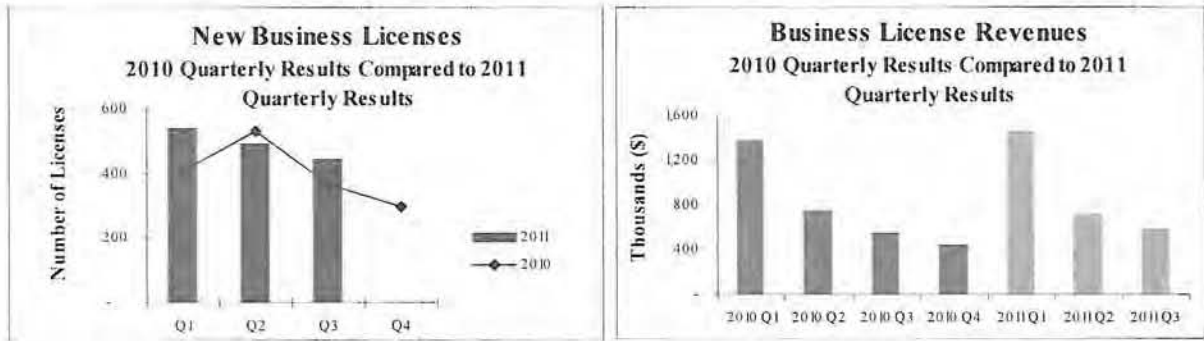
The number of development applications has decreased 7.2% and 15.3% for the comparative quarter and year-to-date periods respectively. Although the number of development applications received in the 3rd quarter and year-to-date in 2011 has decreased from the levels in 2010, related revenues show a small increase. Revenues collected to date in 2011 are 5.3% higher than in 2010, largely because of increased revenues associated with Administration Fees for projects that are now under construction.



Other Revenues

➤ **Business Licenses**

The total number of business licences issued to date in 2011 are comparable to 2010, 13,107 to 12,888 licences, respectively. In the same quarter last year, there were a number of business licences discontinued. That trend has not continued into the current year. With the increased enforcement and collections of outstanding receivables during this year, the current year-to-date revenues of \$2.8M is 2.5% higher as compared to last year. The number of new licences in 2011 of 1,484 a 13.5% increase from 1,308 last year, is indicative of the growth that Richmond is experiencing.



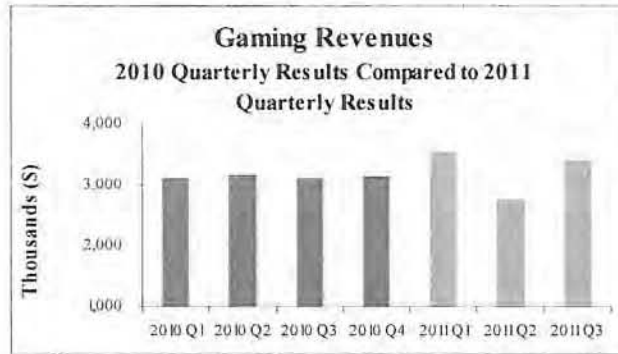
➤ **Permits and Enforcement (Parking Program)**

The permit and enforcement (Parking Program) revenues of \$0.4M and \$1.1M for the quarter and year-to-date, respectively are higher than the same periods last year due to full utilization of on-street pay parking resources near construction sites and an increase in the enforcement of traffic safety & liability issues around the Canada Line.



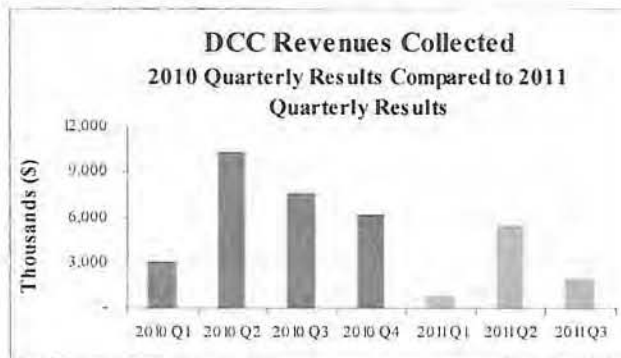
➤ Gaming Revenue

Gaming revenues of \$3.4M for the 3rd quarter and \$9.7M for the year have increased from the same periods in 2010, by 9.3% and 3.5%, respectively. The growth in gaming revenues can be primarily attributed to the continued benefit of the redevelopments, enhancements and associated increase in player demand at River Rock Casino.



