

April 20, 2018

Honourable David Aker
Mayor, City of Mount Pearl
3 Centennial Street
Mount Pearl, NL
A1N1G4

Re: Expression of Support for City of Mount Pearl Application for the Smart City Challenge

Dear Mayor Aker,

The Newfoundland and Labrador Association of Technology Industries (NATI) offers its support for the City of Mount Pearl's application for the Smart City Challenge. We are supportive of any municipality committed to leveraging technology and encouraging an innovation mindset to fuel economic growth. The City of Mount Pearl has chosen to turn the pressures of an aging population and challenging economic conditions into an opportunity for innovation, growth and capacity-building. If successful, the Smart City Challenge will help bring this vision to life, creating economic benefits for the City and attracting new business and people to the community.

Innovation is a part of the fabric of who we are in Newfoundland and Labrador. For generations, our people have taken items that no longer work or serve a purpose, and turn it into something new and useful. This is not unlike the City of Mount Pearl's approach to the Technology Sandbox where old infrastructure will be repurposed for something new and exciting.

NATI represents 169 technology companies across the province, generating more than \$1.6 billion in revenue each year. The potential for growth in the sector is tremendous and we are confident with the leadership of the City of Mount Pearl and others who seek to leverage opportunities for growth in technology that potential will only further expand. This is an exciting opportunity for the City and we proudly offer our support in your application.

Sincerely,



Kendra MacDonald
Acting CEO and Chair, NATI