



City of Richmond

Report to Committee

To: Finance Committee

Date: August 21, 2020

From: Jerry Chong
Director, Finance

File: 03-0970-09-01/2020-
Vol 01

Re: Financial Information – 2nd Quarter June 30, 2020

Staff Recommendation

That the staff report titled, “Financial Information – 2nd Quarter June 30, 2020”, dated August 21, 2020 from the Director, Finance be received for information.

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

Att: 6

REPORT CONCURRENCE		
ROUTED TO:	CONCURRENCE	CONCURRENCE OF GENERAL MANAGER
Arts, Culture & Heritage	<input checked="" type="checkbox"/>	
Building Approvals	<input checked="" type="checkbox"/>	
Community Bylaws	<input checked="" type="checkbox"/>	
Community Social Development	<input checked="" type="checkbox"/>	
Development Applications	<input checked="" type="checkbox"/>	
Economic Development	<input checked="" type="checkbox"/>	
Engineering	<input checked="" type="checkbox"/>	
Facilities and Project Development	<input checked="" type="checkbox"/>	
Fire Rescue	<input checked="" type="checkbox"/>	
Information Technology	<input checked="" type="checkbox"/>	
Parks Services	<input checked="" type="checkbox"/>	
Public Works	<input checked="" type="checkbox"/>	
RCMP	<input checked="" type="checkbox"/>	
Real Estate Services	<input checked="" type="checkbox"/>	
Recreation Services	<input checked="" type="checkbox"/>	
Transportation	<input checked="" type="checkbox"/>	
Library Services	<input checked="" type="checkbox"/>	
SENIOR STAFF REPORT REVIEW	INITIALS: 	APPROVED BY CAO

Origin

Pre-audited financial information for the 2nd quarter ended on June 30, 2020 is being provided to the Finance Committee for review. The report provides details on the economic environment, financial results and other key indicator information. The financial information provides Council with an overview of the City of Richmond's (the City) financial results throughout the year and before the annual audited financial statements are presented.

The COVID-19 pandemic began to impact the City's financial results in mid-March by closure of public facilities, including libraries, community and recreation centres, and cultural facilities. Effective May 20, 2020, Council has endorsed the Restoring Richmond Plan for the gradual reimplementation of program and services through a step-by-step approach to reopening various City services, amenities and facilities while maintaining physical distancing and public health guidelines. Due to the pandemic, the City continues to experience reductions in revenue such as gaming revenues and investment income, which will have a significant impact on future quarterly results. The length of the economic disruption and recovery is uncertain at this time.

This report supports Council's Strategic Plan 2018-2022 Strategic Focus Area #5 Sound Financial Management and #8 An Engaged and Informed Community:

5.1 Maintain a strong and robust financial position.

5.2 Clear accountability through transparent budgeting practices and effective public communication.

8.2 Ensure citizens are well-informed with timely, accurate and easily accessible communication using a variety of methods and tools.

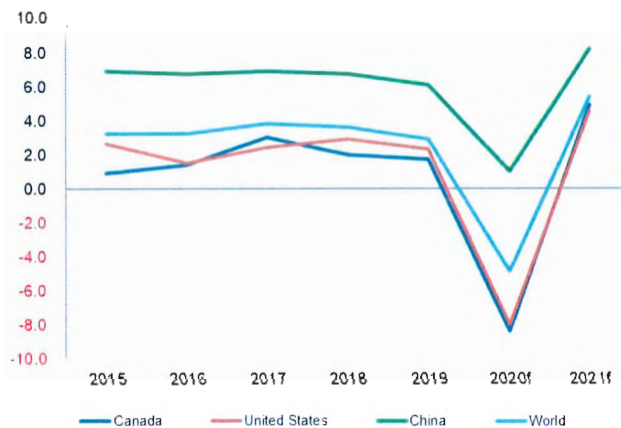
Analysis

Macroeconomic Indicators & Forecast

The COVID-19 pandemic continues to have a significant impact on regional, national and global economies as necessary public health protection measures are drastically impacting daily life and economic activity.

The timing and extent of global and domestic economic recovery will depend on the effectiveness of public health measures and the impact of targeted policy support.

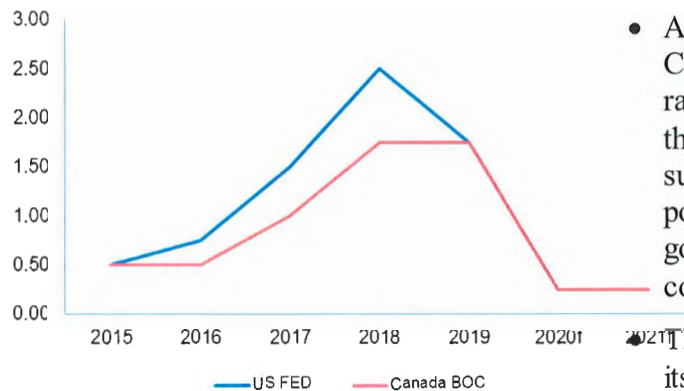
1) Global Growth – Real GDP % Change¹



- The International Monetary Fund (IMF) projects the global economy will contract by 4.9% in 2020. This was revised downward from the previous forecast of a 3.0% decline.
- Following the release of the IMF's April 2020 outlook, the pandemic rapidly intensified in some countries and caused even larger disruptions to activity than predicted.
- In Canada, the GDP is forecast to decline by 8.4% in 2020 and the U.S. GDP is forecast to decline by 8.0%.
- Global GDP growth is forecast to slowly rebound at 5.4% in 2021. Canadian and U.S. GDP growth forecasts are 4.9% and 4.5%, respectively for 2021.

¹ International Monetary Fund, World Economic Outlook (June 2020)

2) Interest Rates – US and Canadian Overnight Central Bank Rate % at Year-End²



- At the end of Q1 2020, the Bank of Canada (BoC) cut the overnight lending rate to 0.25%, where it has remained throughout Q2 2020. This was part of a suite of aggressive monetary and fiscal policy measures by the Canadian government to combat difficult economic conditions resulting from COVID-19.

The BoC rate is forecasted to remain at its lower bound at the end of 2020 and throughout 2021 as gradual economic recovery occurs.

- The U.S. Federal Reserve (US FED) rate continued at 0.25% where it is expected to remain at the end of 2020 and throughout 2021.

3) Exchange Rates – CAD/USD at Year-End³



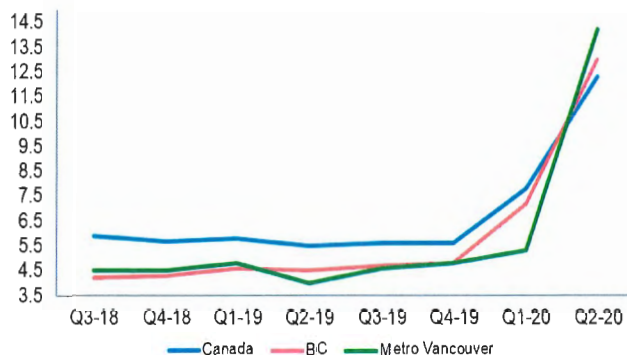
- The decline in oil prices had a negative impact on the value of the Canadian currency prior to the global pandemic.
- The Canadian dollar (CAD) is expected to further depreciate against the US dollar in the mid-term, ending 2020 at \$1.40 CAD per \$1 USD and rebounding partially in 2021 to \$1.35 CAD per \$1 USD.
- The weaker Canadian dollar may benefit non-commodity exports as the economy recovers.

² US Federal Reserve, Bank of Canada and Royal Bank Economic Research Forecast (June 2020)

³ Royal Bank Economic Research Forecast (June 2020)

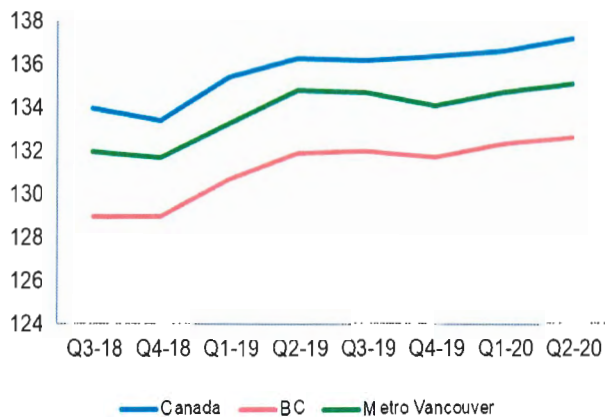
Regional & Local Economic Activity Indicators

4) Unemployment⁴



- From February to April 2020, 5.5 million Canadian workers were affected by the COVID-19 economic shutdown.
- Jobs in aviation, accommodation, hospitality, entertainment and cultural industries have so far been most significantly impacted.
- At the end of Q2 2020, Canada, BC and Metro Vancouver unemployment rates increased to 12.3%, 13.0% and 13.1%, respectively.
- The extent of the temporary and permanent job losses that will occur as a result of the economic downturn is not determinable at this time.

