



City of Richmond

Report to Committee

To: Finance Committee

Date: April 15, 2011

From: Jerry Chong
Director, Finance

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

Re: Financial Information - 4th Quarter 2010

Staff Recommendation

That the report on Financial Information for the 4th Quarter ended December 31, 2010 be received for information.

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

Att.

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 and Drainage	Y <input checked="" type="checkbox"/>	N <input type="checkbox"/>	
Water Services	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"/>	
Project Development	Y <input checked="" type="checkbox"/>	N <input type="checkbox"/>	
Community Bylaws	Y <input checked="" type="checkbox"/>	N <input type="checkbox"/>	
Transportation	Y <input checked="" type="checkbox"/>	N <input type="checkbox"/>	
REVIEWED BY TAG	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>	
			YES <input checked="" type="checkbox"/> NO <input type="checkbox"/>

Staff Report

Origin

Information for the 4th quarter and the year ended December 31, 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

Scotiabank Economics has raised their forecast for domestic GDP growth for 2011 to 2.7% from 2.4% as Canada is expected to piggyback on the improved US performance and a stronger export profile. Growth is expected to be moderate with continuing strength in business investment and resource-related activity tempered by fiscal belt-tightening and restrained consumer spending.

Province of BC Economic Overview

Central 1 Credit Union forecasts that the BC economy will experience moderate economic growth of around 3% in 2011 with the domestic sectors continuing to be the main driver of the economy as exports will struggle under the high Canadian dollar. The construction industry is forecast to have the highest growth rate with rising residential and private non-residential investment spending.

Forecast Summary: British Columbia

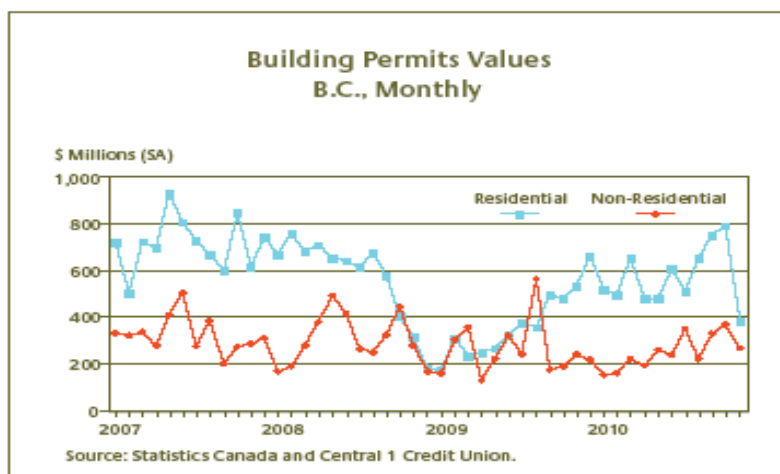
	2008	2009	2010	2011	2012	2013
Real GDP, % change	0.20	(1.80)	3.60	2.90	3.10	2.70
Nominal GDP, % change	2.90	(3.40)	7.00	5.70	5.90	6.00
Employment, %	2.10	(2.40)	2.00	2.20	2.50	2.10
Unemployment %	4.60	7.60	7.60	7.30	6.70	6.10
Population, % change	1.70	1.70	1.60	1.60	1.60	1.42
Housing Starts 000's	34.30	16.10	26.30	26.50	28.90	32.90
Retail Sales, % change	1.50	(4.40)	6.70	6.10	6.70	6.00
Personal Income, % change	3.70	(0.01)	5.90	5.20	5.60	5.40
Corporate Pre-Tax Profits, % change	5.70	(21.30)	16.00	9.30	5.30	8.40
Consumer Price Index, % change	2.10	0.00	1.50	2.10	1.70	1.90

Forecast commences 2011. Source: Statistics Canada, Central 1 CU

Housing starts in 2011 are forecast to remain near 2010 levels approaching 27,000 units. Housing sales and prices ended 2010 on an upward trend; however, on the horizon are expected: mortgage rate increases, higher prices squeezing out low-equity buyers and a possible tightening in federal mortgage insurance underwriting criteria.

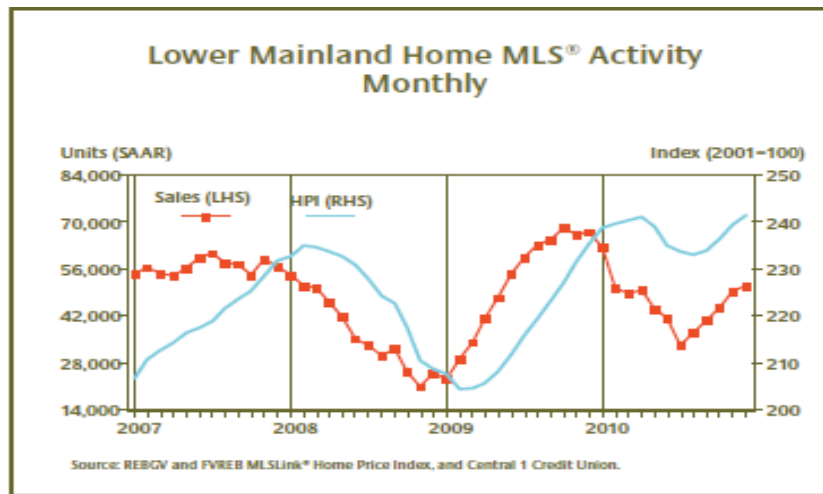
After exceeding \$1 billion for two consecutive months, seasonally-adjusted building permit dollar volumes fell 43% to \$658.4 million. Residential building intentions fell 51% from October, primarily reflecting an 85% drop in permit activity for apartment structures. Given the size and scope of individual projects, monthly swings are common following elevated activity. That said, the relatively low level of permits in November may mean a slowing in the pace of multi-family housing starts in the near-term.