➤ Development Cost Charges (DCC)

For the 3rd quarter, \$1.9M in DCC contributions were received when compared to last year's collection of \$7.6M for the same quarter. The year-to-date collection of \$8.2M is 60.8% lower than the \$21.0M collected in 2010. The decrease compared to last year can be attributed to the unusual circumstances surrounding DCC activities in 2010 as a result of major developments approved and the push by developers to move quickly before the anticipated increase in DCC rates that occurred in September 2010.



**Statement of Operations for
Quarter ended September 30, 2011**

Operating (in \$'000s)	Budget Year to Date September 30, 2011	Actual Year to Date September 30, 2011 (unaudited)	Variance	Forecast Surplus for December 31, 2011
RCMP	27,613	26,548	1,065	639
Fire Rescue	22,229	20,830	1,399	650
Parks & Recreation	18,502	17,255	1,247	51
Engineering & Public Works	11,475	10,773	702	282
Corporate Services	11,364	10,925	439	51
Project Development & Facility Maintenance	6,748	6,648	100	28
Library	5,741	5,638	103	25
Planning & Development Services	4,427	3,873	554	355
Community Services	5,456	4,805	651	31
Corporate Administration	2,762	2,677	85	90
Law & Community Safety	2,355	1,881	474	-
Business and Financial Services	2,247	842	1,405	285
Fiscal & Transfer to Reserves	(120,919)	(140,355)	19,436	780
	\$ -	\$ (27,660)	\$ 27,660	\$ 3,267

The variances for Q3 are consistent with prior years and are mainly attributable to timing and seasonality.

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

- RCMP continues to be favourable after the realized savings from the 2010/11 contract in Q1. Due to vacancies of administrative positions and lower contract costs, a surplus of \$0.64M is forecasted for the end of the year. This balance reflects the allocation of \$0.57M to the new City Centre Community Policing office. Any remaining surplus needs to be retained to cover a portion of anticipated RCMP retroactive pay.
- Fire Rescue has a favourable variance to budget due to delayed replacements which has resulted in surplus salary, fringe, and training costs. A surplus of \$0.65M is forecasted for the end of the year.
- Parks and Recreation has a favourable variance for Q3 due to the seasonal nature of operating expenditures (e.g. maintenance). Additional expenditures, for example, removal of summer plantings and planting of spring bulbs, late season mowing (still ongoing), clean up from winter storms (brush, trees, debris), trimming of brush and shrubs along walkways and response to snow or heavy wind/rain and associated damage will be incurred in Q4. At this time, Parks and Recreation expect to have a small surplus by the end of the year.

- Engineering and Public Works are due to be under budget by the end of the year. The favourable variance can be attributed to Engineering fees collected this year and deferred for work that will be completed in 2012.
- Corporate Services has a favourable variance in Q3 due to the timing of unspent operating expenses, such as Election costs. It is anticipated to have a small surplus by the end of the year.
- Project Development and Facility Maintenance is on budget and is anticipated to be on budget at the end of the year.
- Library is slightly favourable and is anticipated to have a small surplus by the end of the year.
- Planning and Development has recognized higher than budgeted building permit revenues and servicing agreement fees. Also contributing to the favourable variance are lower operating costs from the management of vacant positions, however, as the need to provide services associated with new building permit revenues arises, the current vacant positions are required to be filled. With the higher revenues and vacancies, a \$0.36M surplus is anticipated at the end of the year.
- Community Services has a favourable variance as at Q3 due to two vacant positions within Enterprise Services. The estimated unspent committed funding of \$0.29M will be reallocated back to provision in Q4. It is anticipated to have a surplus of \$0.03M at the end of the year.
- Corporate Administration has a favourable variance due to vacancies. It is anticipated to have a small surplus by the end of the year.
- Law and Community Safety has a favourable variance. The increase between Q2 and Q3 is a result of enhanced enforcement at construction zones freeing meters for public use. Q4 is anticipated to result in lower than budgeted parking revenue due to the unanticipated costs from vandalism of City meters which is decreasing parking revenue and increasing maintenance repair and replacement costs. In addition, there is one temporary full time position that is vacant and a lack of auxiliary officers which is affecting parking revenue at \$15,000 per month.
- Business and Financial Services has a favourable variance due to the majority of the Business Licences revenue having been received in Q1 and unfilled vacant positions within the Finance division. It is forecasted to have a surplus of \$0.29M by the end of the year.
- Fiscal is favourable for Q3 with anticipated expenditures incurred in the following quarter. It is anticipated to have a surplus of \$0.78M by the end of the year.

