



City of Richmond

Report to Committee

To: General Purpose Committee

Date: November 24, 2008

From: Jerry Chong
Director, Finance

File:

Re: 2008 3rd Quarter Financial Information

Staff Recommendation

That the report on Financial Information for the 3rd quarter ended September 30, 2008 be received for information.

Jerry Chong
Director, Finance
(4064)

FOR ORIGINATING DEPARTMENT USE ONLY		
CONCURRENCE OF GENERAL MANAGER		
REVIEWED BY TAG	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>
REVIEWED BY CAO	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>

Staff Report

Origin

The following financial updates have been provided for the 3rd quarter ended September 30, 2008.

- Statement of net revenues/(expenditures) (actual vs. budget)
- Net Expenditure by Service Type – **Appendix 1**
- Quarterly Gross Expenditure Comparison – **Appendix 2**
- Revenue Updates – **Appendix 3**
- Status of Capital Program (Project Summary) – **Appendix 4**
- Investment Portfolio – **Appendix 5**
- Key Indicator Trends – **Appendix 6**
- Key Indicators – **Appendix 7**
- City Employees – **Appendix 8**
- Contract Awards – **Appendix 9**

Analysis

Financial Performance

The 3rd quarter financial results show a year-to-date net variance of \$8.4 million compared to a break-even budget. Favourable variances have occurred primarily in such areas as RCMP \$3.1 million, Planning & Development Services \$1.2 million, Business & Financial Services \$0.9 million, Parks, Recreation & Cultural Services \$0.7 million, Engineering and Public Works \$0.67 million, and Richmond Public Library \$0.54 million. More detailed explanations for these variances are given in the following pages. Seasonal spending patterns have continued in the 3rd quarter contributing to favourable variances as the budgets are spread evenly through the year.

**Statement of net revenues/expenditures for
3rd Quarter ended September 30, 2008**

	Actual	Budget	Variance	Projected Year End Variance
RCMP	\$ (20,580,078)	\$ (23,674,876)	\$ 3,094,798	\$ 3,000,000
Fire Rescue	(19,350,204)	(19,633,639)	283,435	-
Parks Recreation & Culture	(17,838,801)	(18,541,319)	702,518	-
Engineering & Public Works	(17,249,083)	(17,914,570)	665,488	-
Corporate Services	(9,426,135)	(9,790,508)	364,373	-
Library	(4,756,517)	(5,298,258)	541,741	-
Law & Community Safety	(1,745,490)	(1,947,052)	201,562	-
Planning & Development Services	(1,706,670)	(2,898,021)	1,191,351	500,000
Corporate Administration	(1,434,989)	(1,548,528)	113,539	-
ROBO & Major Projects	(844,944)	(910,806)	65,862	-
Business & Financial Services	(798,469)	(1,707,508)	909,039	-
Utilities	-	-	-	-
Fiscal	111,380,041	111,104,991	275,050	-
Transfer to Reserves	(7,239,906)	(7,239,906)	(0)	-
	\$ 8,408,755	\$ (0)	\$ 8,408,755	\$ 3,500,000

The following are the explanations of variances at the departmental level.

- The favourable variance in the RCMP is mainly due to the vacancies within the RCMP complement. The contract complement is currently at 174 positions versus the budgeted number of 209. These vacancies are mainly due to members on parental leave and gradual return to work. 10 members of the 209 complement are committed to the RCMP Integrated teams.
- Fire Rescue has a small favourable variance due to vacancies created by retiring firefighters, the gap between senior and probationary wages and the time lapse for recruitment. Even though calls have decreased by 8.6% the average call duration has increased by 52%. The average time spent on a call has increased from approximately 25 minutes to 38 minutes per call. This increase is primarily attributed to BC Ambulance Service instituting a new resources allocation plan. The plan decreased the numbers of first responder calls, however, increased the amount of time Fire Rescue spent at each call.
- Parks, Recreation and Cultural Services favourable variance are mainly in Aquatics \$0.23 million, Arenas \$0.25 million, due to increased revenues and vacancies. Year end results are expected to be on budget for the department.
- Favourable variance in Engineering and Public Works are mainly in Engineering Planning and Fleet. Engineering's favourable variance is due to vacancies. Fleet's favourable variance is due to low operating and public works maintenance expenditures compared to budget.
- Corporate Services has a favourable variance due to the timing of equipment maintenance contracts within Information Technology. Year end results are expected to be on budget for the department.

- Library is showing a favourable variance due to the timing of book purchases. This budget is expected to be fully utilized by year end.
- Law & Community Safety favourable variance is due to the timing of vacancies being filled and parking fine revenues which are currently higher than target. Year to date parking fine revenues are also higher compared to the 2007 year to date 3rd quarter results. This is due to the increase in the number of violations issued, an increase in voluntary payments, the continuing success of the City's dispute adjudication program and an increase in the parking rates effective July 12, 2008.
- Favourable variance in Planning and Development services is mainly due to favourable variance in building permit revenues and timing of OCP consulting expenditures. It is anticipated that the building permit revenues will be higher than budget at year end. However, the development application revenues are not expected to meet budget targets due to the economic slow down in the construction industry. Overall favourable variance of \$0.5 million is anticipated at year end for Planning and Development Services.
- Corporate Administration has a favourable variance due to a vacancy within the Sustainability section.
- ROBO and Major Projects are on budget.
- Business & Financial Services' favourable variance is due to higher than budgeted business license revenues within the first 3 quarters. The annual revenue expectations will be on budget. Vacancies and the time lags to fill positions have also contributed to the favourable variance. This budget is expected to be fully utilized by year end.
- Water Utility, Sewer Utility and Sanitation & Recycling are break-even
- The favourable variance in Fiscal is due to timing of expenditures and revenues.

Projected Year-end Variance at December 31, 2008

The City's projected year-end variance is approximately \$3.5 million. The RCMP is estimated at \$3.0 million based upon RCMP complement vacancies. Planning and development estimated variance is \$0.5 million based upon building permit revenues received year to date.

Net Expenditure by Service Type (Details see Appendix 1)

This report presents the comparison between budget and actual net expenditures for each type of service.

Quarterly Gross Expenditure Comparison (Details see Appendix 2)

This appendix compares gross expenditures by quarter by department.

Revenue Updates (Details see Appendix 3)

- 390 building permits were issued in the 3rd quarter, which is significantly lower than the 533 permits issued during the same quarter of last year, resulting in lower revenues compared to last year's 3rd quarter results.
- 53 development applications were issued in the 3rd quarter, which is lower than the 63 issued during the same quarter of last year. Corresponding revenues are also lower.
- Business license fees as of 3rd quarter are higher than the 2007 year to date 3rd quarter results. Year to date total valid business licenses issued are 12,850, which are higher than the corresponding period of last year of 12,679.
- Parking fine revenues are higher due to the increase in the number of tickets issued and the increase in voluntary payments due to the adjudication process and an increase in the parking rates effective July 12, 2008.
- Gaming revenues are at the same level as the corresponding quarter in 2007.
- DCC contributions received year to date in the 3rd quarter are significantly lower than the same quarter as last year due to the adverse effect of the current economic conditions and the impact on the construction and housing market.