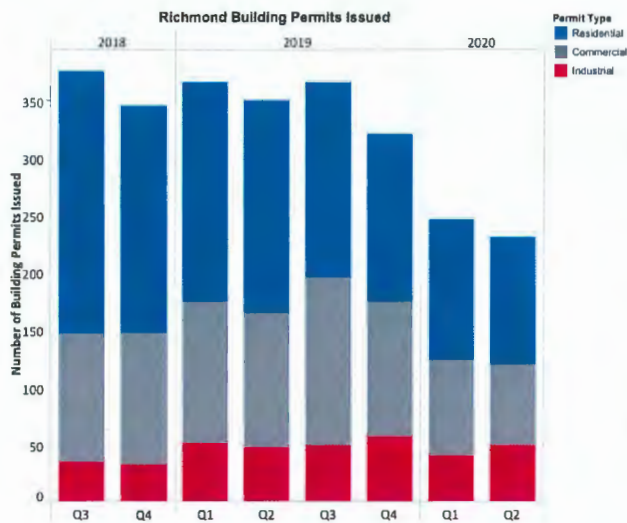
5) Consumer Price Index (CPI – 2002=100)⁵



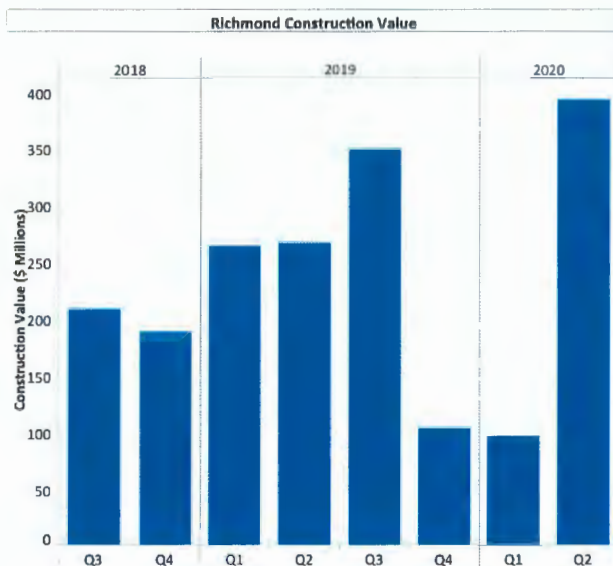
- At the end of Q2 2020, the CPI climbed by 0.7% in Canada, 0.5% in British Columbia and 0.2% in Metro Vancouver, compared to the same period last year.
- The direct and indirect effects of COVID-19 have dragged CPI inflation below BoC's targeted range between 1 and 3 percent.
- Despite an increased demand for groceries and household items, travel limitations and temporary business closures have resulted in lower prices for items such as gasoline, clothing and footwear.

⁴ Statistics Canada

⁵ Statistics Canada

6) Building Permits – Richmond⁶

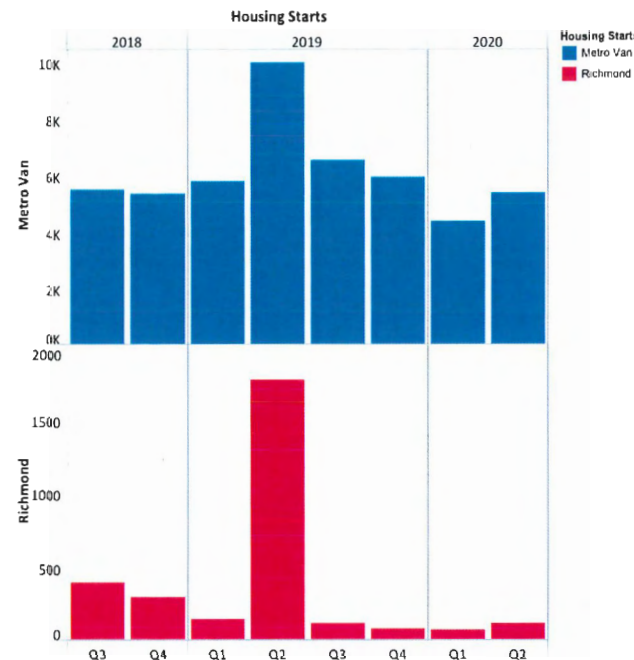
- In Q2 2020, there were 111 residential, 70 commercial, and 49 industrial building permits issued in Richmond.
- This represents a 34% decrease in the number of building permits issued over the same period last year, however, this is not indicative of the number of permits that are in-stream and under review as the number of applications received has increased over the same period in 2019.
- This trend indicates fewer, but larger and more complex multi-family project applications, which take significantly longer to process. These applications may result in lower permit issuances in certain periods, but will ultimately result in more housing units and higher construction value.



\$392 million in construction value was registered in Q2 2020, an increase of 47% over the same period last year further supporting the trend toward larger and more complex projects of higher value.

- During the first six months of 2020, the value of construction activity in Richmond decreased by 8.0% over the same period last year, down from \$530 million to \$487 million.

⁶ City of Richmond Building Permits

7) Housing Starts⁷

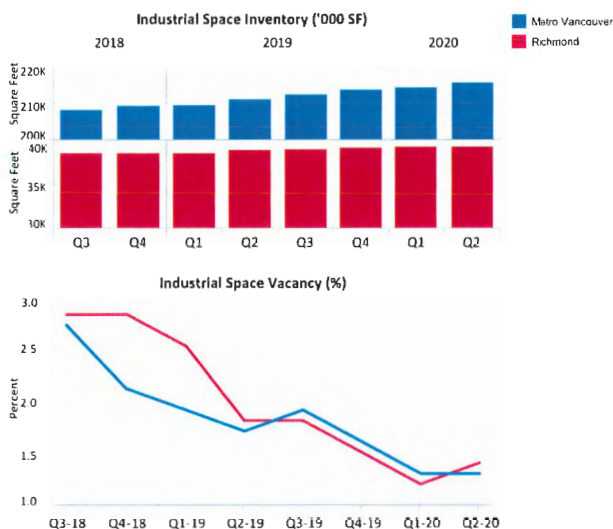
- In Q2 2020, there were 114 housing starts in Richmond and 5,384 in Metro Vancouver, as measured by the Canada Mortgage and Housing Corporation (CMHC) and based on their verification that construction work has commenced⁸.
- Year to date housing starts in Richmond and Metro Vancouver declined by 90% and 38% respectively, over the same six-month period in 2019.
- The change in CHMC's housing start data for Richmond in Q2 2020 does not directly compare to the change in residential building permits issued by the City. This is mainly due to the varying timing between issuing a residential building permit and determining a housing start.

⁷ Canada Mortgage and Housing Corporation

⁸ Housing Start is defined as the beginning of construction work on a building, generally when the concrete has been poured for the whole of the footing around the structure, or an equivalent stage where a basement will not be part of the structure.