Non-residential permit volumes fell 27% from October with the largest decline in the institutional segment which fell 37%. Commercial permits declined 24% from October.



Housing sales increased in BC for a sixth consecutive month to an annualized rate of 90,100 units, up 10.7% from December. Higher January sales were matched with an even stronger flow of new listings to the market. Buyers moved up the timing of their purchases in order to qualify for the longer amortization products, that were available at that time.

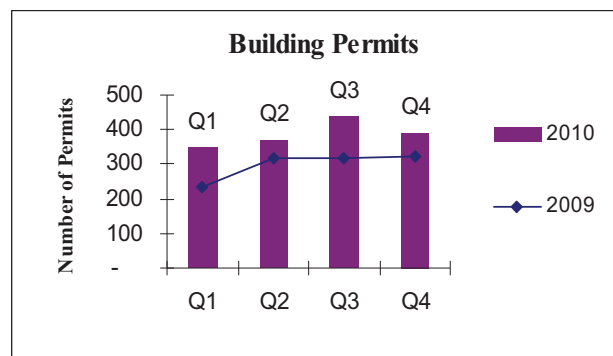
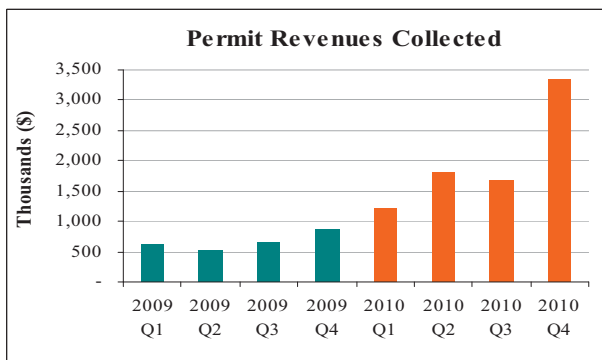
Effective March 18th, the maximum amortization period allowed for government-backed insured mortgage declines from 35 years to 30 years. In addition, the maximum refinancing rate is lowered to 85% from 90%. As of April 18th, mortgage insurance on non-amortizing lines of credit securitized by homes will also be eliminated.



City Of Richmond Overview

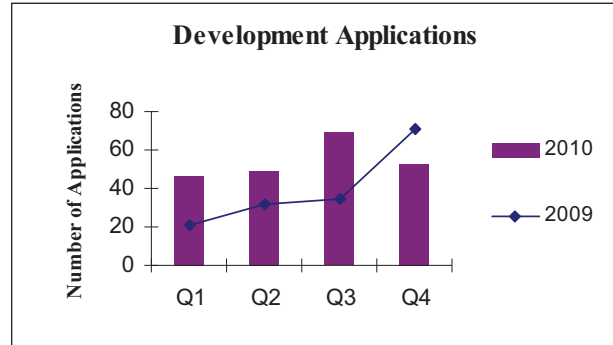
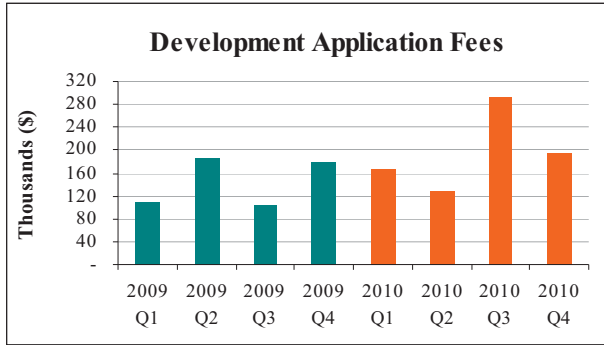
Permit revenues collected for 2010 are \$8.0M, a year over year increase of 199.3% compared to 2009 and 132.5% increase over 2008. The last quarter of 2010 was the busiest as a number of major projects that were issued included IKEA, Onni Trio, Quintet 1st phase, and River Green.

391 building permits were issued in the 4th quarter of 2010, which is 21.1% higher than the 323 permits issued during the same quarter of last year.