Status of Capital Program Project Summary (Details see Appendix 4)

A summary of the City's major capital programs is provided in Appendix 3, which shows the total budgeted, and actual costs of the projects, incurred at September 30, 2008. The actual capital expenditures are at approximately 56% of the capital budget.

Investment Portfolio (Details see Appendix 5)

The City's investment portfolio at Sept 30, 2008 is \$570 million. The City's average return on investment for the 3rd quarter was 4.09%, a decrease of 0.39% from the corresponding quarter of 2007. The current market environment and cash flow projections have influenced the terms and types of investments which is reflected in the return.

Despite the ongoing global financial turmoil, the principal of our investment portfolio has not been significantly affected because of the strict guidelines imposed by our Investment Policy (3702). The Policy requires the City's investment activities to be managed in a manner that seeks to ensure the preservation of capital, along with the objective of realizing a reasonable rate of return on capital. It also allows the City to carry a diversified investment mix with strong credit quality. Our compliance with these investment guidelines makes the City's investment portfolio less susceptible to adverse economic conditions like those currently experienced in the global market.

Key Indicator Trends (Details see Appendix 6)

This appendix shows the general quarterly trend of key indicators for the years 2008 and 2007.

Key Indicators (Details see Appendix 7)

These appendices provide Committee members information with regard to general statistics for the year to date 2008 as compared to 2007.

City Employees (Details see Appendix 8)

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

Contract Awards (Details see Appendix 9)

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

Financial Impact

None.

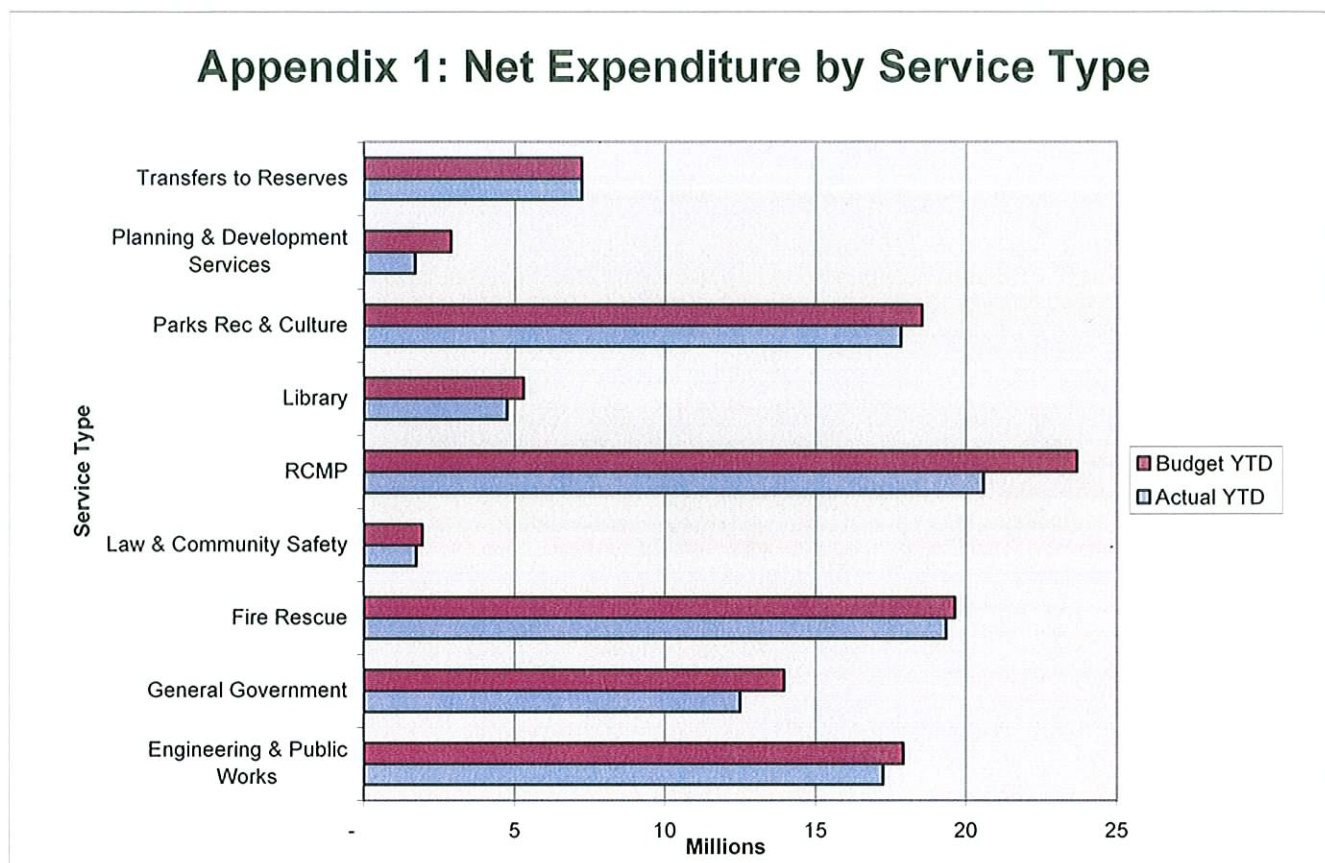
Conclusion

There are no major issues to report in the City's 2008 3rd quarter financial results.



Hari Suvarna
Manager, Budgets and Accounting
(4365)

Appendix 1: Net Expenditure by Service Type

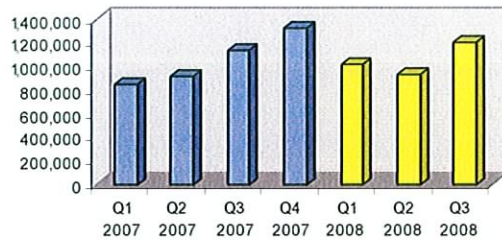


Statement of Net Expenditure

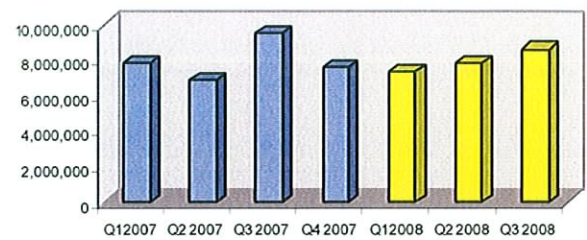
Service Type	Department	Actual YTD	Budget YTD	Budget Variance	Estimated YE Surplus
Engineering & Public Works	Engineering & Public Works	17,249,083	17,914,570	665,488	
General Government	General Government	12,504,536	13,957,350	1,452,813	
Law & Community Safety	Fire Rescue	19,350,204	19,633,639	283,435	
	Law & Community Safety	1,745,490	1,947,052	201,562	
	RCMP	20,580,078	23,674,876	3,094,798	3,000,000
Parks Rec & Cultural Services	Library	4,756,517	5,298,258	541,741	
	Parks Rec & Culture	17,838,801	18,541,319	702,518	
Planning & Development Services	Planning & Development Services	1,706,670	2,898,021	1,191,351	500,000
Transfers to Reserves	Transfers to Reserves	7,239,906	7,239,906	-	
Fiscal		(111,380,041)	(111,104,991)	275,050	
Total		(8,408,755)	-	8,408,755	3,500,000