Utilities

- Water Utility is currently on budget with water consumption being on target through the high activity summer months. Also, increased receivable activity costs have been matched with

increased receivable income. It is anticipated to have a balanced budget at the end of the year.

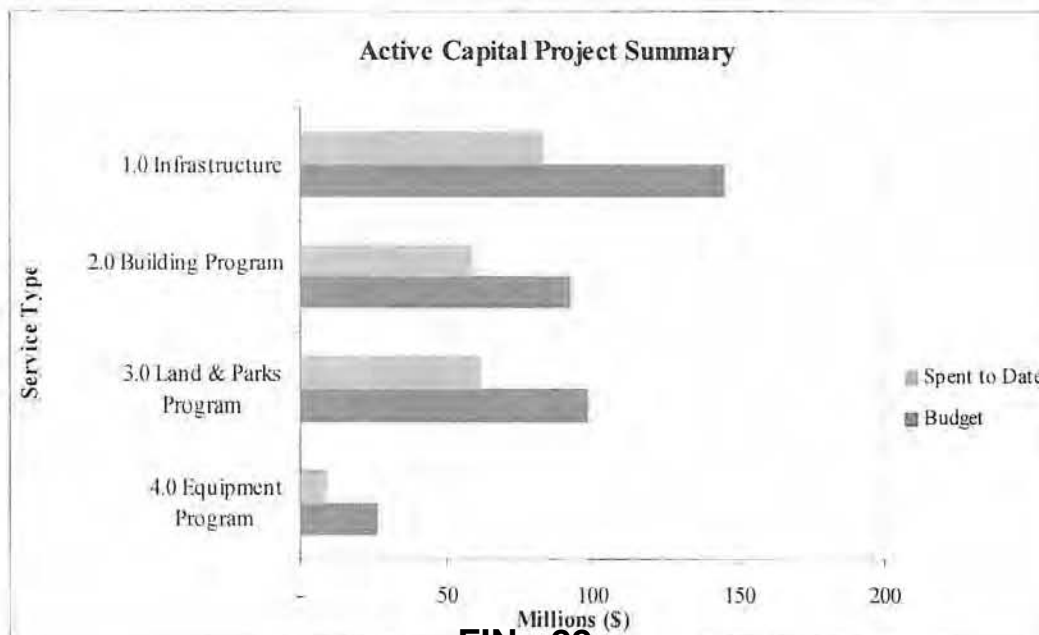
- Sanitation & Recycling Utility budget expenditures are as anticipated. This budget is expected to yield revenues above projections due to favourable market conditions for recycling commodities (i.e. sale of recycling materials).
- Sewer Utility is currently under budget, receivable income was lower than projected but billings for meter and flat rate were higher than anticipated, therefore net revenues were close to budget. The Public Works maintenance costs were less than anticipated as there was less receivable work incurred this year.

Active Capital Project Summary

The 2011 Capital Budget was amended by Bylaw 8809 on September 26, 2011. The amended 2011 Capital Budget of \$75.2M (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 (S'000s)				
		Budget	Spent to Date	Commitment
1.0	Infrastructure	145,259	83,627	61,632
2.0	Building Program	92,867	59,598	33,269
3.0	Land & Parks Program	98,506	61,736	36,770
4.0	Equipment Program	26,387	8,930	17,457
Grand Total		\$363,019	\$213,891	\$149,128