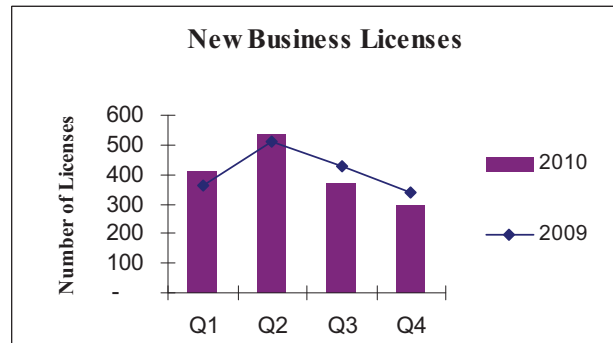
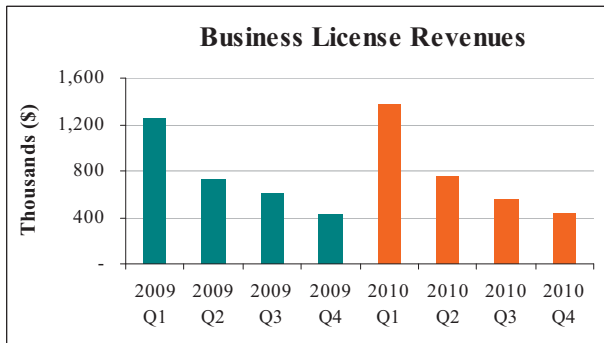


Year over year development application activity is 36.5% higher compared to 2009 and approximately 24.0% higher than 2008. Annual revenues of \$0.8M are 34.9% higher than 2009 possibly influenced by the desire to avoid the new DCC rates that came into effect on September 15th, 2010.

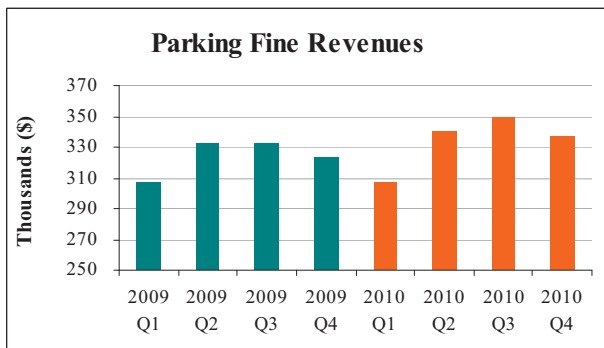
53 applications were received in the Development Applications division in the 4th quarter, which is a reduction of 25.4% from the 71 received during the same quarter of 2009. However, on an annual basis, 217 applications were received in 2010, which represents a 36.5% increase from 2009.



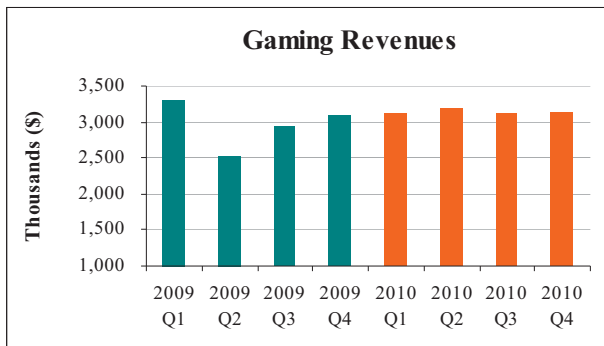
Business license revenues of \$3.1M increased by 5.5% year over year as compared to 2009, this was due to increased enforcement, collections (outstanding receivables), success of the licensing enforcement program (currently staffed with a TFT position) and from ongoing activity.



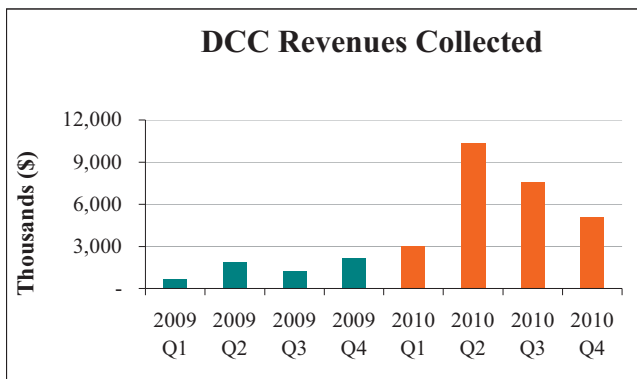
The total meter, monthly permit and enforcement (Parking Fine) revenues of \$1.3M are slightly higher than 2009 due largely to the efforts of the parking enforcement staff. Decreases in meter revenues were offset by increases in monthly permit and enforcement revenue.



Year-to-date gaming revenues at \$12.56M are 6.0% higher than 2009 and 13.38% higher than the current year-to-date budget of \$11.08M. Revenues at the River Rock Casino Resort increased due to the opening of the Canada Line and the completion of redevelopments and enhancements during the fourth quarter of 2009 and first quarter of 2010. Although gaming revenues have begun to stabilize, the company still sees some risks with the recovering economy, as evidenced by results at other properties.



DCC contributions received in the 4th quarter are 132.7% higher than the same quarter of last year. Year-to-date contributions at \$26.1M are 334.5% higher than 2009. This is largely due to improved market conditions in the development industry and possibly the desire to avoid the new DCC rates that came into effect on September 15th, 2010.