Appendix 2: Quarterly Gross Expenditure Comparison

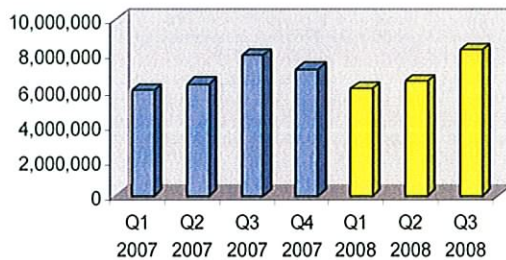
Law and Community Safety Admin



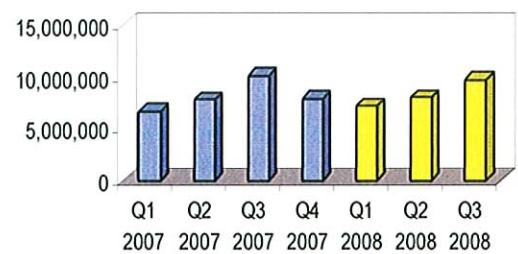
RCMP



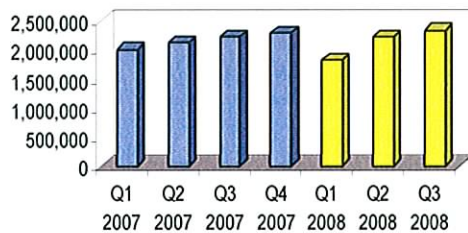
Fire & Rescue



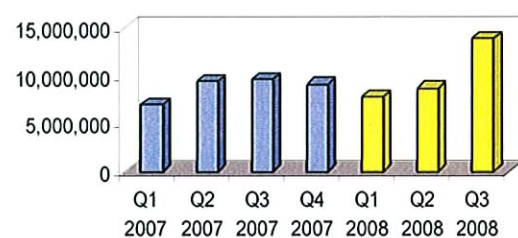
Park Rec & Culture



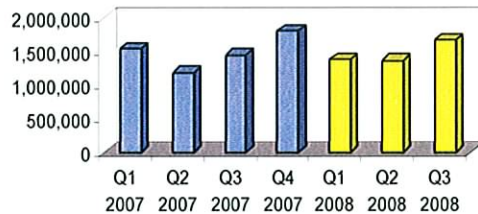
Library



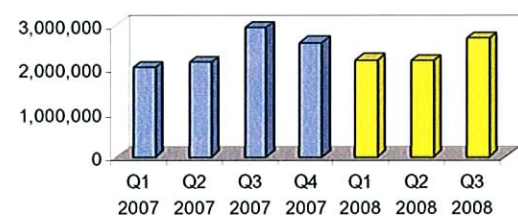
Engineering & Public Works



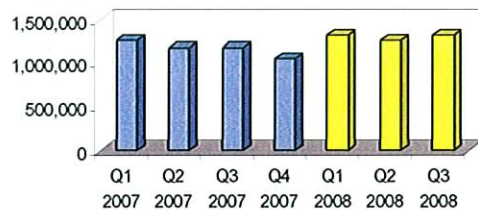
Business & Financial Services



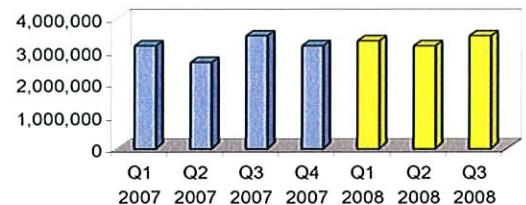
Planning & Development



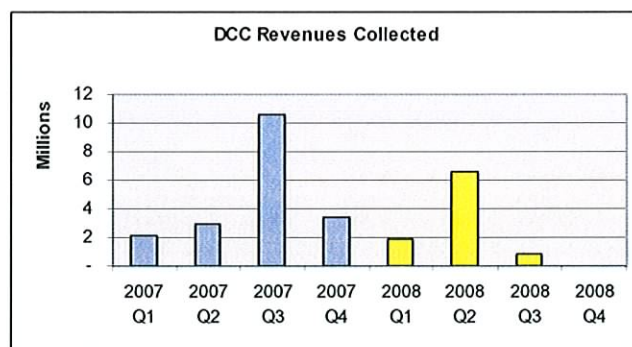
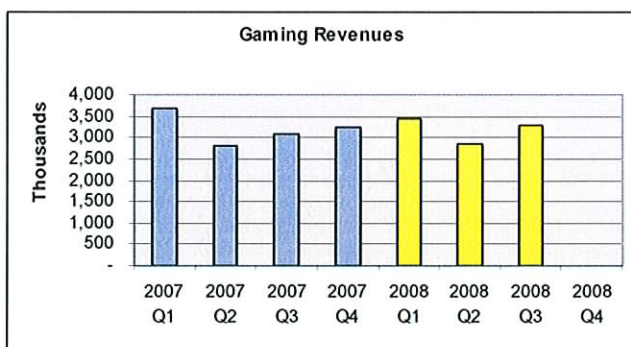
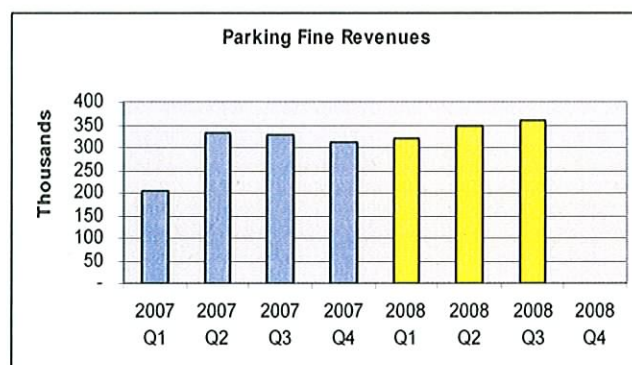
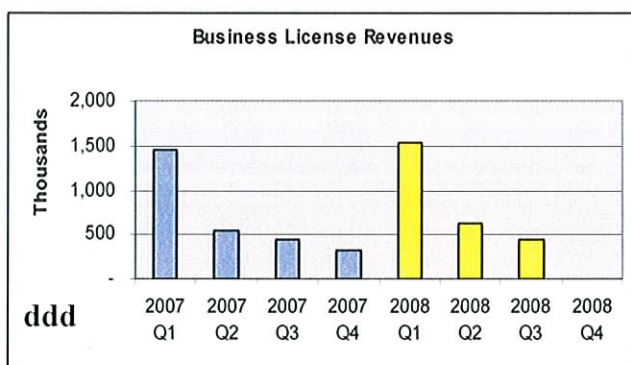
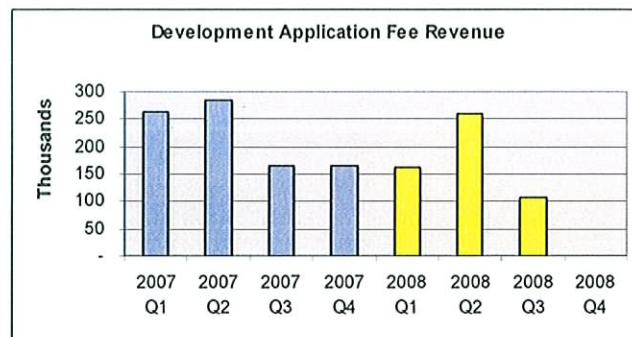
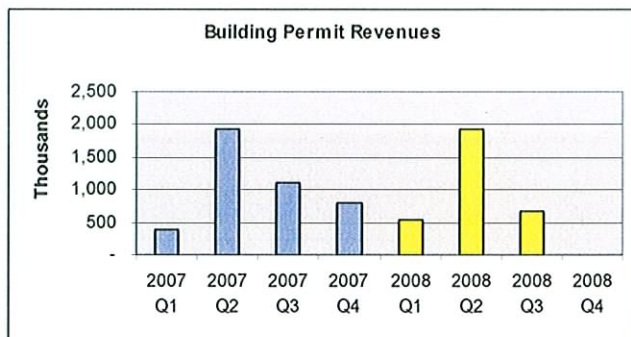
Corporate Adminstration