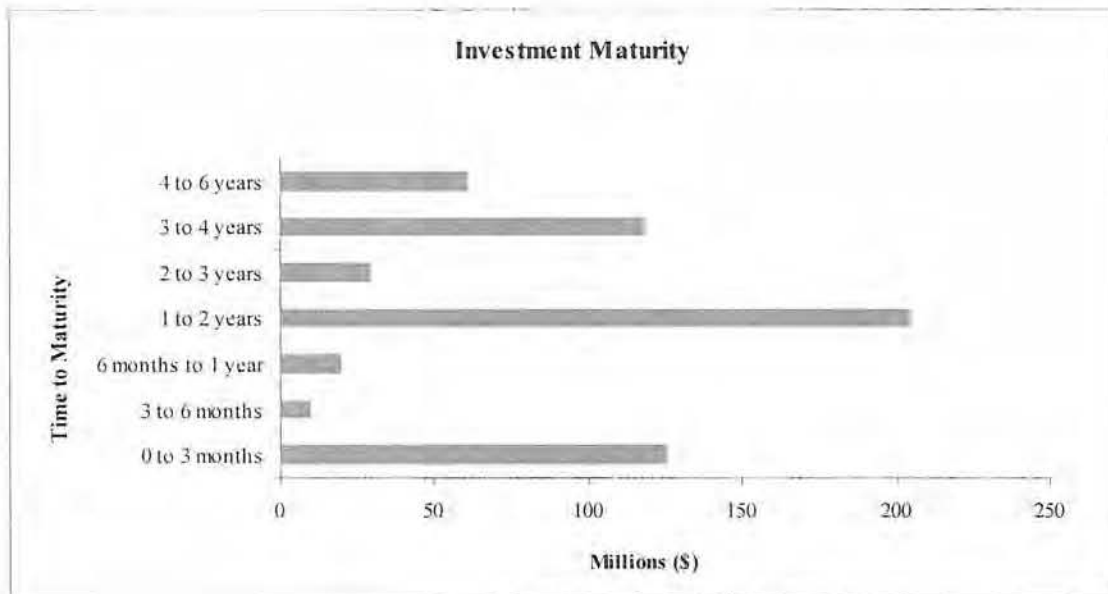
Cash and Investment Portfolio

The City's cash and investment portfolio at September 30, 2011 was \$592.6M, with an average actual return on investment for the 3rd quarter of 2.4%. 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, which is reflected in the return.

Investment \$'000s	Value	% of Portfolio
Prov Gov and Prov Crown Corp		
Province of Ontario	\$ 52,413	8.84%
Province of BC	\$ 30,713	5.18%
Province of Manitoba	\$ 21,189	3.58%
Total Prov Gov and Prov Crown Corp.	\$ 104,315	17.60%
Fed Gov and Fed Crown Corp		
Canadian Mortgage and Housing Corporation	\$ 182,520	30.80%
Government of Canada	\$ 100,570	16.97%
Canadian Wheat Board	\$ 8,921	1.51%
Total Fed Gov and Fed Crown Corp	\$ 292,011	49.28%
Schedule I Banks		
Royal Bank of Canada	\$ 25,195	4.25%
TD Financial	\$ 20,675	3.49%
CIBC	\$ 14,793	2.50%
Scotia Bank	\$ 7,879	1.33%
Bank of Montreal	\$ 6,287	1.06%
National Bank of Canada	\$ 413	0.07%
First Bank	\$ 401	0.07%
Total Schedule I Banks	\$ 75,642	12.77%
Schedule II Banks		
HSBC	\$ 299	0.05%
Total Schedule II Banks	\$ 299	0.05%
Credit Unions		
Vancity Savings Credit Union	\$ 29,534	4.98%
Gulf & Fraser Financial Group	\$ 25,345	4.28%
Coast Capital Savings	\$ 20,037	3.38%
Total Credit Unions	\$ 74,916	12.64%
Pooled Investments		
Municipal Finance Authority	\$ 21,201	3.58%
Total Pooled Investments	\$ 21,201	3.58%
Total Investments	\$ 568,384	95.92%
Cash and cash equivalents	\$ 24,199	4.08%
TOTAL CASH AND INVESTMENTS	\$ 592,583	100.00%

The financial market struggled with the possibility of a sovereign default scenario and also with the concern over the impact of a Greek default on the capital levels of European banks. Furthermore, economic conditions in both Europe and the U.S. continued to deteriorate, moderating already tempered consensus growth expectations and increasing the possibility of a return to recession. As a result, the Canadian yield curve fell during the quarter as investors exercised “flight to safety” in the fear of the market uncertainty. The Bank of Canada met in September and maintained the overnight target rate at 1.0%. Given the elevated level of risk in the growth outlook, not only is it projected that interest rates are not going to increase until early 2013, but the market is pricing in the likelihood that the Bank of Canada may even cut rates in the foreseeable future.

The City continues to be in compliance with Council’s 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 2011 as compared to 2010.

Contract Awards (Appendix 2)

This report provides Committee members information with regard to all formal contracts >\$25,000 awarded by the City during the 3rd quarter. The contract awards will vary quarter-to-quarter based on project life cycles and timing of posting, receiving and selection of bids.

Financial Impact

None


Conclusion


The City of Richmond's 3rd quarter 2011 financial results continue to indicate that the City's revenues are trending favourably as evidenced by the development applications received and business licences issued when compared to the previous quarter. Although this increased activity has generated additional revenues it is mainly due to the costs that have not been incurred related to maintenance programs and major contracts as well as the vacant positions that have not been filled, that the City is currently in a surplus position. Staff will continue to monitor the results and update the Committee on a quarterly basis.