Statement of (net revenues)/expenditures for**Year ended December 31, 2010**

Operating (in \$'000s)	Budget Year to Date December 31, 2010	Actual Year to Date December 31, 2010 (unaudited)	Variance
RCMP *	34,758	32,917	1,841
Fire Rescue	27,740	27,679	61
Parks & Recreation	23,415	23,405	10
Engineering & Public Works	18,793	18,703	90
Corporate Services	14,046	14,042	4
Project Development & Facility Maintenance	7,828	7,648	180
Library	7,386	7,353	33
Planning & Development Services	7,021	4,125	2,896
Community Services	6,900	6,986	(86)
Corporate Administration	3,551	3,442	109
Law & Community Safety	2,968	2,908	60
Business and Financial Services	2,813	2,690	123
Fiscal & Transfer to Reserves	(157,219)	(156,972)	(247)
Council appropriations*		2,500	(2,500)
	\$ -	\$ (2,574)	\$ 2,574

*Includes Council appropriations as approved pursuant to the "2011 Operating Budget-Surplus Funding" report, January 24, 2011

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

- The RCMP realized a total savings of \$3.06M in 2010. This includes \$1.6M generated from the RCMP contract and an additional \$0.324M in municipal support costs. Due to the timing of fiscal year ends between E division and the City, an additional \$1.14M in savings is attributed to 2009 RCMP contract year end adjustments. \$1.2M of this surplus was approved by Council to be appropriated and used to offset 2011 RCMP contract funding*.
- Fire Rescue has a surplus for 2010 due primarily to savings in ECOMM.
- Parks and Recreation revenues have exceeded budget due to the increased programming in Aquatics and Arenas, which was offset by increased corresponding operating costs. A favourable variance with budgeted Parks seasonal labour and delayed hiring within Recreation has resulted in a small surplus overall.
- Engineering & Public Works and Corporate Services were on budget.
- Project Development & Facility Maintenance had a small surplus as programs were still in the progress of completion before the end of the year.
- Library revenues exceeded budget due the receipt of unanticipated grants, however this was offset by increased corresponding operating expenditures. Overall, the Library is on budget.

- Planning & Development has a surplus of \$2.9M as building permit revenues and development application revenues were higher than anticipated due to favourable development conditions in the City and the developers' desire to avoid increased development cost charges after September.

A combination of factors, including the increase in development cost changes, the opening of the Canada Line, low interest rates, the exposure from the 2010 Olympics, and the activity with the River Green lands all of which collectively caused the increased revenues in 2010 and are not expected to repeat itself at this level in 2011. In addition, the department had higher than anticipated revenue related to Maps/Publications and copies where the Production Centre provided significant back up to the O-Zone and Olympic activities. Overall expenditures were also lower than budgeted due to management of vacancies.

- Community Services had a small deficit as sponsorship revenue did not materialize in 2010 due to the delayed hiring for the Manager of Sponsorship. This position was filled in November resulting in a delay in raising revenue.
- Corporate Administration and Law and Community Safety had surpluses due to delayed hiring.
- Business and Financial Services had a small surplus as Business Licenses revenues exceeded budget. These revenues were partially offset by costs incurred in recognizing these revenues.
- Fiscal had a slight deficit due to adjustments at year end that reduced the small surplus that was generated from better than expected results from rental properties and returns on investments.

Utilities

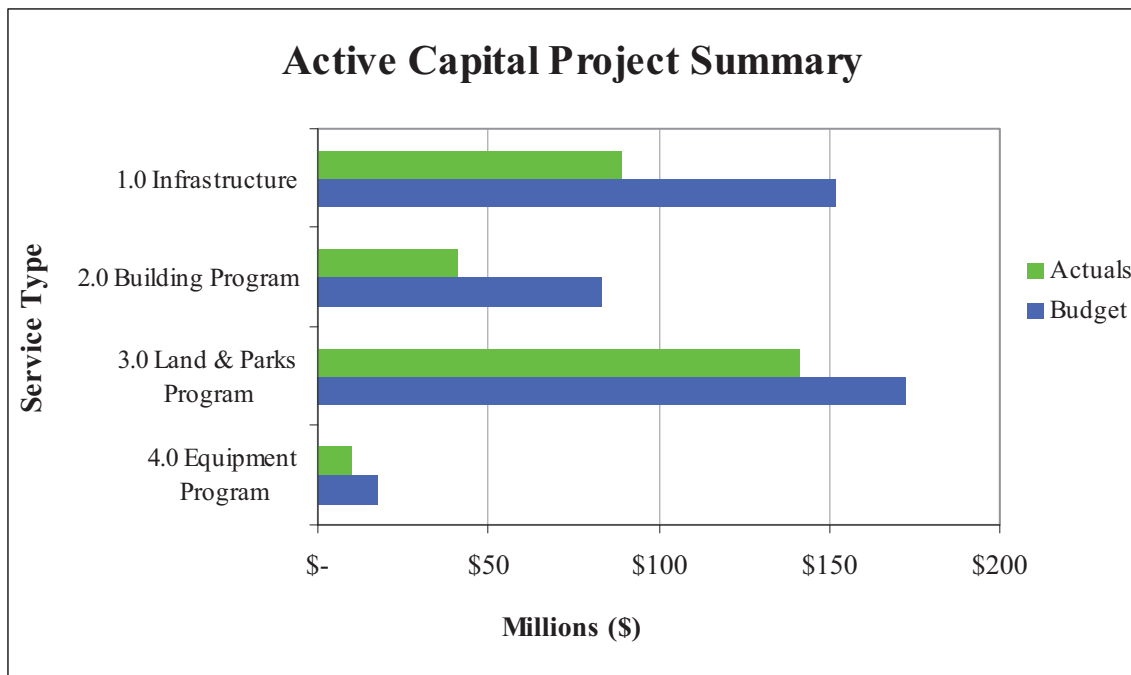
- Water Utility had a surplus of approximately \$1.2M due to sustainable practices that resulted in reduced consumption and lower water purchases. This surplus has been transferred to the water utility rate stabilization provision account.
- Sewer Utility had a surplus of approximately \$0.8M due to increased development activity, innovated maintenance practices and programs still in progress. This surplus has been transferred to the sewer utility rate stabilization provision account.
- Sanitation & Recycling Utility had a surplus of approximately \$0.5M due to higher than anticipated net revenues from recycling materials. This surplus has been transferred to the sanitation utility provision account.