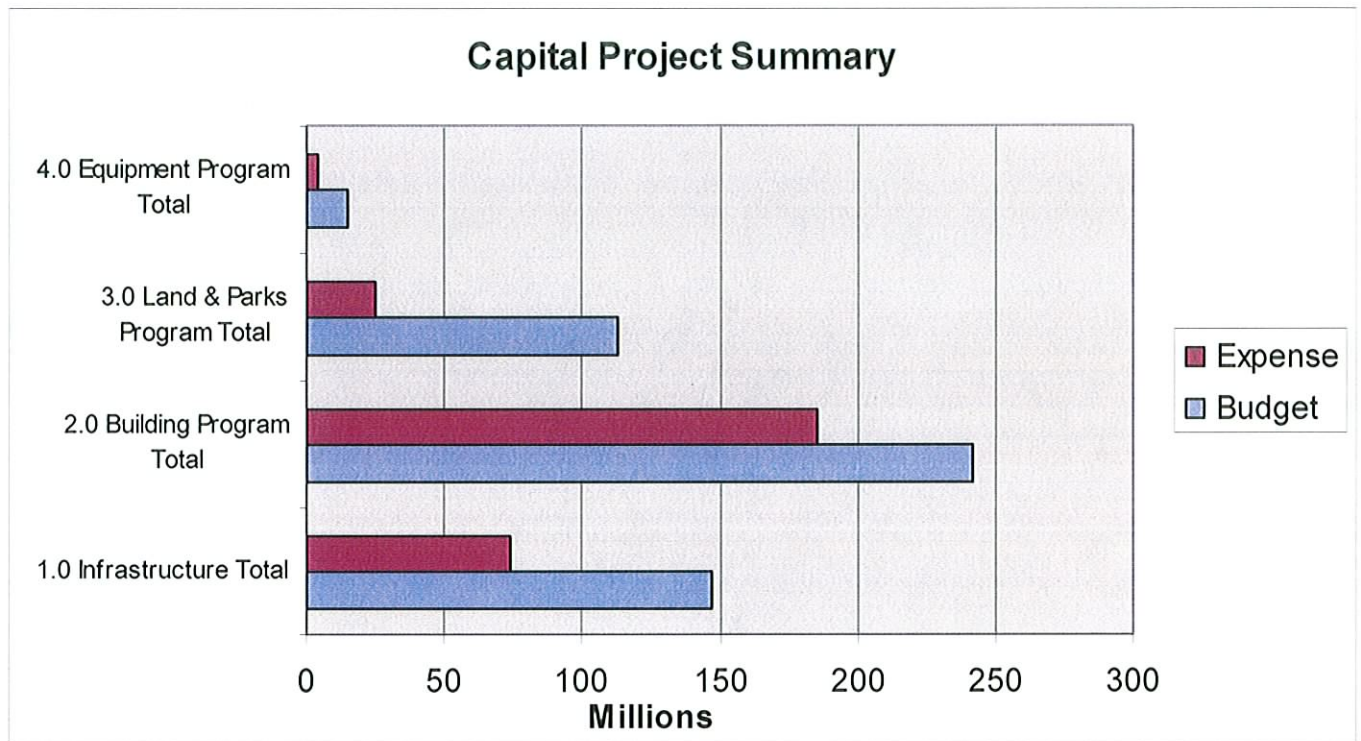
Corporate Services



Appendix 3: Revenue Updates

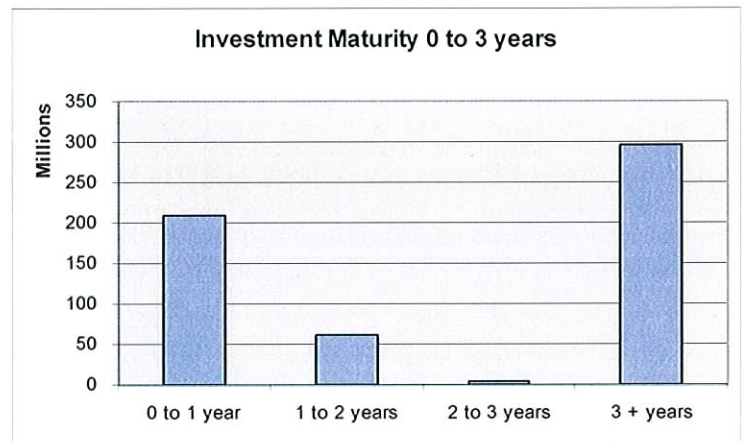
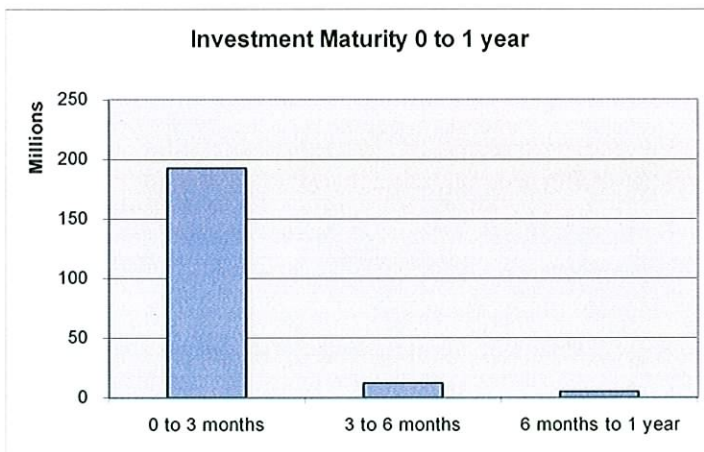
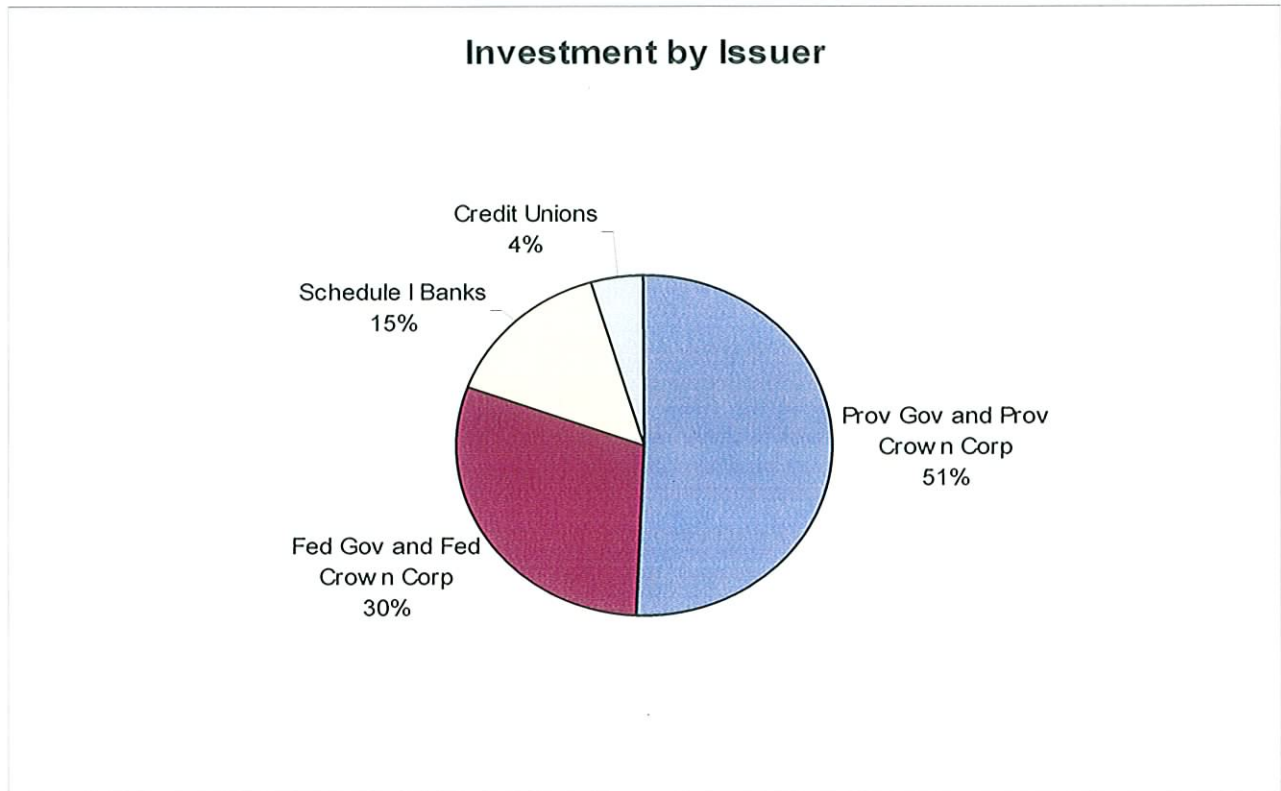