Lisa Skippen
Manager, Finance System Support
(8660)

Key Indicators

 City of Richmond Key Indicators - Sept 30, 2011						
All \$ In 000s	Q3 2011 Jul-Sept 2011	Q3 2010 Jul-Sept 2010	% Change	Year to Date Jan-Sept 2011	Year to Date Jan-Sept 2010	Year to date % change
Housing Starts						
Number of Housing Starts (number of units)	451	1,114	(69.5%)	1,032	1,738	(40.6%)
Number of Demolitions	222	138	60.9%	531	447	18.8%
Net Housing Units Added	229	976	(76.5%)	501	1,291	(61.2%)
Building Permits						
Number of Building Permits Issued	402	437	(8.0%)	1,098	1,156	(5.0%)
Permit Revenues Collected (includes deferred revenue)	\$2,326	\$1,564	48.7%	\$5,111	\$4,331	18.0%
Value of Building Construction for Permits Issued	\$137,030	\$199,081	(31.2%)	\$320,829	\$378,718	(15.3%)
Development Applications						
Development Applications Received	64	69	(7.2%)	149	176	(15.3%)
Development Applications Revenue	\$216	\$293	(26.3%)	\$618	\$587	5.3%
Business Licenses						
Number of New Business Licenses Issued	446	368	21.2%	1,484	1,308	13.5%
Number of Employees Reported - New Licenses	1,459	1,072	36.1%	4,335	4,513	(3.9%)
Total Valid Licenses Renewed/(Discontinued)	507	(290)	(274.8%)	13,107	12,888	1.7%
Revenue Received for Current Year Licenses	\$581	\$558	4.1%	\$2,766	\$2,699	2.5%
Revenue Received for Next Year (Deferred)	\$119	\$131	(8.5%)	\$1,003	\$942	6.4%
Total License Revenue	\$700	\$689	1.7%	\$3,769	\$3,116	20.9%
<i>Year to date valid licenses and revenue include current year licenses issued in the prior year.</i>						
Other Revenues						
Parking Program Revenue	\$402	\$350	14.9%	\$1,073	\$997	7.6%
Gaming Revenue	\$3,412	\$3,123	9.3%	\$9,745	\$9,417	3.5%
Traffic Fine Revenue to date	\$544	\$289	88.3%	\$1,633	\$867	88.3%
Development Cost Charges Income						
Roads, Water, Sewer DCC's Received	\$1,329	\$4,567	(70.9%)	\$4,413	\$11,202	(60.6%)
Parks DCC's Received	\$615	\$3,002	(79.5%)	\$3,825	\$9,814	(61.0%)
Total DCC Fees Received	\$1,944	\$7,570	(74.3%)	\$8,238	\$21,015	(60.8%)
Uncommitted Reserves						
DCC Reserves to date	\$24,279	\$28,362	(14.4%)	\$24,279	\$28,362	(14.4%)
Capital Funding Reserves to date	\$54,659	\$35,082	55.8%	\$54,659	\$35,082	55.8%
Affordable Housing Reserves to date	\$1,869	\$1,241	50.6%	\$1,869	\$1,241	50.6%
Other Reserves to date	\$78,954	\$72,890	8.3%	\$78,954	\$72,890	8.3%
Total Uncommitted Reserves to date	\$159,760	\$137,575	16.1%	\$159,760	\$137,575	16.1%
Taxes to date						
Taxes Collected	\$172,672	\$175,375	(1.5%)	\$320,697	\$310,042	3.4%
City Portion of Taxes Collected	\$84,610	\$85,934	(1.5%)	\$157,142	\$151,921	3.4%
Unpaid Taxes - Delinquent & Arrears	\$1,696	\$1,518	11.7%	\$1,696	\$1,518	11.7%
No. of Participants on PAWS (Pre authorized withdrawal)	5,853	5,809	0.8%	5,853	5,809	0.8%
PAWS ⁽¹⁾	\$3,892	\$5,285	(26.4%)	\$12,588	\$10,650	18.2%
Interest Rate Paid to PAWS	1.00%	0.25%	0.75%	1.00%	0.25%	0.75%
<i>Sources: All data is from City of Richmond records</i>						
<i>(1) PAWS period changed from July - April in 2010 to August - May in 2011, which explains the differences and therefore is not comparable</i>						