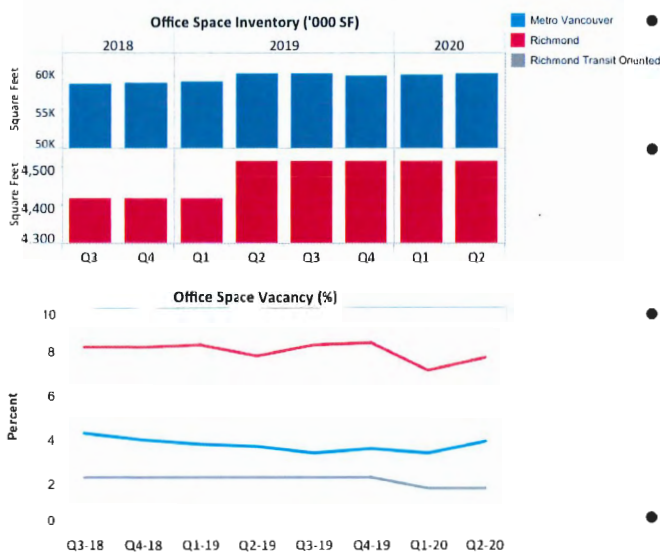
8) Commercial Space⁹

a) Industrial Space



- In Q2 2020, industrial sales and leasing activity has remained relatively stable despite COVID-19 disruptions, when compared to the retail and office markets.
- 312,000 square feet of industrial space has been added to Richmond's inventory over the last year with projects in progress including the Richmond Industrial Center phased development.
- Notwithstanding the addition of this new industrial product, the vacancy rate has declined to 1.4% in Q2 2020.
- The region continues to face an acute shortage of industrial land and the industrial vacancy rate in Metro Vancouver was 1.3% at the end of Q2 2020.

b) Office Space

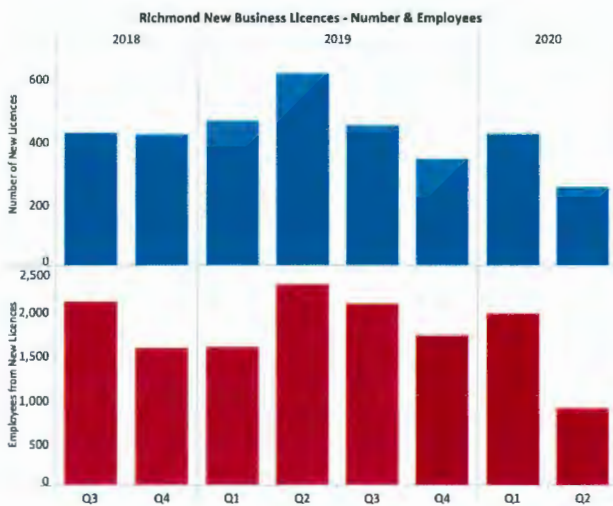


- The pre-pandemic office market in Metro Vancouver was strong and the vacancy rate had been steadily decreasing since 2015.
- COVID-19 has required employees to work from home where possible, causing many office based businesses to rethink their real estate footprints.
- While some tenants may make the decision to downsize, others may lease additional space to ensure safe distancing protocols or add satellite office space closer to their employees.
- The office space situation remains very fluid. At the end of Q2 2020, the office vacancy rate was 7.7% in Richmond and 3.9% in Metro Vancouver.

⁹ Cushman & Wakefield Office and Industrial Market Beat Reports

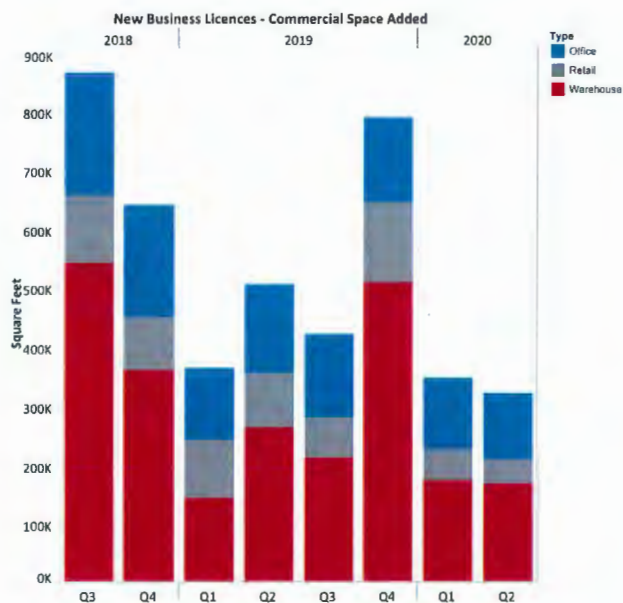
9) Business Growth – Richmond

a) New Business Licences



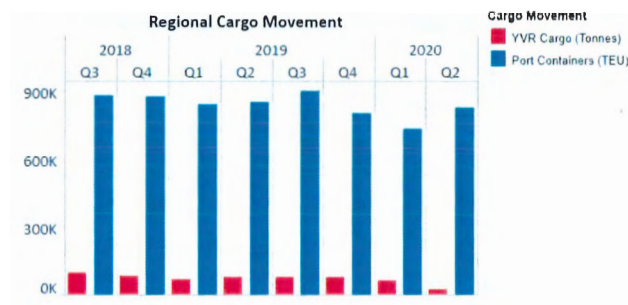
- 246 new business licences were issued by the City of Richmond in the second quarter of 2020, a decrease of 60% compared to the same period last year. The decrease is mainly due to the cancellation of the Night Market.
- The number of total valid business licences has dropped for the second consecutive quarter as a higher number of businesses did not renew their licences.
- At the end of Q2 2020 there were 13,670 businesses licensed in Richmond compared to 14,039 in Q1 2020 and 14,487 in Q4 2019.

b) New Business Licences – Commercial Space



- The absorption of 320,000 square feet of commercial space was attributed to new business licences issued in Q2 2020.
- As industrial users typically require more space, 52% of total commercial space absorption was warehouse-type industrial space.
- 35% of commercial absorption in Q2 2020 was related to office-based businesses, while 13% of commercial space absorption throughout this period was from retail businesses.

10) Goods and People Movement

a) Regional Cargo Movement¹⁰

- The Port of Vancouver experienced declines in cargo volumes of 2.7% in Q2 2020 over the same period in 2019, as measured by Twenty Foot Equivalents (TEUs). Cargo volumes in the first six months of 2020 decreased by 7.7% compared to the same period in 2019.
- At the Vancouver International Airport (YVR), 106,550 tonnes of air cargo was handled throughout the first six months of 2020, a decrease of 28% over the same period last year.
- In Q2 2020, YVR recorded a decline of 43% in air cargo volumes over the same period in 2019.

b) Airport Passengers¹¹

- After a record year of passenger volumes at YVR in 2019, 2020 took a turn as the global pandemic severely impacted air travel.
- Passenger volumes in the first six months of 2020 were 5.3 million, down by 59% over the same period last year.
- Q2 2020 experienced a decline in air passenger volumes of 95% over the same period in 2019.

¹⁰ Port of Vancouver Monthly Cargo Statistics

¹¹ YVR Monthly Statistics

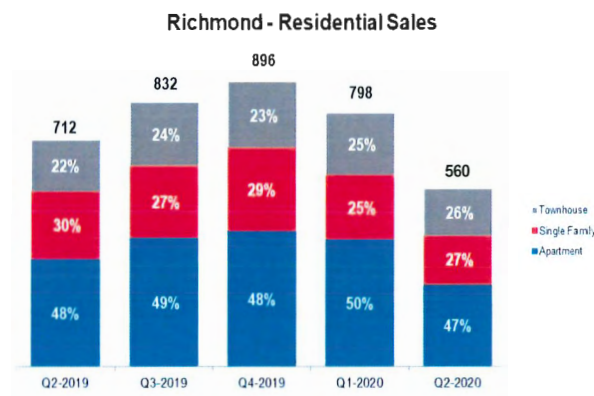
c) Richmond Hotel Room Revenue¹²

*Hotel Room Revenue is unavailable for Q1 and Q2 2020 due to COVID-19 pandemic impacts.

- The accommodation sector is another that has been particularly hard hit by COVID-19 as necessary restrictions on travel have been imposed.
- As the Province has allowed the deferral of Municipal & Regional District Tax (MRDT) payments for hotel tax, monthly hotel room revenue cannot be calculated at this time.
- Destination BC estimates that the April hotel occupancy rate in Richmond was 26% in April 2020, a decrease in 67% percentage points over the same period last year.

Residential Real Estate¹³

In Q2 2020, home buyers and sellers have gradually become more active in each month during the COVID-19 pandemic. In June 2020, home sale and listing activity in Metro Vancouver returned to more historically typical levels.



- With the impact of COVID-19 public movement restrictions, single family detached (SFD), townhouse and apartment home sales decreased by 29%, 7.5% and 23%, respectively, compared to Q2 2019.
- Apartment sales comprised 47% of the residential home sales in Richmond. SFD and townhouse sales account for 27% and 26% of home sales in Richmond, respectively.
- There were 1,358 residential home sales in Richmond during the first six months of 2020, a 17% increase compared to the same period last year.