Appendix 4: Capital Project Summary



Statement of Capital Program Expenditures

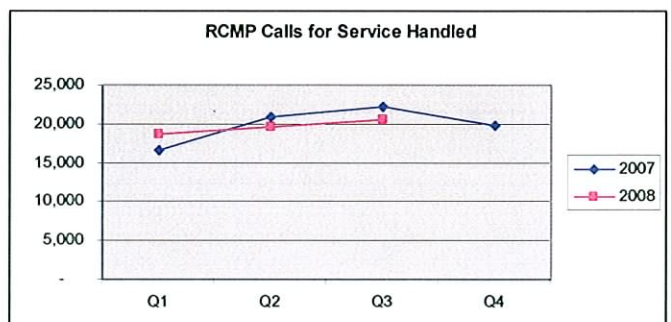
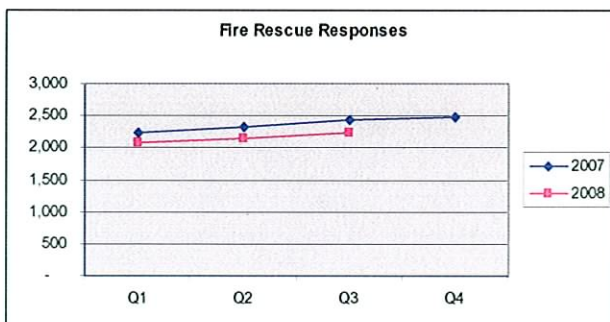
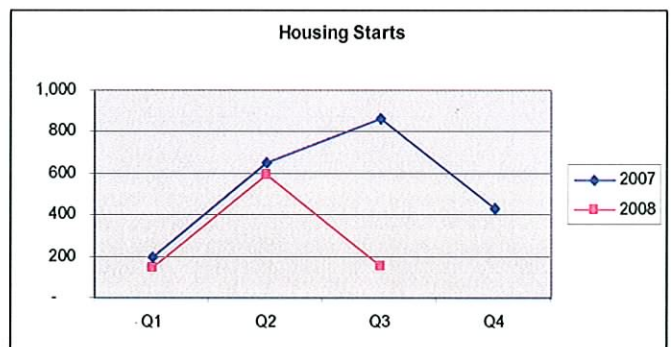
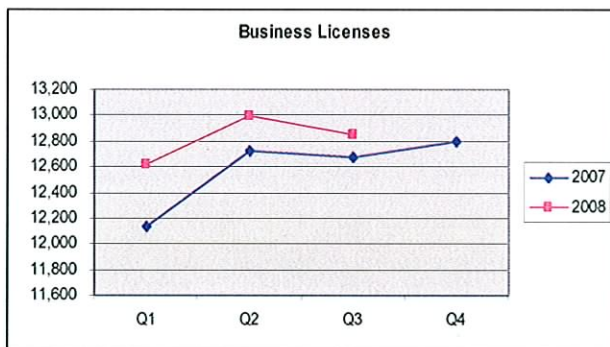
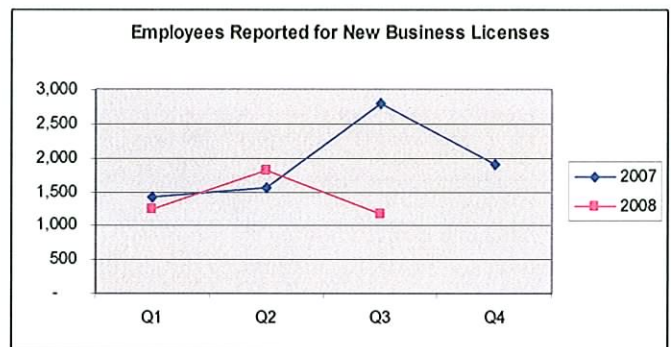
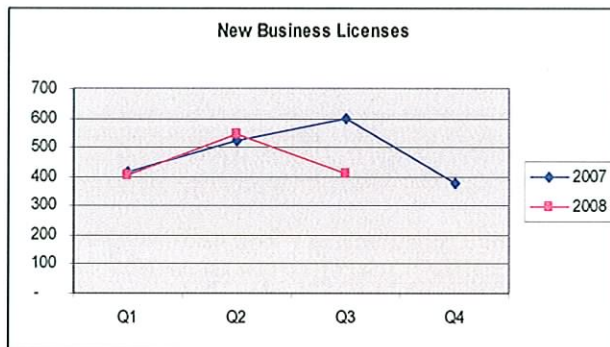
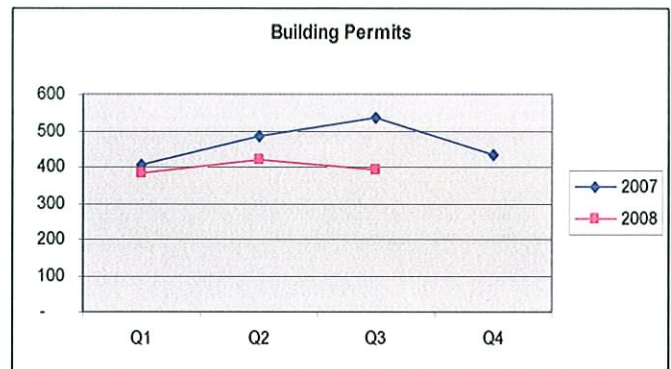
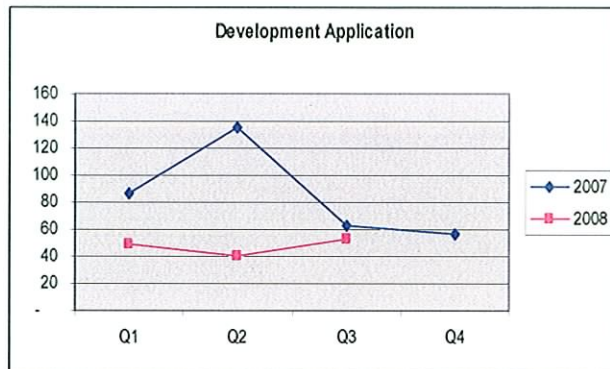
	Budget	Actual	Budget Variance
1.0 Infrastructure Total	147,126,421	74,149,777	72,976,644
2.0 Building Program Total	241,927,709	185,273,297	56,654,412
3.0 Land & Parks Program Total	112,744,614	25,224,853	87,519,761
4.0 Equipment Program Total	14,864,129	4,319,375	10,544,754
Grand Total	516,662,873	288,967,302	227,695,571