 City of Richmond Key Indicators - Sept 30, 2011						
All \$ in 000s	Q3 2011 Jul-Sept 2011	Q3 2010 Jul-Sept 2010	% Change	Year to Date Jan-Sept 2011	Year to Date Jan-Sept 2010	Year to date % change
Employees						
Number of City Employees (City and Library)	1,890	1,866	1.3%	1,890	1,866	1.3%
Fire Rescue Responses						
	2,381	2,463	(3.3%)	6,863	6,785	1.1%
RCMP - Calls for Service Handled						
	19,494	21,939	(11.1%)	55,027	63,639	(13.5%)
Affordable Housing						
Affordable Rental Units	7	10	(30.0%)	15	10	50.0%
Secondary Suite/Coach House Units	6	13	(53.8%)	17	25	(32.0%)
Market Rental Units	-	-	0.0%	1	26	(96.2%)
Unspent Funds Allocated to Capital Projects to date	\$9,189	\$9,198	(0.1%)	\$9,189	\$9,198	(0.1%)
Investments						
Total Investments	\$568,384	\$577,161	(1.5%)	\$568,384	\$577,161	(1.5%)
Interest Earned on Investments						
Average City Rate of Return on Investments	2.24%	2.68%	(0.44%)	2.64%	2.71%	(0.07%)
<i>Sources: All data is from City of Richmond records</i>						
Market Indicators						
Median Residential Selling Prices - Richmond						
Single Family Detached	\$1,020	\$829	23.0%	\$1,014	\$835	21.4%
Townhouse	\$559	\$520	7.5%	\$548	\$493	11.3%
Apartment	\$349	\$333	4.7%	\$351	\$333	5.3%
Number of Sales (all housing types)	882	963	(8.4%)	3,549	3,642	(2.6%)
<i>Source: Real Estate Board of Greater Vancouver</i>						
Unemployment Rate-Greater Vancouver						
	7.4%	7.3%	0.1%	7.6%	7.6%	0.0%
<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	4,241,927	4,118,505	3.0%	4,241,927	4,365,067	(2.8%)
Total sq. ft vacant space: available Office YTD	856,041	728,611	17.5%	856,041	848,611	0.9%
Vacancy rate - Office (in %) YTD	20.18%	17.69%	14.1%	20.18%	19.44%	3.8%
Total sq. ft space Industrial YTD	36,306,863	35,905,233	1.1%	36,306,863	36,208,363	0.3%
Total sq. ft vacant space: available Industrial YTD	1,228,672	1,623,118	(24.3%)	1,228,672	1,890,955	(35.0%)
Vacancy rate - Industrial (in %) YTD	4.24%	4.52%	(6.2%)	4.24%	5.22%	(18.8%)
<i>Source: Cushman & Wakefield Ltd. - Market Report</i>						
Richmond Population Estimate Year End*						
	2010:	196,858	2009:	193,505		
<i>*Note: These population estimates are published by BC Stats. Amounts rounded to the nearest thousand.</i>						

**Contract Awards > \$ 25,000
July 1, 2011 – September 30, 2011**

	Contract Name	Award	Amount	Description	Department or Division
1.	4023P Development of an Emergency & Business Continuity Department Plan for Richmond Fire-Rescue	KPMG LLP	\$ 40,000	Project objectives are to develop a Business Continuity Department Plan for Richmond Fire-Rescue that is compatible with the City of Richmond's emergency plans.	Fire-Rescue
2.	4216 EOI Architectural Services for Firbridge Community Centre	CEI Architecture	\$307,079	Design services for the Tenant Improvements for the 30,000 sq ft community centre in the Quintet development	Project Development
3.	4237 Q Supply and Delivery of Stationwear for Richmond Fire-Rescue	Canadian Linen	\$60,037	Supply and delivery of uniform protective clothing for all Fire Department union employees as required by the collective agreement.	Fire-Rescue
4.	4250 Q Supply and Delivery of one (1) Small One Track Type Hydraulic Excavator (option to buy 2nd)	Brandt Tractor Ltd	\$287,720	Purchase of two John Deere 75D Zerotail-swing excavators. This is part of the vehicle replacement plan to replace retired units 958 and 1006. These units support public works capital and maintenance infrastructure projects for digging in and around water/sewer lines, etc.	PW - Fleet
5.	4253 Q Supply and Delivery of one (1) Vacuum Street Sweeper	Vimar Equipment	\$228,566	Purchase of a new sweeper as part of the vehicle replacement plan to replace retired unit 928. Unit is used by the Roads Division for street sweeping.	PW - Fleet
6.	4272 P Williams Road West Drainage Pump Station Upgrade	Aplin & Martin Consultants Ltd	\$328,518	Engineering design and construction services for the Williams Rd drainage pump station replacement	PW - Engineering
7.	4273 Q Supply and Delivery of one (1) Backhoe	Finning Canada	\$122,186	Purchase of a new backhoe as part of the vehicle replacement plan to replace retired unit 913. This unit is used in the Works Yard for loading containers and managing waste and materials.	PW - Fleet
8.	4294 P Museum: Shelving for Museum Artefacts	Hi-Cube	\$75,100	Museum artefact storage shelving upgrade. New mobile shelving and mini racking will be provided. Two contractors with museum collection management experience will also be hired to assist with moving two thirds of the collection.	Community Services
9.	4345 F Supply and Install Lighting at City Hall	Light Power	\$36,500	This is a lighting retrofit project, and completes the lighting retrofit of City Hall which began in 2009. The project consists mostly of replacing compact fluorescent lighting for LED fixtures.	Community Services
10.	4346 F Tennis Court Asphalt Resurfacing @ Minoru Park	Columbia Bitulithic	\$75,879	Crack repairs and asphalt resurfacing of Minoru Tennis Courts	Parks Recreation
11.	4347 F RCMP CSB: Supply and Install of additional Video Surveillance Equipment	Citiloc	\$112,593	Install additional video surveillance equipment as per the new Federal requirements	Project Development and Facilities Services
12.	4348 F 2011 Watermania Project	Smith Brothers & Wilson	\$351,241	Main grate replacement, deck and change room resurfacing and	Project Development and