¹² City of Richmond Additional Hotel Room Tax Ledger; Destination BC

¹³ Real Estate Board of Greater Vancouver



- At the end of Q2 2020, Richmond's sales-to-active listing ratio for SFD was 14%. Both townhouse and apartment were at 20%.
- Richmond's overall residential properties had sales-to-active listing ratio of 18% as at June 30, 2020 representing a balanced market.



- The Home Price Index (HPI)¹⁴ for SFD properties in Richmond at Q2 2020 was \$1,511,400, an increase of 1.8% compared to Q2 2019.
- At Q2 2020, the HPI for townhouse properties in Richmond was \$791,100, an increase of 1.5% compared to Q2 2019.
- The HPI for apartment was \$650,700, an increase of 3.5% compared to Q2 2019.

Gaming Revenue

In accordance with the Host Financial Assistance Agreement with the Province of BC, the Province pays 10% of net gaming income to the City. Net gaming revenue is calculated as net win from casino games less (i) fees payable by BC Lottery Corporation (BCLC) to the service provider and (ii) BCLC's administrative and operating costs. Distributions are subject to volatility due to fluctuations in net win from casino games, operating costs and accounting adjustments.



- Due to closures of casinos, there was no gaming revenue allocated to the City in Q2 2020.
- Gaming revenue for Q2 2020 decreased by 100.0% to \$nil compared to \$3.7M in Q2 2019.
- At the end of Q2 2020, the City received 18.7% of the 2020 annual budgeted of \$14.5M for gaming revenue.

¹⁴ Home Price Index is a tool to measure home prices trends in Metro Vancouver and other major markets in the country. It is an alternative measure of real estate prices that provides the market trends over traditional tools such as mean or median average prices.

On March 16, 2020, the Attorney General ordered the temporary closure of all gambling facilities in British Columbia in consultation with and on the advice of the Provincial Health Officer. This action was taken in order to protect British Columbians and ensure the province was in the best position to effectively respond to the COVID-19 pandemic. The closure of gambling facilities has directly impacted casino revenue for this quarter. Gaming revenue for Q2 2020 was \$nil.

On May 2, 2020, the Provincial Health Officer announced gambling facilities will be the last on the list to consider for re-opening the economy. British Columbia Gaming Industry Association is working with the British Columbia Lottery Corporation on developing a plan for reopening, which will then be submitted to the provincial health officer. The focus will be on worker and customer safety. As of August 17, 2020, River Rock Casino continues to suspend its operations. It is not known when operations may resume.

Prior to the pandemic, Council adopted the Consolidated 5 Year Financial Plan (2020-2024) on January 27, 2020, which included the budgeted gaming revenue allocation for 2020. The distribution of these funds is detailed in Table 1 with any surplus revenue transferred to the Capital Building and Infrastructure Reserve. The distribution is consistent with the 2019 budgeted gaming revenue allocation. No changes were proposed for the 2020 gaming revenue allocation in the Revised Consolidated 5 Year Financial Plan (2020-2024) adopted on May 11, 2020.

Since it is likely that the City will receive significantly less gaming revenue than the \$14.5M included in the 2020 gaming revenue allocation, the allocations have been grouped by priority order where the highest priority items will receive the gaming allocation up to the prescribed distribution % allocation first, then the lower priority items will receive any remaining funds received in the year. The high priority items, ranked as 1 in Table 1 below are considered as such due to it being mandatory or already executed.

Table 1: *Distribution of the 2020 gaming revenue allocation*

	Distribution	Priority	Reason	2020 Budget
Debt Servicing	Fixed	1	Utilized	\$5.0M
Grants	15%	1	Utilized	2.2M
RCMP – General Duty Officers	Four Officers	2	Operating	0.7M
Capital Reserves	30%	3	Future items	4.3M
Council Community Initiatives Account	2%	3	Future items	0.3M
		4	Contingent	2.0M
Capital Building and Infrastructure Reserve	Remainder		on revenues	
Total				\$14.5M

The City will continue to monitor the impact of COVID-19 and the allocation of gaming revenue accordingly.

Operating Activity

Table 2 compares budget to unaudited actual activity up to June 30, 2020. The net figure represents combined revenue and expense amounts. Actuals includes estimates for revenues earned and expenses incurred to date where invoices may not yet be issued or received.

The impact of COVID-19 is included within the second quarter results, most notably through a reduction in gaming revenue, facility revenue, parking revenue and grant revenue as well as increased cleaning and other costs incurred to prevent the spread of the coronavirus. Wherever possible, these impacts have been mitigated by senior management through reduced expenditures such as staff layoffs, redeployments, reduced seasonal staff, cancellation of special events and projects, and general operating costs reductions.

Table 2: *Net Operational Activity for the period January 1, 2020 to June 30, 2020 (in \$000's)*

Net operational activity ^{1,7}	Unaudited 2020 results			
Division/Department ²	2020 YTD Net Budget ^{3,6}	2020 YTD Actuals and Commitments ⁴	Variance YTD (\$)	Variance YTD(%)
Community Safety ⁵	(\$1,335)	(\$841)	(\$494)	37%
Community Services	21,472	19,838	1,634	8%
Corporate Administration	6,797	6,203	594	9%
Engineering and Public Works	21,700	20,808	892	4%
Finance and Corporate Services	11,470	10,700	770	7%
Fire Rescue	20,635	19,709	926	4%
Library	5,356	4,729	627	12%
Planning and Development	3,823	2,155	1,668	44%
Policing	28,215	28,021	194	1%
Fiscal	(104,734)	(99,513)	(5,221)	5%
Total Operating	\$13,399	\$11,809	\$1,590	
Water utility	878	(286)	1,164	133%
Sanitary sewer utility	542	(542)	1,084	200%
Sanitation and recycling utility	240	(905)	1,145	477%
Total Utilities	\$1,660	(\$1,733)	\$3,393	

¹Net Operational Activity does not include amounts related to capital such as: contributed assets, developer contributions, amortization, etc. It does not represent Generally Accepted Accounting Principles, but is presented on a modified cash basis.

²Based on organizational structure in place as of June 30, 2020.

³The Net Revised Budget is based on the revised operating budget approved by Council on May 11, 2020.

⁴Includes budgeted equity transactions such as transfer to reserves, transfer to provision etc.

⁵Includes Community Safety Administration, Business Licences, Community Bylaws and Emergency Programs.

⁶Transfers to reserves are prorated evenly throughout the year.

⁷Presentation and assumptions may differ from previous reports.

The following section provides an explanation on a Divisional/Departmental basis of year to date variances in relation to the 2020 Revised Financial Plan:

- Community Safety's (excluding fire and policing) unfavourable variance is due to the additional salaries being incurred for the Community Ambassador Program as staff have been redeployed from other areas, lower revenues for business licences, other permits and parking revenue due to COVID-19 pandemic impacts, offset by timing required to fill vacant positions.
- Community Services' favourable variance is due to unfilled vacant positions, salaries being transferred to other divisions due to redeployments, and auxiliary staff layoffs as well as lower operating expenses as a result of facility closure, offset by lower revenues also as a result of facility closure.
- Corporate Administration's favourable variance is mainly due to vacant positions.
- Engineering and Public Works' favourable net operating variance is mainly due to timing of Public Work maintenance expenses and unbudgeted underpinning revenue.
- Finance and Corporate Services' favourable variance is mainly due to vacant positions.
- Fire Rescue's favourable variance is mainly due to timing required to hire the additional 12 firefighter positions, which were filled in early March 2020; other vacant positions resulted from retirements and an increase in external recovery revenues.
- The Library's favourable variance is due to vacant positions and reduced operating costs.
- Planning and Development's favourable variance is primarily due to building permit revenue related to multiunit residential building and vacant positions.
- Policing's favourable variance is primarily driven by RCMP contract savings and municipal vacant positions.
- Fiscal's unfavourable variance is mainly due to lower gaming revenue due to the closure of River Rock casino which is utilized to fund external debt, community grants and transfer to reserves.
- Water Utility's favourable variance is mainly driven by unbudgeted revenue received from developers for fees during construction of new residential developments.
- Sanitary Sewer Utility's favourable variance is mainly due to unbudgeted revenue received from developers for sanitary sewer user fees during construction of new residential developments and timing of Public Work maintenance expenses offset against lower metered billing revenue than budgeted.
- Sanitation and Recycling Utility's favourable variance is mainly due to higher than budgeted revenue from Recycle BC, more blue box recycling and garbage revenue due to more units and less processing fees.

