

April 23, 2018

Mayor Dave Aker
City of Mount Pearl
3 Centennial Street
Mount Pearl, NL, A1N 1G4

Re: City of Mount Pearl Smart Cities Challenge Response

Mayor Aker,

I am aware of the City of Mount Pearl's work toward entering the Government of Canada's Smart Cities Challenge. The proposed Challenge Statement speaks to our declining and aging population and the potential of investment in technology to reverse the troubling trends our region is facing. As the leader of a growing company based in the area, and as a person under the age of 40, I find this proposal to be both inspiring and meaningful.

The economic situation in Newfoundland and Labrador is bleak, and it has been for a long time. Our Province has been dependent on external groups for solutions to systemic problems for far too long, and the only way we can break this cycle is by learning to depend on our own resilience and ingenuity to move forward as a society. I made the choice years ago to stay in our Province to try and grow a business by innovating within the construction industry, but my company depends on the spinoff work generated by other economic activity – it cannot “create” new activity.

The building of a Technology Sandbox to foster and inspire new entrepreneurs in the technology sector **can** create that new economic activity. It will undoubtedly keep the best and brightest young minds in our Province. During my time as an Instructor with the Faculty of Business at Memorial University of Newfoundland I was exposed to these ambitious young people who want to make a real difference in their lives. They do not want to just “climb a ladder,” but would rather pursue their own passions. For the majority of them, their lives are intertwined with the latest in technology. They live and breathe it, every day. Vigilant Management is proud to endorse and support the City's initiative as we believe it will genuinely improve the lives of everyone who lives in the region, and the Province as a whole.

Sincerely,



Terry Hussey
Chief Executive Officer
2016/2017 Atlantic Business Magazine Top 50 CEO



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