	Contract Name	Award	Amount	Description	Department or Division
				preparation for play features and structures.	Facilities Services
13.	4349 F BC Hydro continuous optimization program report for the City Hall	Prism Engineering	\$31,000	This project is for the investigation of baseline energy use at City Hall and the development of recommendations for the optimization of City Hall's energy systems. This portion of the project is fully supported by BC Hydro, and the City will be fully reimbursed for this commitment.	Community Services
14.	4350 F RCMP CSB: Renovation Public Art Project "The Coat of Arms"	Glen Andersen dba Mosaic Plant	\$90,000	Award and installation of an art piece as per Council Policy at the new RCMP location.	Community Services
15.	4351 Q Boaters Row Stair & Plaza Guardrails	Impact Ironworks Ltd.	\$ 44,194	Supply & installation of guardrails and handrails for Boaters' Row Plaza and Stairs at UBC Boathouse on River Rd.	Parks and Recreation
16.	4352 F Aquacide hot water weed control system	AR Mower and Supply Ltd.	\$28,828	Hot water weeding machine for City wide weed removal maintenance.	Parks and Recreation
17.	4353 F Garratt Wellness Centre - Upgrades & Renovation	Ashton Mechanical	\$276,000	Asbestos abatement, flooring replacement, new windows, domestic hot water system, accessible ramp and front entrance. New hallway ceiling and grid. Washroom upgrades and water saving fixtures.	Project Development and Facilities Services
18.	4547 P Supply and Install of an SCBA Filling Station	Guillevin International Inc. (Cylinders) and Jordair Compressors Inc. (Fill Station)	\$182,252 (Combined)	Compressed air filling station located at RFR Firehall No. 6 (Shellmont). This filling station would provide compressed air services for RFR personal self-contained breathing apparatus as well as compressed air for tools and rescue equipment. The	Fire-Rescue
19.	4548 T Thompson Youth Park Phase II	Wilco Civil Inc. (formerly Wilco Landscape Westcoast Inc.)	\$382,301	Construction of Phase II of Thompson Youth Park, including site preparation, asphalt, concrete, site furnishings, skatable elements, and soft landscape	Parks and Recreation
20.	4567 F Life Safety Upgrade - 10191 No. 2 Road (Group Home)	TEAM Projects Inc.	\$43,621	Life safety upgrade to facility at 10191 No. 2 Road. Includes demolition of suite, water service and life safety upgrades including the installation of smoke alarms, emergency lighting and fire extinguishers as well as fencing and provision of safety manuals to facility residents.	Community Services
21.	4571 Q Desktop Computers & Laptops	Island Key Computers	\$199,156	Purchase of laptop and desktop computers for annual Evergreening replacement of obsolete hardware units	Information Technology
22.	4573 F Supply and install of shelving and storage units	Heritage Office Furnishings	\$57,962	Install new storage units in the RCMP facility located on No. 5 road.	Project Development and Facilities Services
23.	4574 F Class maintenance and support renewal April 01, 2011 to May 31, 2012	The Active Network	\$88,380	Annual soft ware maintenance support costs for the recreation registration system.	Information Technology
24.	4575 F Supply and install play structure and umbrella falls at Watermania Aquatic Centre	Whitewater West Industries	\$161,436	Play structure, play features and theme.	Project Development and Facilities Services