The presentation of the figures for the Financial Statement, Statement of Operations is different from the Net Budget presentation above. The above presentation combines revenues and expenses and presents the net amount inclusive of transfers. The Statement of Operations presents the revenues and expenses separately and prior to any appropriations and transfer to reserves. The Statement of Operations for the Six Month Period Ended June 30, 2020, with comparative figures for 2019 is included in Attachment 3.

Financial impacts during the COVID-19 response stage:

The City's Operating Budget has been impacted in a number of revenue and expenditure categories. The decrease in revenues experienced for the period from the declaration of the Provincial state of emergency on March 18, 2020 to the current date as a result of physical distancing restrictions, city facility closures, business closures and travel restrictions have been used as a guide in formulating the assumptions used to determine the monthly financial impacts.

The assumptions in Table 3 indicate the updated expectation of revenue impacts relating to the COVID-19 pandemic based on year-to-date experience.

Table 3: COVID-19 Revenue Impact by object

	Percentage of revenue decline during COVID-19 pandemic	
Building and Other Permits	0%	No change
Business Licences	25%	Decrease
Development fees	0%	No change
Gaming	100%	Decrease
Investment Income	25%	Decrease
Parking	50%	Decrease
Receivable Income	0%	No change
Recreation Fees*	100%	Decrease
Rental and Lease	25%	Decrease
Other Revenues	25%	Decrease

*Recreation fees collected are based on the current closure of facilities and are expected to increase as Steps 3-5 of the Restoring Richmond plan are implemented.

It is anticipated that these figures will need to be continually adjusted throughout the impacted period as the situation evolves and new information becomes available. The situation remains dynamic, where external factors such as changes to legislation from senior levels of government, the ability of taxpayers to pay their property taxes, timing of reopening of the closed facilities, rehiring of staff, economic conditions and other variables may influence the financial results.

Certain expenditures have decreased as a result of facility closures and service changes, including staffing cost decreases from elimination of auxiliary staffing, deferred replacement of vacancies, facility and other costs. There are anticipated reductions to the transfer to reserves that relate to corresponding reductions in the non-tax and non-utility revenues. While some of the direct costs to fight the COVID-19 Pandemic are recoverable from the Province through

Emergency Management British Columbia, the degree that the City will be reimbursed is yet to be determined.

While the immediate impacts to the City's revenues due to the changes to operations resulting from the pandemic are substantial, the timing and shape of the recovery are also important factors in the assessment of the overall financial impact.

The cumulative revenue shortfall is estimated at approximately \$3.4-\$4.0 million per month. In order to mitigate this shortfall, the City has undertaken a number of actions including releasing Auxiliary staff or not recalling any for duty, not filling vacancies and not hiring seasonal workers, reducing equivalent transfers to reserves for sources that are directly impacted and other expense reductions relating to facility closures. As the City's closed facilities are gradually reopened, there will be additional costs reintroduced that may increase the anticipated monthly deficit relating to the COVID-19 impact.

The monthly budget impact noted above will be increased as City subsidized services are restarted. Staff are also looking at possible offsets in the budgeted transfers to reserves, funding from General Surplus and Rate Stabilization accounts, rather than borrowing from capital reserves if required.

A significant factor to the monthly financial surplus/deficit is the potential delinquency rate on payment of property taxes. At this time the rate which property taxpayers will be delinquent in payment of property taxes is difficult to predict. Ultimately, if the taxes are unpaid after three years, a property will be auctioned at tax sale, however, the shortfall of cash may have a direct impact to the City in funding its programs and services.

The long-term impact of COVID-19 at this point is not known but could result in adjustments to the programs and services offered by the City for any new future requirements and/or change in demand, economic development impact to industries currently residing in Richmond and associated revenue impacts.

Cash Flow Projections

Since the start of the COVID-19 pandemic, Council has passed a number of important measures to support residents, local business and the non-profit sector facing hardship. These important policy decisions have provided the much needed predictability in evaluating the City's expected cash flow timing and requirements.

Some of the key 2020 cash flow deadlines include:

- 2020 flat rate utility deadline extended from March 31, 2020 to June 30, 2020;
- 2020 Q1 metered utility deadline extended from June 12, 2020 to July 30, 2020;
- Property taxes due date remains on July 2, 2020, with late payment penalties postponed to October 1, 2020;

- 100% remittances to be made to all other taxing agencies (OTA's) before August 2020, except for school tax remittance that will be deferred until the end of 2020; and
- All PILT notices due in 2020 have been requested to the respective government agencies.

Actual collection statistics up to August 21, 2020 are shown as listed:

- 2020 flat rate utility (due June 30) – 95% collected
- 2020 Q1 metered utility (due July 30) – 94% collected
- 2020 property taxes (due July 2, until September 30 without penalties) – 71% collected

Summaries of the actual cash-flow up to June 30, 2020 and the cash-flow projection for the remainder of the year are presented in Attachment 4.

The City remains resilient with its solid cash position supplemented with a healthy investment portfolio balance of approximately \$770 million. The City is continuing the strategy of maintaining a highly liquid cash portfolio to ensure that the City is able to be flexible in meeting cash flow requirements during this uncertain time period.

The percentage of collection-to-date has remained relatively consistent with historical collection statistics. As collection continues to take place over the next few months, the next critical milestone will be September 30, 2020 (last day to pay property taxes before penalties are assessed on October 1, 2020), where staff will be able to provide analysis for how the City's revenue collection rate was affected by the fallout of the pandemic.

Cash and Investment Portfolio

As of June 30, 2020, the City's total cash and investment balance totalled \$1.29 billion with a weighted average yield of 1.94%. The overall cash and investment balance is comprised of \$769.5 million in investments and \$517.6 million in interest bearing cash account (Attachment 5).

Table 4: *Market Interest Rates (for analytical purposes only)*

	June 30, 2020	March 31, 2020
2 Year Government of Canada Bonds	0.30%	0.62%
5 Year Government of Canada Bonds	0.38%	0.78%
10 Year Government of Canada Bonds	0.54%	0.88%

Source: Bank of Canada

Following three 0.50% interest rate cuts by a total of 1.50% during March 2020, the Bank of Canada kept the overnight interest rate unchanged at 0.25% at its scheduled April, June and July interest rate announcements.

As published in the Bank of Canada's latest Monetary Policy Report, Governor Tiff Macklem stated that as the economy moves from reopening to recuperation, extraordinary monetary policy support will continue to be required. The Governing Council will hold the policy interest rate until economic slack is absorbed so that the 2% inflation target is sustainably achieved. In addition, to reinforce this commitment and keep interest rates low across the yield curve, the

Bank of Canada is continuing its large-scale asset purchase program in making borrowing more affordable for households and businesses until the recovery is well underway.

The magnitude of the current recession is unprecedented. It is anticipated that this historical low interest rate level will persist and thus will significantly reduce the City's investment income by at least 30% in 2020 as compared to the prior year's level. As safety protocols for COVID-19 continue, the fallout and impact of this pandemic to local and global economies will continued to unfold, which will also be reflected in the City's investment performance for the months or years to come.

Since the start of the pandemic, the City has responded accordingly by reviewing its investment holdings and strategically repositioning its cash and investments to ensure that, amongst its investment policy objectives, capital preservation and liquidity continue to be the most critical considerations for all municipal investment decisions.

In order to reduce potential risk exposure and to enhance flexibility and liquidity to support the City's ongoing operations, the City held approximately 54.6% of investments in Canadian banks as of June 30, 2020, which was over the permitted limit of 50% under the City's Investment Policy 3703. The over limit position has since been reduced in July 2020 as investments reached their maturities. Any deviations from the prescribed issuer's limits are temporary. They are expected to be adjusted by the end of the year as staff reposition the City's investment portfolio in response to the rapidly changing market conditions and policy decisions, which have direct impacts to the City's projected cash-flow requirements.

The City's overall credit risk exposure remains low because the City continues to maintain a diversified portfolio of strong credit quality investments. The City's primary investment objectives of capital preservation, liquidity, risk diversification and yield enhancement will continue to be the guiding principles as staff reposition the City's investment portfolio.

Contract Awards

In accordance with Policy 3104, this report provides information on new contract awards and aggregate contract extensions greater than \$75,000. During the second quarter, 30 contracts greater than \$75,000 were awarded totalling over \$13.3 million (Attachment 6).