Active Capital Project Summary

The approved 2010 Capital Budget of \$153.0M (including amendments and 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			
	Budget	Spent to Date	Commitment
1.0 Infrastructure	151,779	89,413	62,366
2.0 Building Program	83,330	41,312	42,018
3.0 Land & Parks Program	172,252	141,460	30,792
4.0 Equipment Program	17,456	10,117	7,339
Grand Total	\$424,817	\$282,302	\$142,515



Cash and Investment Portfolio

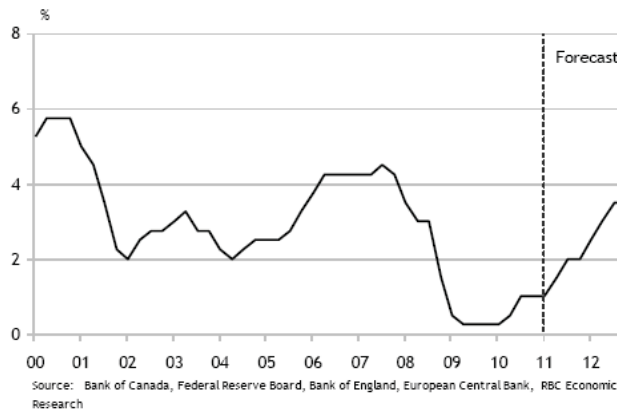
The City's cash and investment portfolio at December 31, 2010 was \$521M, with an average actual return on investment for the 4th quarter of 2.83%, which does not include an unrealized gain of \$12M resulting from an increase in market value of the City's investment portfolio. The current economic environment (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 \$'000s	Value	% of Portfolio
Prov Gov and Prov Crown Corp		
Prov of Ontario	\$ 79,967	15.34%
Prov of BC	\$ 52,345	10.05%
Alta Cap Fin Authority	\$ 32,807	6.30%
Prov of Quebec	\$ 23,750	4.56%
Hydro Quebec	\$ 12,322	2.37%
Total Prov Gov and Prov Crown Corp.	\$ 201,191	38.62%
Fed Gov and Fed Crown Corp		
CMHC	\$ 104,712	20.10%
Canadian Wheat Board	\$ 44,671	8.57%
Total Fed Gov and Fed Crown Corp	\$ 149,383	28.67%
Schedule I Banks		
TD Financial	\$ 21,392	4.11%
Royal Bank of Canada	\$ 12,821	2.46%
CIBC	\$ 12,173	2.34%
Scotia Bank	\$ 11,079	2.13%
Bank of Montreal	\$ 6,158	1.18%
First Bank	\$ 2,247	0.43%
National Bank of Canada	\$ 1,273	0.24%
Total Schedule I Banks	\$ 67,143	12.89%
Schedule II Banks		
HSBC	\$ 1,894	0.36%
Total Schedule II Banks	\$ 1,894	0.36%
Credit Unions		
Gulf & Fraser Financial Group	\$ 29,069	5.58%
Vancity Savings Credit Union	\$ 29,065	5.58%
Coast Capital Savings	\$ 15,000	2.88%
Total Credit Unions	\$ 73,134	14.04%
Pooled Investments		
Municipal Finance Authority	\$ 20,723	3.98%
Total Pooled Investments	\$ 20,723	3.98%
Total Investments	\$ 513,468	
Cash and cash equivalents	\$ 7,497	1.44%
TOTAL CASH AND INVESTMENTS	\$ 520,965	100.00%