Appendix 5: Investment Portfolio

Appendix 5: Investment Portfolio...Continued

Investment	Value	% of Portfolio
Prov Gov and Prov Crown Corp		
Prov of Manitoba	\$ 5,900,000	1.03%
Prov of BC	\$ 14,755,000	2.59%
Prov of Ontario	\$ 128,320,429	22.50%
Prov of Quebec	\$ 41,696,263	7.31%
Hydro Quebec	\$ 4,040,000	0.71%
Prov of New Brunswick	\$ 6,082,768	1.07%
Prov of Nova Scotia	\$ 6,135,981	1.08%
Alta Treasury	\$ 31,369,918	5.50%
Alta Cap Fin Authority	\$ 50,000,000	8.77%
Total Prov Gov and Prov Crown Corp.	\$ 288,300,359	50.56%
Fed Gov and Fed Crown Corp		
Government of Canada	\$ 68,726,121	12.05%
Canadian Wheat Board	\$ 300,176	0.05%
CMHC	\$ 102,385,000	17.95%
Total Fed Gov and Fed Crown Corp	\$ 171,411,297	30.05%
Schedule 1 Banks		
Royal Bank of Canada	\$ 18,980,100	3.33%
Scotia Bank	\$ 96,556	0.02%
National Bank of Canada	\$ 8,617,465	1.51%
TD Financial	\$ 18,903,507	3.31%
BMO Financial	\$ 11,837,590	2.08%
First Bank	\$ 7,705,766	1.35%
Total Schedule 1 Banks	\$ 85,672,372	15.02%
Credit Unions		
G&F Financial	\$ 15,000,000	2.63%
Coast Capital Savings	\$ 10,000,000	1.75%
Total Credit Unions	\$ 25,000,000	4.38%
TOTAL	\$ 570,384,028	100%

Appendix 6: Key Indicators Trends





City of Richmond

Appendix 7

Key Indicators - Sept 30 2008

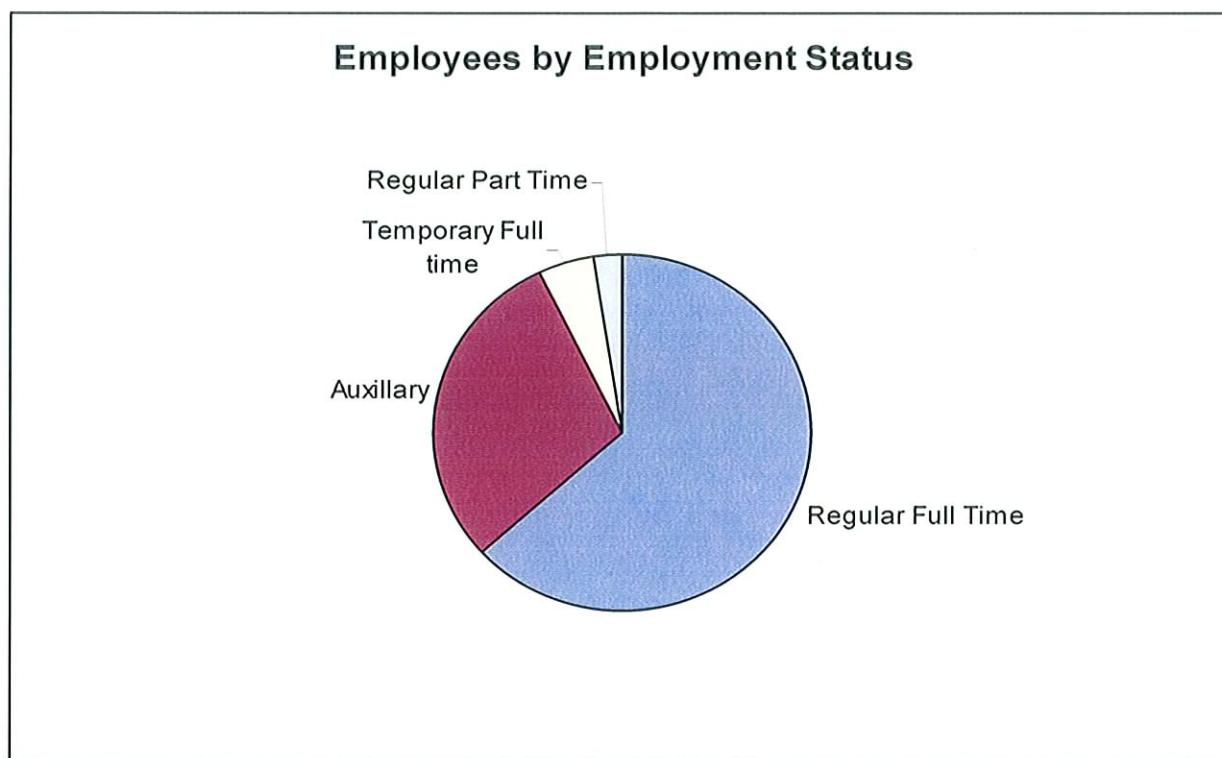
Population	Dec-08	Dec-07
Richmond Population Estimate Year End*	TBD	188,000

*Note: These population estimates include an estimate of the Census undercount. Amounts rounded to the nearest thousand.