Financial Impact

None.

Conclusion

At the end of the second quarter, the City initiated the Restoring Richmond Plan while maintaining public health protection protocols to minimize the spread of COVID-19. Staff are closely monitoring the situation and making adjustments where applicable to mitigate the impacts. The upcoming tax collection due date of September 30, 2020 will indicate if additional adjustments are necessary.



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- Att. 1: Economic Indicators
- Att. 2: Financial and Key Indicators
- Att. 3: Unaudited Statement of Operations
- Att. 4: Cash Flow Projections: COVID-19 Impacts
- Att. 5: Cash and Investment Portfolio
- Att. 6: Contract Awards greater than \$75,000

Economic Indicators**June 30, 2020****Macroeconomic Indicators & Forecast**

	2018	2019	Change	2020f	2021f
1) Real GDP (% at YE)					
Canada	2.0*	1.7*	(15.0%)	(8.4)	4.9
United States	2.9	2.3	(20.7%)	(8.0)	4.5
China	6.7*	6.1	(9.0%)	1.0	8.2
World	3.6	2.9	(19.4%)	(4.9)	5.4
2) Interest Rates (at YE)					
Bank of Canada	1.75	1.75	0.0%	0.25	0.25
US FED	2.50	1.75	(30.0%)	0.25	0.25
3) Exchange Rate (at YE)					
CAD per \$1 USD	1.36	1.30	(4.4%)	1.40	1.35

Regional and Local Market Indicators

4)	Unemployment (% at QE)	Q2-2020	Q1-2020	Change	Q2-2019	Change	
	Canada	12.3	7.8	57.7%	5.5	123.6%	
	BC	13.0	7.2	80.6%	4.5	188.9%	
	Metro Vancouver	13.1	5.3	147.2%	4.0	227.5%	
5)	CPI (2002=100) (at QE)	Q2-2020	Q1-2020	Change	Q2-2019	Change	
	Canada	137.2	136.6	0.4%	136.3	0.7%	
	BC	132.6	132.3	0.2%	131.9	0.5%	
	Metro Vancouver	135.1	134.7	0.3%	134.8	0.2%	
6)	Richmond Building Permits	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
	Residential – New Construction^	64	49	30.6%	95	122	(22.1%)
	Residential – Alterations	47	137	(65.7%)	139	255	(45.5%)
	Residential Total	111	186	(40.3%)	234	377	(37.9%)
	^ Number of units from new residential construction	878	861	2.0%	909	1,458	(37.7%)
	Residential	111	186	(40.3%)	234	377	(37.9%)
	Commercial	70	117	(40.2%)	153	240	(36.3%)
	Industrial	49	47	4.3%	89	98	(9.2%)
	Building Permits Total	230	350	(34.3%)	476	715	(33.4%)
	Construction Value (\$ million)	392.1	266.1	47.4%	487.3	529.5	(8.0%)
7)	Housing Starts (Units)	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
	Starts - Metro Vancouver	5,384	9,951	(45.9%)	9,764	15,723	(37.9%)
	Starts - Richmond	114	1,760	(93.5%)	186	1,902	(90.2%)
8)	Richmond Residential Sales Activity	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
	Sales - Detached	152	213	(28.6%)	353	333	6.0%
	Sales - Townhouse	147	159	(7.5%)	342	243	40.7%
	Sales - Apartment	261	340	(23.2%)	663	589	12.6%
	Sales - Total	560	712	(21.3%)	1,358	1,165	16.6%

Economic Indicators**June 30, 2020****Regional and Local Market Indicators (continued)****9) Richmond Sales to Active Listings Ratio (% at QE)**

	Q2-2020	Q2-2019**	Change
Single Family Detached	13.8	9.8	40.8%
Townhouse	20.1	12.5	60.8%
Apartment	20.1	13.1	53.4%
Total	17.8	11.7	52.1%

10) Home Price Index (\$000 at QE)

Property Type	Q2-2020	Q2-2019	Change
Single Family Detached	1,511	1,485	1.8%
Townhouse	791	779	1.5%
Apartment	651	629	3.5%

11) Commercial Space (at QE)

	Richmond			Metro Vancouver		
	Q2-2020	Q2-2019	Change	Q2-2020	Q2-2019	Change
Office Vacancy (%)	7.7	7.8	(1.3%)	3.9	3.7	5.4%
Transit Oriented Office Vacancy (%)	1.8	2.3	(21.7%)	4.3	13.6	(68.4%)
Office Inventory (000 sf)	4,517	4,517	0.0%	59,775	59,678	0.2%
Industrial Vacancy (%)	1.4	1.8	(22.2%)	1.3	1.7	(23.5%)
Industrial Inventory (000 sf)	39,189	38,877	0.8%	216,044	211,126	2.3%

12) Richmond Business Growth

	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
Total Valid Business Licences (at QE)	n/a	n/a	n/a	13,670	14,737	(7.2%)
New Licences - Number Issued	246	611	(59.7%)	663	1,070	(38.0%)
New Licences - Employees	868	2,281	(61.9%)	2,820	3,846	(26.7%)
New Licences - Office Added (sf)	111,071	151,327	(26.6%)	231,713	273,711	(15.3%)
New Licences - Retail Added (sf)	41,790	91,977	(54.6%)	93,686	189,681	(50.6%)
New Licences - Industrial Added (sf)	166,691	261,708	(36.3%)	339,355	405,301	(16.3%)
Total Space Added (sf)/Avg. Change	319,552	505,012	(36.7%)	664,754	868,693	(23.5%)

Economic Indicators**June 30, 2020****Regional and Local Market Indicators (continued)**

13) Goods & People Movement	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
YVR Air Cargo (tonnes)	43,919	76,601	(42.7%)	106,550*	147,130*	(27.6%)
PMV Container Movement (TEUs)	829,624	852,336	(2.7%)	1,564,479	1,695,375	(7.7%)
YVR Passengers (million)	0.35	6.7	(95.0%)	5.3	12.7	(58.7%)
Richmond Hotel Revenue (\$ million)	n/a	68.7*	n/a	n/a	113.5*	n/a

Notes:

- a) QE indicates quarter end; YE indicates year end
b) f - forecast to year-end
c) * - Figures have been updated to reflect changes in source data.
d) ** - Figures have been updated for comparability.

List of Sources:

- 1) International Monetary Fund, World Economic Outlook (June 2020)
2) & 3) US Federal Reserve, Bank of Canada and Royal Bank Economic Research Forecast (June 2020)
4) & 5) Statistics Canada
6) City of Richmond Building Permits
7) Canada Mortgage and Housing Corporation
8), 9) & 10) Real Estate Board of Greater Vancouver
11) Cushman & Wakefield Office and Industrial Market Beat Reports
12) City of Richmond Business Licences
Port of Vancouver Monthly Cargo Statistics
13) YVR monthly statistics
City of Richmond Additional Hotel Room Tax Ledger, DestinationBC

Financial and Key Indicators**June 30, 2020**

(All dollar amounts in \$000's)

1) Development Cost Charges Contributions	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
Roads, Water, Sewer DCC's Received	\$2,553	\$6,444	(60.4%)	\$13,362	\$17,348	(23.0%)
Parks DCC's Received	\$1,893	\$4,366	(56.6%)	\$7,601	\$9,997	(24.0%)
Total DCC Fees Received	\$4,446	\$10,810	(58.9%)	\$20,963	\$27,345	(23.3%)
DCC Reserves – Uncommitted balance at QE	\$137,782	\$116,778	18.0%	n/a	n/a	n/a
2) Uncommitted Reserves (at QE)	Q2-2020	Q2-2019	Change			
Capital Funding Reserves	\$146,797	\$151,925	(3.4%)			
Utility Reserves	\$72,823	\$103,924	(29.9%)			
Affordable Housing Reserves	\$5,355	\$3,316	61.5%			
Other Reserves	\$63,526	\$84,291	(24.6%)			
Total Uncommitted Reserves	\$288,501	\$343,456	(16.0%)			
3) Taxes to date	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
Taxes Collected	\$182,165	\$276,038	(34.0%)	\$194,174	\$287,205	(32.4%)
City Portion of Taxes Collected	\$89,261	\$135,259	(34.0%)	\$95,145	\$140,731	(32.4%)
Unpaid Taxes - Delinquent & Arrears (at QE)	\$6,751	\$6,348	6.3%	n/a	n/a	n/a
No. of Participants on Pre-authorized withdrawal (at QE)	6,423	6,308	1.8%	n/a	n/a	n/a
Pre-authorized withdrawals payments	\$6,617	\$5,967	10.9%	\$16,746	\$14,826	13.0%
Interest rate % paid	0.95%	1.95%	(51.3%)	0.95%	1.95%	(51.3%)
Sources: All data is from City of Richmond records						
4) Cash and Investments	Q2-2020	Q2-2019	Change			
Investments	\$769,542	\$801,334	(4.0%)			
Cash (includes high interest savings accounts)	\$517,615	\$533,290*	(2.9%)			
Total Cash and Investments	\$1,287,157	\$1,334,624	(3.6%)			
Average City Rate of Return on Investments %	1.94%	2.50%	(22.4%)			