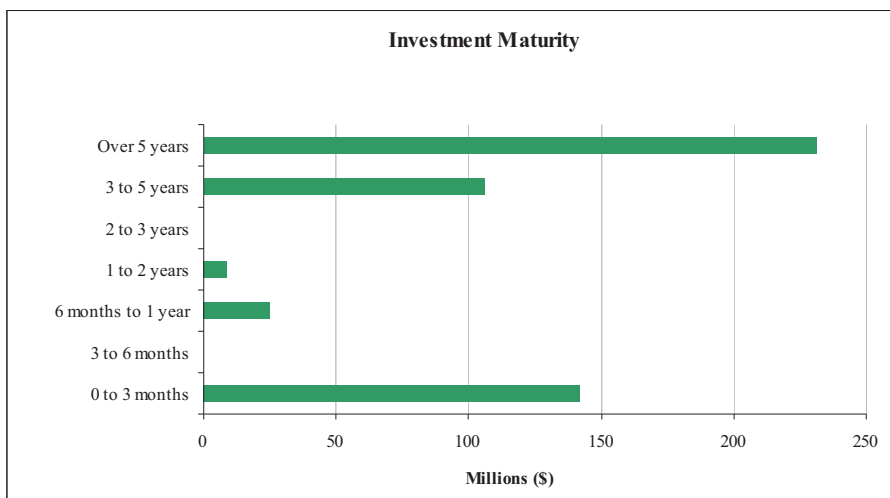
The rate of growth in the Canadian economy coming out of the global financial crisis has slowed during the latter half of 2010. In recognition that the economy was slowing, the Bank of Canada left the overnight target rate unchanged at both scheduled meetings during the 4th quarter after hiking interest rates 0.25% in each of the three previous meetings.

Due to certain global economic indicators such as the sluggish improvement of the US economy, the cooling growth of emerging markets economies and the latest euro zone sovereign debt crisis, it is projected that the Bank of Canada will not make any changes to its current monetary policy until at least after Q2 of 2011. Despite of the current slow down of the economic recovery, economic data still suggests that both the global and Canadian growth will remain optimistic, as reflected in the forecasted Bank of Canada overnight rate below.

Bank of Canada overnight rate



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 4th quarter.

Financial Impact

None.


Conclusion

The City of Richmond's 4th quarter and annual financial results indicate continued growth in the economy as evidenced by the increases in revenues from building permits, development applications, business licenses and DCC contributions. Due to programs and projects in progress, unplanned and planned leave benefits and delayed hiring's, actual expenditures are less than budget in various divisions. The unaudited surplus is approximately \$2.57M for the 2010 fiscal year, which represents approximately 1% of the By-law budget.



Katherine Lecy
Manager, Payroll & Accounts Payable
(604-247-4628)

Key Indicators

 City of Richmond Key Indicators - December 31, 2010						
All \$ in 000s	Q4 2010 Oct-Dec 2010	Q4 2009 Oct-Dec 2009	% Change	Year to Date Jan-Dec 2010	Year to Date Jan-Dec 2009	Year to date % change
Housing Starts						
Number of Housing Starts (number of units)	1,514	159	852.2%	3,179	272	1068.8%
Number of Demolitions	108	109	(0.9%)	555	192	189.1%
Net Housing Units Added	1,406	50	2712.0%	2,624	80	3180.0%
Building Permits						
Number of Building Permits Issued	391	323	21.1%	1,547	1,190	30.0%
Permit Revenues Collected (includes deferred revenue)	\$3,354	\$871	284.8%	\$8,007	\$2,675	199.3%
Value of Building Construction for Permits Issued	\$433,041	\$58,946	634.6%	\$811,759	\$163,246	397.3%
Development Applications						
Development Applications Received	53	71	(25.4%)	217	159	36.5%
Development Applications Revenue	\$194	\$179	8.4%	\$781	\$579	34.9%
Business Licenses						
Number of New Business Licenses Issued	298	340	(12.4%)	1,606	1,646	(2.4%)
Number of Employees Reported - New Licenses	1,303	2,067	(37.0%)	5,816	6,558	(11.3%)
Total Valid Licenses Renewed/(Discontinued)	(56)	1,296	(104.3%)	12,832	13,273	(3.3%)
Revenue Received for Current Year Licenses	\$443	\$425	4.4%	\$3,142	\$2,978	5.5%
Revenue Received for Next Year (Deferred)	\$1,306	\$1,054	23.9%	\$1,730	\$1,696	2.0%
Total License Revenue	\$1,749	\$1,479	18.3%	\$4,872	\$4,674	4.2%
<i>Year to date valid licenses and revenue include current year licenses issued in the prior year.</i>						
Other Revenues						
Parking Fine Revenue	\$337	\$323	4.5%	\$1,335	\$1,294	3.1%
Gaming Revenue	\$3,146	\$3,091	1.8%	\$12,563	\$11,857	6.0%
Traffic Fine Revenue to date	\$1,182	\$2,432	(51.4%)	\$1,182	\$2,432	(51.4%)
Development Cost Charges Income						
Roads, Water, Sewer DCC's Received	\$3,611	\$1,017	255.0%	\$14,760	\$3,494	322.5%
Parks DCC's Received	\$1,475	\$1,168	26.2%	\$11,341	\$2,513	351.3%
Total DCC Fees Received	\$5,086	\$2,186	132.7%	\$26,101	\$6,007	334.5%
Uncommitted Reserves						
DCC Reserves to date	\$34,424	\$18,470	86.4%	\$34,424	\$18,470	86.4%
Capital Funding Reserves to date	\$60,772	\$58,238	4.4%	\$60,772	\$58,238	4.4%
Affordable Housing Reserves to date	\$1,530	\$1,106	38.3%	\$1,530	\$1,106	38.3%
Other Reserves to date	\$88,830	\$107,747	(17.6%)	\$88,830	\$107,747	(17.6%)
Total Uncommitted Reserves to date	\$185,556	\$185,561	(0.0%)	\$185,556	\$185,561	(0.0%)
Taxes to date						
Taxes Collected	\$7,361	\$7,691	(4.3%)	\$322,685	\$311,290	3.7%
City Portion of Taxes Collected	\$3,607	\$3,768	(4.3%)	\$158,115	\$152,581	3.6%
Unpaid Taxes - Delinquent & Arrears	\$1,431	\$1,615	(11.4%)	\$1,431	\$1,615	(11.4%)
No. of Participants on PAWS (Pre authorized withdraws	5,799	5,534	4.8%	5,799	5,534	4.8%
PAWS	\$5,276	\$5,451	(3.2%)	\$15,926	\$17,128	(7.0%)
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>						