	Q3 2008	Q3 2007	% Change	Year to Date Jan - Sept 2008	Year to Date Jan-Sept 2007
Building Permits					
Number of Building Permits Issued	390	533	(26.83%)	1,188	1,422
Value of Building Construction for Permits Issued	\$66,485,343	\$162,325,900	(59.04%)	\$351,583,011	\$484,050,905
Building Permit Revenue	\$672,131	\$1,112,379	(39.58%)	\$3,147,272	\$3,433,848
Development Applications					
Development Applications Received	53	63	(15.87%)	142	284
Development Applications Revenue	\$106,220	165,512	(35.82%)	526,327	714,954
Business Licenses					
Number of New Business Licenses Issued	409	597	(31.49%)	1,356	1,533
Number of Employees Reported - New Licenses	1,170	2,803	(58.26%)	4,223	5,775
Total Valid Licenses to date	12,850	12,679	1.35%	12,850	12,679
Revenue Received for Current Year Licenses	\$435,327	\$435,329	(0.00%)	\$2,594,120	\$2,432,077
Revenue Received for Next Year (Deferred)	\$187,667	\$186,765	0.48%	\$362,483	\$343,476
Total License Revenue	\$622,994	\$622,094	0.14%	\$2,956,603	\$2,775,553
Year to date valid licenses and revenue include current year licenses issued in the prior year.					
Housing Starts					
Number of Housing Starts (number of units)	149	864	(82.75%)	890	1,708
Number of Demolitions	127	113	12.39%	388	255
Net Housing Units Added	22	751	(97.07%)	502	1,453
Unemployment Rate - Greater Vancouver					
Regional Unemployment Rate (3-month moving avg.)	n/a	4.0%	n/a	n/a	4.0%
Source: Statistics Canada & BC Stats (Data not available for Richmond)					
Fire Rescue Responses					
Average time per call (minutes)	2,234	2,445	(8.63%)	6,452	7,001
	38	25	52.00%	38	25
Fire stats represent all calls, including public service calls					
RCMP - Calls for Service Handled					
	20,552	22,187	(7.37%)	58,792	59,634
Median Residential Selling Prices - Richmond					
Single Family Detached	\$696,583	\$682,000	2.14%	\$710,850	\$656,217
Townhouse	\$459,767	\$415,000	10.79%	\$460,406	\$413,983
Apartment	\$311,500	\$309,950	0.50%	\$318,119	\$286,556
Number of Sales (all housing types)	699	1,478	(52.71%)	3,008	4,282
Source: Real Estate Board of Greater Vancouver					
Retail Sales - Greater Vancouver Region					
Source: Statistics Canada (Data not available for Richmond)					

Sources: All data is from City of Richmond records except as noted

Financial Indicators	Q3 2008	Q3 2007	% Change	Year to Date Jan - Sept 2008	Year to Date Jan-Sept 2007
Affordable Housing					
Affordable Rental Housing	22	5	340.00%	62	27
Market Rental Units	7	0		141	110
Subsidized Housing (Square Feet)	50,000	50,000	0.00%	50,000	50,000
Unallocated Funds in Reserves	\$598,443	\$3,975,208	(84.95%)	\$598,443	3,975,208
Unspent Funds Allocated to Capital Projects	\$9,238,315	\$5,239,214	76.33%	\$9,238,315	5,239,214
Economic Development					
Total sq. ft of commercial space available	392,000	396,962	(1.25%)	392,000	396,962
Vacancy rate (in %)	9.80%	10.30%	(4.85%)	9.80%	10.30%
Investments					
Total Investments	\$570,384,029	\$576,824,385	(1.12%)	\$570,384,029	\$576,824,385
Average City Rate of Return on Investments	4.09%	4.48%	(8.71%)	4.09%	4.48%
Reserves					
DCC Reserves to date*	\$19,898,942	\$23,757,562	(16.24%)	\$19,898,942	\$23,757,562
Capital Funding Reserves to date	\$63,703,766	\$38,953,497	63.54%	\$63,703,766	\$38,953,497
Other Reserves to date	\$75,842,498	\$77,001,956	(1.51%)	\$75,842,498	\$77,001,956
Taxes					
Taxes Collected	\$187,574,751	\$189,144,311	(0.83%)	\$296,327,961	\$283,026,821
City Portion of Taxes Collected	\$91,911,628	\$92,680,712	(0.83%)	\$145,200,701	\$138,683,143
Unpaid Taxes - Delinquent & Arrears	\$1,833,403	\$1,864,680	(1.68%)	\$10,784,510	\$9,755,183
No. of Participants on Installment Plan	5,333	5,193	2.70%	5,333	5,193
Installment Plan Monthly Payments	\$1,610,888	\$1,600,527	0.65%	\$7,906,734	\$7,756,491
Interest Rate Paid to IP Participants	2.75%	4.00%	(31.25%)	2.75%	4.00%
Development Cost Charges Income					
Total DCC Fees Received To Date	\$9,285,450	\$15,671,467	(40.75%)	\$9,285,450	\$15,671,467
Roads, Water, Sewer DCC's Received To Date	\$5,524,583	\$6,851,445	(19.37%)	\$5,524,583	\$6,851,445
Parks DCC's Received To Date	\$3,760,867	\$8,820,021	(57.36%)	\$3,760,867	\$8,820,021
Other Revenues					
Parking Revenue	\$358,897	\$328,623	9.21%	\$1,027,408	\$897,773
Gaming Revenue	\$3,269,263	\$3,085,640	5.95%	\$9,586,320	\$9,556,196
Traffic Fine Revenue	\$2,230,831	\$2,180,432	2.31%	\$2,230,831	\$2,180,432
Payroll					
Gross City Payroll (City and Library)\$	25,073,567	\$23,435,355	6.99%	\$68,056,880	\$62,919,463
Number of City Employees (City and Library)	1,879	1,833	2.51%	1,879	1,833

Appendix 8: City Employees**Employee by Employment Status**

Regular Full Time	1191	63%
Auxillary	551	29%
Temporary Full time	88	5%
Regular Part Time	49	3%
Total	<u>1879</u>	100%

Contract Awards
JULY 1, 2008 – SEPTEMBER 30, 2008
Appendix 9

	Contract Name	Award	Amount	Department
1	3195P Middle Arm Greenway Design	UMA/EDAW	\$264,277	PW - Parks
2	T.3200 Ackroyd Road Sanitary Pump Station Construction	Merletti Construction (1999) Ltd.	\$563,600	PW - Engineering
3	3224P West Cambie Drainage Upgrades Design	Aplin & Martin	\$127,285	PW - Engineering
4	3238P West Cambie Drainage Pump Station Upgrade Design	Aplin & Martin	\$244,840	PW - Engineering
5	T.3248 Depot Recycling	BFI Super Save Disposal Metro Waste	\$46,415 \$65,296 \$5,746	PW – Environmental Programs
6	T.3249 No. 3 Road Restoration Project: Sections 2 & 3 - Cambie Rd - Westminster Hwy	Imperial Paving	\$11,511,292	PW - Engineering
7	3266P Replacement of Wave Generator at Watermania	Whitewater West Industries	\$117,994	PW - Facilities
8	3272P Feasibility Study for Additional Community Space in Hamilton	Cornerstone Planning Group	\$47,619	Recreational and Cultural Services
9	3279P Child Care Coordinator (Part Time)	Work Family & Life Consulting	\$35,714	Policy Planning
10	T.3289 Horseshoe Slough Pump Station Inlet Upgrade	Merletti Construction	\$422,500	PW - Engineering
11	T.3290 Construction of 2008 East Richmond Drainage and Irrigation Upgrades	J.S. Ferguson	\$496,350	PW - Engineering
12	3300Q Roof Rehabilitation - Rod and Gun Club	Affiliated Roofers	\$27,004	PW - Facilities
13	3309F Supply and Install a Nederman exhaust system at Two Fire Halls	Nederman Products	\$ 69,958	Fire Rescue
14	3310Q Portable Bleacher Seating Units	Centaur Products Inc.	\$375,550	Major Projects
15	3310F Consulting Services - Parks Land Acquisition Strategy	G.P. Rollo & Associates	\$29,000	PW – Parks
16	3312F Supply and Delivery of two 2008 CAT CB 14 ride on rollers	Finning (Canada)	\$48,914	PW – Fleet
17	3315F Supply and Delivery of a Trailer	Intercontinental Truck Body Inc.	\$52,692	PW – Water
18	3316F Holmatro Rescue Equipment for 2007 SVI Rescue Pump	KGC Fire Rescue Inc.	\$49,414	Fire-Rescue
19	3317F Consulting Services to Lead the "Oval Precinct & Surrounding Area Public Art Plan"	Other Sights for Artists' Projects Association	\$185,000	PW – Parks
20	3319F Consulting Services for the City's Taxation Utility Process	Tempest Development Group Inc.	\$29,925	Business & Financial Services
21	3320F Supply and Delivery of one Multifunctional system (scan, copy and print)	OCE Canada Ltd.	\$22,670	Corporate Services