Financial and Key Indicators**June 30, 2020**

(All dollar amounts in \$000's)

Financial and Key Indicators (continued)

5) Planning and Development	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
Building Permit Fees Collected	\$3,141	\$1,857	69.1%	\$5,370	\$4,732	13.5%
Development Applications Received	33	44	(25.0%)	83	82	1.2%
Development Applications Fees	\$232	\$150	54.7%	\$414	\$344	20.3%
6) Business Licences	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
Revenue Received for Current Year Licences	\$1,147	\$1,191	(3.7%)	\$2,981	\$3,128	(4.7%)
Revenue Received for Next Year (Deferred)	\$230	\$307	(25.1%)	\$319	\$367	(13.1%)
Total Licence Revenue	\$1,377	\$1,498	(8.1%)	\$3,300	\$3,495	(5.6%)
<i>Year to date valid licences and revenue include current year licences issued in the prior year.</i>						
7) Other Revenues	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
Parking Program Revenue	\$193	\$544	(64.5%)	\$635	\$1,076	(41.0%)
Gaming Revenue	\$0	\$3,702	(100.0%)	\$2,705	\$7,402	(63.5%)
Traffic Fine Revenue	\$729	\$1,926	(62.1%)	\$2,508	\$1,926	30.2%
8) Employees	Q2-2020	Q2-2019	Change			
Full Time Equivalent (FTE) Employees (at QE) (City and Library)	1,543	1,577	(2.2%)			
<i>FTE includes Regular Full Time, Temporary and Auxiliary status employees. The calculation is based on actual results.</i>						
9) Operating Indicators	Q2-2020	Q2-2019	Change	YTD-2020	YTD-2019	Change
Fire Rescue Responses	n/a	2,326	n/a	n/a	4,612	n/a
RCMP - Calls for Service Handled	10,753	19,699	(45.4%)	26,559	38,032	(30.2%)
Public Works calls for Service	3,317	4,053	(18.2%)	6,514	7,181	(9.3%)

Financial and Key Indicators**June 30, 2020**

(All dollar amounts in \$000's)

Financial and Key Indicators (continued)

10) Housing Units Secured Since 2007 (at QE)	Q2-2020	Q2-2019	Change
<u>Affordable Housing</u>			
Non-Market Rental (units)	529	529	0.0%
Affordable Rental (LEMR**) (units)	825	798	3.4%
ARTS Rental (units)	37	37	0.0%
Entry Level Home Ownership (units)	25	25	0.0%
<u>Market Housing</u>			
Market Rental (units)	925	726	27.4%
Secondary Suite / Coach House (units)	294	283*	3.9%
Total Housing Units	2,635	2,398*	9.9%

* Figures have been updated to reflect changes in source data and methodology.

** LEMR units refer to Low End Market Rental units.

*** The floor space secured refers to square footage negotiated through phased developments. The number remains unchanged, as the development applications for subsequent phases have not come forward at this time with the unit breakdown and mix. LEMR units are still consistently secured through standard rezoning and development applications.

11) Richmond Population Estimate Year End	2020f	2019
	231,690	212,276

Population figures provided by City of Richmond – Policy Planning

Notes:

- a) All figures presented above are unaudited
- b) f - forecast to year-end

Unaudited Statement of Operations¹

For the Six Month Period Ended June 30, 2020, with comparative figures for 2019.

(Expressed in thousands of dollars)

	Budget June 30 2020	Actuals June 30 2020	Actuals ⁴ June 30 2019
Revenue:			
Taxes and levies	\$119,678	\$120,423	\$115,185
Utility fees	55,356	57,343	52,269
Sales of services	17,378	12,612	16,275
Payments-in-lieu of taxes	-	-	7,744
Provincial and federal grants	4,465	3,563	4,293
Development cost charges	15,415	5,901	9,765
Other capital funding sources	33,137	30,616	9,837
Other revenue:			
Investment income	9,550	9,510	11,210
Gaming revenue	7,250	2,705	7,402
Licences and permits	7,279	7,795	8,585
Other	5,194	11,107	35,206
Equity income	-	814	682
	274,702	262,389	278,453
Expenses:			
Community safety	58,890	54,728	50,294
Utilities: water, sewer and sanitation	50,562	49,122	44,697
Engineering, public works and project development	39,183	33,188	32,810
Community services	35,286	24,677	28,945
General government	33,100	29,024	30,458
Planning and development	12,105	8,848	9,508
Library services	5,577	4,745	5,306
	234,703	204,332	202,648
YTD Surplus (Annual Surplus) ²	39,999	58,057	75,805
Accumulated surplus, beginning of year	3,215,461	3,215,461	3,119,119
Accumulated surplus, end of June 30 ³	\$3,255,460	\$3,273,518	\$3,194,924

¹ Statement of Operations for City and Library after intercompany eliminations, includes investment in Lulu Island Energy Company but excludes Oval results.

² Annual Surplus is the difference between revenues and expenses and reflects the change in the accumulated surplus on the Statement of Financial Position. Annual Surplus is prior to transfer to reserves and surplus appropriations. The revenues include capital contributions, development cost charges and other items that impact the investment in tangible capital assets within the accumulated surplus. The expenses include amortization which impacts the investment in tangible capital assets in accumulated surplus.

³ Accumulated surplus is equivalent to the net worth of an organization and is comprised of investment in tangible capital assets, reserves, appropriated surplus, general surplus and other equity.

⁴ Statement of Operation figures for 2019 were adjusted for comparative purposes.

Cash Flow Projections: COVID-19 Impacts

January 1 to June 30, 2020 Actual Cash Flow

	Amount (\$ million)
Jan 1, 2020 Opening Cash Balance	\$ 363.3
Cash Inflow	
Property Taxes	191.4
Other Financial Deposits	82.1
Utility Payments	66.2
Casino Revenue*	6.6
Payment in Lieu of Taxes	6.4
Total Cash Inflow	352.7
Cash Outflow	
Operating and Capital Expenditures	(147.1)
Salaries and Benefits Expenses	(84.8)
Remittance to Other Taxing Agencies	(12.6)
Total Cash Outflow	(244.5)
Net Investment Cash Flow	46.1
Total Cash Balance	\$ 517.6
Total Investment Balance	\$ 769.5
Jun 30, 2020 Cash and Investment Balance (Actual)	\$ 1,287.1

*Includes Q4 2019 gaming revenue payment made in Q1 2020

Cash Flow Projections: COVID-19 Impacts (continued)

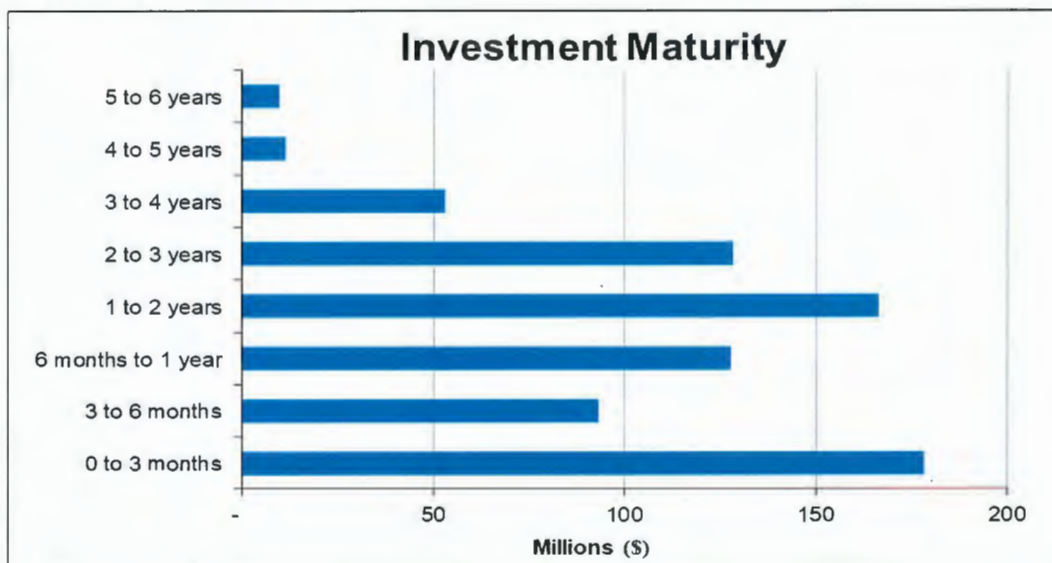
Jul 1 to Dec 31, 2020 Cash Flow Projection