All \$ in 000s	Q4 2010 Oct-Dec 2010	Q4 2009 Oct-Dec 2009	% Change	Year to Date Jan-Dec 2010	Year to Date Jan-Dec 2009	Year to date % change
Employees						
Number of City Employees (City and Library)	1,884	1,885	(0.1%)	1,884	1,885	(0.1%)
Fire Rescue Responses						
	2,263	2,410	(6.1%)	9,048	9,240	(2.1%)
RCMP - Calls for Service Handled						
	18,449	20,131	(8.4%)	84,658	82,767	2.3%
Affordable Housing						
Affordable Rental Units	16	41	(61.0%)	46	233	(80.3%)
Secondary Suite/Coach House Units	4	12	(66.7%)	29	12	141.7%
Market Rental Units	-	2	(100.0%)	8	162	(95.1%)
Unspent Funds Allocated to Capital Projects to date	\$9,262	\$9,430	(1.8%)	\$9,262	\$9,430	(1.8%)
Investments						
Total Investments	\$513,466	\$527,498	(2.7%)	\$513,466	\$527,498	(2.7%)
Interest Earned on Investments						
Average City Rate of Return on Investments	2.83%	2.67%	0.16%	2.74%	2.93%	(0.19%)
<i>Sources: All data is from City of Richmond records</i>						
Market Indicators						
Median Residential Selling Prices - Richmond						
Single Family Detached	\$854	\$756	13.0%	\$835	\$702	19.0%
Townhouse	\$497	\$461	7.7%	\$493	\$441	11.7%
Apartment*	\$343	\$316	8.7%	\$333	\$305	9.2%
Number of Sales (all housing types)	1,080	1,367	(21.0%)	4,722	5,191	(9.0%)
<i>Source: Real Estate Board of Greater Vancouver</i>						
Unemployment Rate-Greater Vancouver	6.7%	7.4%	(0.7%)	7.4%	7.0%	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	4,143,963	5.3%	4,365,067	4,143,963	5.3%
Total sq. ft vacant space available Office YTD	797,364	728,611	9.4%	797,364	728,611	9.4%
Vacancy rate - Office (in %) YTD	18.27%	17.88%	2.2%	18.27%	17.88%	2.2%
Total sq. ft space Industrial YTD	36,208,363	35,989,013	0.6%	36,208,363	35,989,013	0.6%
Total sq. ft vacant space available Industrial YTD	1,279,446	1,623,118	(21.2%)	1,279,446	1,623,118	(21.2%)
Vacancy rate - Industrial (in %) YTD	3.53%	5.26%	(32.8%)	3.53%	5.26%	(32.8%)
<i>Source: Cushman & Wakefield Ltd. - Market Report</i>						
Richmond Population Estimate Year End*	2010:	196,858	2009:	193,505	2008:	189,056
<i>*Note: These population estimates include an estimate of the Census undercount. Amounts rounded to the nearest thousand.</i>						

Contract Awards
October 1, 2010 – December 31, 2010
(Sorted by Award Date)

	Contract Name	Award	Amount	Description	Department
1.	4192F Annual maintenance and support for the software programs: CLASS & POS	Active Network	\$ 83,820	This is the License and support services for Class (Community program registration system) POS (point of sale) is our computerize cash register system.	Information Technology
2.	4189J East Richmond Community Hall upgrades: Replacement of flooring, lights and roof repair	RMT Contracting	\$ 159,029	Infrastructure replacement project to keep our buildings in good condition.	Project Development & Facilities Services
3.	4186F Off set Gas Mains at new storm main on Bonavista Drive & Ransford Court	Terasen Gas	\$ 39,732	Required for storm sewer construction on Bonavista Drive.	PW - Engineering
4.	4184F Emergency service - sewer back up repair @ No 4 Fire Hall	On Side Restoration	\$ 32,721		Project Development & Facilities Services
5.	4183F Nelson Road/Highway 91 interchange	Ministry of Transportation & Infrastructure	\$ 33,855	First payment to MoT as part of Council approved cost-sharing agreement.	Transportation
6.	4182F Supply and delivery of VoIP telephone sets for Community Centres	Telus Communications	\$ 42,766	The long term plan is to migrate the peripheral sites onto the City VoIP telephone network to reduce operating costs by reducing our need for leased facilities from Telus.	Information Technology
7.	4181F Supply and install the steel structure at new RCMP Community Safety Building	PMC Builders Ltd	\$ 145,656		Project Development & Facilities Services
8.	4190F Design, supply and installation of sanitary sewer upgrades east of 8600 Park Road	Saffron Homes LP	\$ 63,000		PW - Engineering
9.	4188F ROO: Wayfinding and signage consulting phase 1 & 2 (project discover and conceptual design) for various city buildings	Cygnus Group	\$ 39,000	To consolidate the City's look and feel of Minoru Park signage and overall precinct wayfinding and Corporate branding.	Project Development & Facilities Services
10.	4187F ROO Legacy: Floor height work to rooms	PDF Construction Management	\$ 26,450		Project Development & Facilities Services
11.	4186F Disposal processing and marketing services for yard trimmings and organics	Fraser Richmond Soil and Fiber	\$ 36,809	Disposal processing and marketing services for yard trimmings and organics collected under residential organics program.	Fleet and Environmental Programs
12.	4186F Offset gas mains on St. Alban's Road	Terasen Gas	\$ 39,732	Required for watermain upgrades on St Alban's road.	PW - Engineering
13.	4185Q Supply and Install flooring at Minoru Ice	Fast-Track Floors	\$ 114,303	Replace current skate flooring with new product as per HHH /	Project Development &