22	3321F Installation of two Net Sculpture Nettings for Public Art on Oval Lands	Net Services, LLC	\$36,000	Recreational and Cultural Services
23	3322F Supply and Installation of Public Art on the Oval Lands (Water Sky Garden)	Diamond Nets, Inc.	\$73,000	Recreational & Cultural Services
24	3323F Supply and install of 1,112.5 lbs of Tenard Fiber (Public Art) on Oval Lands	Janet Echelman, Inc.	\$106,800	Recreational & Cultural Services
25	3324F Annual Renewal Maintenance Contract for Hansen Software	Hansen Information Technologies	\$111,415	Information Technology
26	3325F Supply and Install Carpet to City Hall 2nd Floor areas	Island Carpet	\$ 35,476	PW - Facilities
27	3326Q Supply and Install of Radiant Heaters at Richmond Ice Centre	Can-Tec Electrical Services	\$112,088	PW - Facilities
28	3330F Playground Equipment for King George Park	Swing Time Distributors	\$41,401	PW - Parks
29	3333F Supply and Delivery of Heads Up Displays Conversion Kits for SCBA	Acklands Grainger Inc.	\$46,907	Fire-Rescue
30	3334F Supply & Install of Healt Beat System and 320 Playful Tiles	Habitat Systems Incorporated	\$51,427	PW - Parks
31	3397Q Supply and Delivery of Road Salt 2008 - 2009	MainRoad Maintenance	\$80,000	PW – Roads and Construction
32	3335F Supply and Installation of Motorized Blinds in City Hall	Westport Manufacturing	\$32,680	Major Projects
33	3336F Masonry for Paddling Centre	Gracom Masonry	\$53,330	Major Projects
34	3338F Three month Restorative Justice Program	Touchstone Family Assoc	\$95,000	Law
35	3340F Development of "Telling the Stories of Richmond Art Work" for Oval	Deanne Achong & Faith Moosang	\$150,000	Recreational and Cultural Services
36	3342F Consultant Fees for Oval Events	Rocha Taner Results	\$36,250	Olympic Business Office
37	3344F Financial Reporting	OA Solutions	\$42,250	Business & Financial Services
38	3345F Supply and Delivery of one 2000 Genie Straight 80' Boom w/ attachments	United Rentals	\$35,395	Olympic Business Office
39	3366F Fitness Equipment for the Olympic Oval	Fitness Town	\$192,857	Olympic Business Office
40	3352F Supply and Install Universally Accessible Children's Equipment	Rec Tec Industries	\$67,345	PW – Parks
41	3354F Microsoft Software Assurance	Softchoice	\$77,545	Information Technology
42	3355F Supply of Additional Sand to Site for Landscape Works at the Richmond Oval Site	E. Mathers Bulldozing Ltd.	\$25,171	Major Projects
43	3356F Supply and Delivery of a Propane Forklift	BC Lift Truck Industries	\$36,000	Olympic Business Office
44	3358F Strategic Consulting Services for Richmond Oval	SM Management Group Canada	\$68,690	Olympic Business Office
45	3359F Supply and Install 6mm Glass and Window Film for City Hall Phase 4 Construction	Superior Glass	\$33,625	PW - Facilities
46	3360F Supply and Installation of Gateway Signage - "Look of the Games Program"	Panther Management	\$28,400	PW – Parks

47	3361F Road Maintenance Services - Knight Street Corridor	Main Road Lower Mainland Contracting Ltd.	\$108,805	PW – Roads & Construction
48	3362Q Supply and Install - Roof Rehabilitation - Steveston Post Office/Museum	Broadway Roofing	\$44,543	PW - Facilities
49	3365Q Supply and Delivery of Box Culvert (for No. 2 Road)	Langley Concrete Group	\$151,497	PW – Engineering
50	3368F Fitness Equipment for the Olympic Oval	Life Fitness	\$9,700	Olympic Business Office
51	3369F Fitness Equipment for the Olympic Oval	Technogym USA	\$176,273	Olympic Business Office
52	3371F Supply and Installation of Principal Building Signage (Rings) for Richmond Oval	Knight Signs	\$123,327	Olympic Business Office
53	3373F Consulting Services for Oval IT Systems at Hollybridge Office	Sun Microsystems	\$25,000	Olympic Business Office
54	3375F Consulting for Neighbourhood Energy Utility (NEU) at City Centre Area	Compass Resource Management	\$70,000	PW - Facilities
55	3376F Supply & Install T5 Fixtures at Watermania	Pacific Energy Solutions LLC	\$30,276	PW - Facilities
56	3377F Implementation of SAGE ACCPAC Software Computer Package for Richmond Oval	Plus Computer Solutions Ltd.	\$25,500	Olympic Business Office
57	3381F Restoration Damages to Library and Cultural Centre	Pro Claim Restoration	\$50,000	PW - Facilities
58	3382F Testing of Ozone, Lights & Ice - Ice Rink at Richmond Oval	Tangible Interaction Design	\$29,500	Olympic Business Office
59	3383F Sponsorship Program Management	DM Jones & Associates Inc.	\$33,000	Olympic Business Office
60	3384F Production Management Consulting & Operational Services for 2008 Oval Opening Ceremony & Richmond Winterfest Weekend 2009	Purchase & Associates	\$26,250	Olympic Business Office
61	3385F Paddling Centre: Reinforced Concrete	UCC Group	\$46,500	Major Projects
62	3386F Paddling Center: Stainless Steel Items	Epic Metalworks Inc	\$34,650	Major Projects
63	3387F Paddling Centre: Tile	Greystone Tile & Stone Ltd.	\$69,471	Major Projects
64	3388F Professional Services - 2010 Community Info Centre and Volunteer Program Services	Volunteer Richmond	\$466,240	Corporate Communications
65	3391F Supply & Install Video Wall Frame For Spinning Room in Richmond Oval	George Third & Son	\$41,285	Olympic Business Office