	Contract Name	Award	Amount	Description	Department or Division
25.	4576 T No 1 Rd / Moncton Intersection Improvements	Imperial Paving	\$355,892	Improvements to Intersection at No. 1 Road and Moncton Road which include raising the intersection at No. 1 Road and Moncton Street including sidewalks, tactile pads at the crossings, traffic signals, pavement markings and signage, new bollards, and custom artistic <i>DuraTherm</i> pavement markings.	PW - Engineering
26.	4577 F Supply and Delivery one (1) Toro Greensmaster 3150 three (3) Wheel Drive Kit Including ROPS	Oakcreek Golf and Turf Inc.	\$40,960	Supply of a reel mower for Parks Operations as part of the vehicle replacement plan. Replaces retired unit 667. The unit is used at golf courses for precision cutting.	PW - Fleet
27.	4011 P Richmond Olympic Oval - Climbing Wall	Walltopia Canada Inc	\$425,578	To supply and construct a climbing wall in the Richmond Olympic Oval	Project Development
28.	4578 EOF Preliminary Site Investigation	SNC Lavalin Inc	\$297,500	Stage 2 Preliminary Site Investigation.	Community Services
29.	4579 F Consulting contract for the City Centre transitional exemption bylaw	CMNR Holdings Ltd	\$44,643	Hired a consultant to help analyze City Centre properties and determine their eligibility for a transitional tax exemption.	Business and Financial Services
30.	4580 F Install 8" water meter at 7322 Heather St, as part of multi-family water meter program	PJB Mechanical	\$34,000	Water Meter Installation	PW - Engineering
31.	4581 F Install 3" water meter and re-plumb private water service at 7071 Bridge St, as part of multi-family water meter program	PJB Mechanical	\$29,605	Water Meter Installation	PW - Engineering
32.	4582 F Assemble and install key pieces of equipment for the Lubzinski Exhibit	Porteau Management Corporation	\$65,000	This is for the unpacking of 2 containers of equipment from the Lubzinski wheel manufacturing factory, removal of the key pieces of equipment to the Seine Net Loft, cleaning and preparation of those pieces and installation in the "At the Helm" exhibit opening June 3, 2011.	Britannia Heritage Shipyard
33.	4583 F Disposal, processing and marketing services for yard trimmings and organics collected under residential organics program	Fraser Richmond Soil and Fibre Ltd	\$ 55,050	This is the fee for composting the materials collected from the Green Can program at Fraser Richmond Soil and Fibre.	PW - Environmental Programs
34.	4584 F Water valve collection. Geo-automation mobile mapping system (shape files of all city, main line, hydrant and large service line valves. Dimensioned of existing hydrants)	McElhanney Consulting Services Ltd	\$150,000	Mobile Mapping System	PW - Engineering
35.	4586 F Supply and Install "Sport Impact" flooring at Minoru Arena	Fast Track Floors	\$90,279	New flooring in general public areas and team change rooms.	Project Development and Facilities Services
36.	4588 J Minoru Arena Silver Rink Building Improvements	RMT Contracting	\$132,240	Asbestos abatement, new showers, washroom accessories & vanity; Stadium Arena Building Improvements - Asbestos removal, painting, plumbing	Project Development and Facilities Services

	Contract Name	Award	Amount	Description	Department or Division
				and washroom accessories.	
37.	4597 F RCMP CSB: Asphalt repair/re-seal work	Winvan Paving Ltd.	\$30,403	Asphalt Repairs - new RCMP location.	Project Development and Facilities Services
38.	4602 F Architectural Services for Hamilton Childcare Modular Building	Graham Hoffart Mathiasen Architects	\$35,000	Develop site plan and design drawings.	Project Development and Facilities Services
39.	4603 F Supply and Installation of 750MM Diameter Storm Sewer Upgrades along the south side of Cambie Road	Oris Development (Cambie) Corp	\$426,967	Supply and installation of 750mm diameter storm sewer upgrades along the south side of Cambie Road (from No. 4 Road to approx. 200m +/- west).	PW - Engineering
40.	4604 F Supply and Installation of Lighting Retrofit at Watermania	Earth-line SSL Inc	\$28,500	Lighting retrofit project at Watermania, replacing mostly CFL lighting for LED lights.	Community Services
41.	4605 Q Supply and Installation of Audio, Staging, Fencing, Tenting Equipment for the 2011 Maritime Festival	Purchase and Associates	\$44,554	The purpose of staging at the 2011 Maritime Festival was to provide a platform for performers at the festival to entertain the spectators at the event.	Community Services