	Arenas			CoR agreement. (Olympic Legacy)	Facilities Services
14.	4182J Demolition and construction of Nature Park storage shed	RMT Contracting	\$ 179,575	Replacement of existing structure that was falling apart.	Project Development & Facilities Services
15.	4079Q ROO: Wayfinding Richmond Speed Skating Oval	Imperial Signs	\$ 138,582		Project Development & Facilities Services
16.	4078J Upgrade pedestrian walkway at Minoru Arena	RMT Contracting	\$ 60,613	Provide safe walking thoroughfare for pedestrians through the Minoru Arena rear parking lot. Safety requirement	Project Development & Facilities Services
17.	4076F Supply and install five (5) skylights at Minoru Senior Centre	Phoenix Glass	\$ 65,500	Replace existing leaking plastic skylights with new sealed unit conventional pyramid glazing	Project Development & Facilities Services
18.	4068J Supply and install a filter at South Arm Pool	RMT Contracting	\$ 114,014	Infrastructure replacement project to replace aged and antiquated and leaking filter tanks and improve system	Project Development & Facilities Services
19.	4067F Buy out of lease for 2008 Ford F550 4 x 4 c/w Dump	Metro Ford	\$ 73,400	This is a vehicle acquisition for the sewer department to deliver tools, materials and equipment to jobs sites as part of maintenance and capital operations work.	Fleet and Environmental Programs
20.	Supply and Delivery of a generator	Cullen Diesel Power	\$ 50,525	Generators of this size are purchased for drainage pump stations to be used in the event of a major power outage. Depending on the size of the pump motors, we try to maintain a minimum of 50% pumping capacity to control high water levels, when on generator power	Roads and Construction Services
21.	4064F 2011 ICBC Insurance renewal for all fleet vehicles	AON Insurance Brokers	\$ 462,542	2011 ICBC Insurance renewal for all fleet vehicles	Fleet and Environmental Programs
22.	4056F 4186F Disposal processing and marketing services for yard trimmings and organics	Fraser Richmond Soil and Fiber	\$ 32,256	Disposal processing and marketing services for yard trimmings and organics collected under residential organics program.	Fleet and Environmental Programs
23.	4055Q Supply and install pontoon float construction at Garry Point	Pacific Industrial Marine Ltd	\$ 133,409	Waterfront Infrastructure development for special events	PW - Parks
24.	4021Q Supply and install a built-in gutter and wall at South Arm Community Centre	GRC Columbia Roofing Inc	\$ 61,190		Project Development & Facilities Services
25.	3999P Supply and delivery of automated external defibrillators (AED) for City of Richmond public buildings	Global Medical Services	\$ 49,370	30 AED units and storage cabinets to be installed at City public buildings, including City Hall, Community Centres, Arenas, Pools, Libraries, and Gateway Theatre.	PW – Parks and Recreation
26.	T.3986 Bonavista Area Watermain replacement and drainage upgrade	Targa Contracting Ltd.	\$ 2,218,475	To replace aging water and sewer infrastructure.	PW - Engineering
27.	T.3965 General contractor Hamilton Community	EllisDon Construction	\$2,915,488		Project Development &

	Centre				Facilities Services
28.	3956F Project consulting services for the Japanese Nurses Residence	Birmingham & Wood Architects and Planners	\$ 30,000	Preparation of the Program Plan, Conservation Plan and Interpretation Plan to prepare for the restoration of the Japanese Nurses Residence.	Heritage and Cultural Services
29.	3955Q Supply and installation of video detection equipment parts	Econolite Canada Ltd	\$ 149,877	Addition of video camera detection as part of approved capital programs for intersection improvements.	Transportation
30.	3952F Heating, venting, air conditioning Contractor	Airon Heating and Air Conditioning Ltd.	\$ 500,000		Project Development & Facilities Services
31.	3881EOI Richmond Fire-Rescue master plan	AtFocus Inc.	\$ 90,000	Contract with consultants to produce Richmond Fire Rescue Master Plan	Richmond Fire-Rescue