	Amount (\$ million)
Jun 30, 2020 Opening Cash Balance (Actual)	\$ 517.6
Cash Inflow	
Property Taxes	180.0
Other Financial Deposits	34.4
Utility Payments	40.0
Casino Revenue	-
Payment in Lieu of Taxes	14.3
Total Cash Inflow	268.7
Cash Outflow	
Operating and Capital Expenditures	(128.0)
Salaries and Benefits Expenses	(86.8)
Remittance to Other Taxing Agencies	(176.9)
Total Cash Outflow	(391.7)
Net Investment Transfer	(50.0)
Total Cash Balance	\$ 344.6
Total Investment Balance	\$ 819.5
Dec 31, 2020 Cash and Investment Balance (Projected)	\$ 1,164.1

Cash and Investment Portfolio

June 30, 2020 (in 000's)

Asset Class	DBRS Long Term Rating	Issuer	Term	Net Book Value	% of Total Portfolio	Investment Limit (% of Portfolio)
Provincial						
	AA (low)	Alberta	2022-2023	\$ 50,226	6.53%	
	A (high)	Manitoba	2021-2023	25,644	3.33%	
	AA (high)	British Columbia	2021-2024	23,192	3.01%	
	AA (low)	Ontario	2022-2024	22,677	2.95%	
	AA (low)	Quebec	2022-2023	22,096	2.87%	
	A (high)	Nova Scotia	2021	20,602	2.68%	
	A (high)	New Brunswick	2021	15,347	1.99%	
	AA	Saskatchewan	2020	10,000	1.30%	
		Total		\$ 189,784	24.66%	50%
Chartered Banks						
	AA	Bank of Montreal	2020-2025	\$ 134,970	17.54%	
	AA	Bank of Nova Scotia	2020-2022	97,501	12.67%	
	AA (high)	Royal Bank	2020-2023	54,999	7.15%	
	AA	TD Bank	2021	41,115	5.34%	
	A (high)	HSBC Bank of Canada	2021-2023	32,046	4.16%	
	A (low)	Canadian Western Bank	2021	24,549	3.19%	
	AA	CIBC	2020-2022	19,996	2.60%	
	AA (low)	National Bank of Canada	2021	15,002	1.95%	
		Total		\$ 420,178	54.60%	50%
BC Credit Unions						
	BC	Vancity	2020-2021	\$ 63,616	8.27%	
	BC	Gulf and Fraser	2020-2021	42,669	5.54%	
	Federal	Coast Capital Savings	2020-2021	24,000	3.12%	
	BC	Westminster Savings	2020-2021	18,397	2.39%	
	BC	Blue Shore Financial	2020	10,898	1.42%	
		Total		\$ 159,580	20.74%	30%
Total Investment Portfolio Balance				\$ 769,542	100.00%	
Cash Balance (includes high interest saving products with terms less than 90 days)				\$ 517,615		
Total Cash and Investment Balance				\$ 1,287,157		



Contract Awards greater than \$75,000April 1st to June 30th, 2020

Item	Description	Awarded Vendor	Awarded Amount	Division
1	Consulting Services Related to the Development, Implementation and Support of a Job Order Contracting ("JOC") Program - 2020 Term Renewal	The Gordian Group Inc.	100,000	Engineering & Public Works
2	Operation of Restorative Justice Program - 2020	Touchstone Family Association	100,700	Community Safety
3	Supply and Installation of Sport Surfacing at South Arm Park and Hugh Boyd Park for Sport Court Construction	Tomko Sports Systems Inc.	90,633	Community Services
4	Supply and Delivery of One (1) 2021 Model 220 Peterbilt Single Axle Cab Over and Chassis	Peterbilt Pacific Inc.	168,735	Engineering & Public Works
5	Supply and Installation of Chain Link Fence at South Arm Park and Hugh Boyd Park	Progressive Fence Installations Ltd.	113,281	Community Services
6	Calytera Amanda Annual Support Contract Renewal 2020 - 2021	Calytera Software Inc.	94,303	Finance & Corporate Services
7	Sanitary Sewer Sinkhole Repair - 6000 Block Buswell Street	Hexcel Construction Ltd.	482,987	Engineering & Public Works
8	Design and Build Three (3) Hook lift Pods for RFR Stellar Flex 36 84-10 Hoists	Commercial Truck Equipment Co.	158,654	Community Safety
9	Supply of New AED Units and Training	Iridia Medical Corporation	85,830	Community Services
10	Supply & Delivery of One (1) Regenerative Sweeper Body on a City Provided Cab Over	Vimar Equipment Ltd.	219,542	Engineering & Public Works
11	Demolition of 3680 Sexsmith Road	MWL Demolition Ltd.	89,333	Community Safety
12	Microsoft Licensing with Software Assurance Quotation 2020 - 2022	CDW Canada Inc.	196,282	Finance & Corporate Services
13	Artificial Turf Field Replacement - Minoru Oval Field	Astro Turf West Distributors Ltd.	998,000	Community Services
14	Supply and Delivery of One (1) Single Sided Edge Banding Machine	Weinig Holz-Her Canada Inc.	78,900	Engineering & Public Works
15	Provision of Aggregate Crushing Services	Eurovia British Columbia Inc.	382,050	Engineering & Public Works
16	Supply and Delivery of Two (2) Crew-Cab Chassis	Metro Motors Ltd.	215,589	Community Safety
17	Design and Contract Administration Services for the Renovation and Expansion of the Richmond Animal Shelter	Chernoff Thompson Architects	393,770	Engineering & Public Works

Contract Awards greater than \$75,000 (continued)April 1st to June 30th, 2020

Item	Description	Awarded Vendor	Awarded Amount	Division
18	Works Yard Recycling Depot Enhancements	TYBO Constructors Ltd.	999,446	Engineering & Public Works
19	Supply and Delivery of One (1) Wide Area Mower Complete with Enclosed Cab	Rollins Machinery Ltd.	140,750	Engineering & Public Works
20	EFAP Program	FSEAP Vancouver	353,430	CAO's Office
21	Two (2) Single Axle Dump Trucks	Drive Products	103,090	Engineering & Public Works
22	Oracle Software Licences 2020	Oracle Canada ULC	320,040	Finance & Corporate Services
23	Maintenance and Support Renewal for Infor Software Subscription & Services	Infor Canada Ltd.	370,806	Finance & Corporate Services
24	Supply and Delivery of Assembly of Park Bleachers	RecTec Industries Inc.	121,235	Community Services
25	Gravity and Forcemain Pipe Works for Eckersley B Sanitary Pump Station	Merletti Construction Ltd.	3,625,900	Engineering & Public Works
26	Supply and Delivery of One (1) Trailer Mounted Hydro Excavator	Westerra Equipment Ltd.	126,370	Engineering & Public Works
27	Supply and Delivery of One (1) Quint, Hazardous Materials Response Truck, Initial Attack Fire Apparatus and Engine for Richmond Fire-Rescue	Commercial Truck Equipment Co.	2,417,373	Community Safety
28	Supply, Implementation and Consulting Services for an Emergency Notification System	Everbridge Inc.	358,033	Community Safety
29	On Call Fire System Contract	Elite Fire Protection Ltd.	303,975	Engineering & Public Works
30	Supply and Delivery of Auto Extrication Rescue Tools	Rescue Tools Canada	114,042	Community Safety
Total contracts awarded greater than \$75,000			\$13,323,079	