



April 11, 2018

Mayor Don Darling and Common Council
City of Saint John
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Mayor Darling and Members of Common Council

It is BellAliant's pleasure to support the City of Saint John's application for the Government of Canada's Smart Cities Challenge.

BellAliant has a long standing relationship with the City of Saint John and is viewed as the City's primary technology partner. As such we have been actively engaged in the Smart City Challenge as well as other Smart and Connected city initiatives. BellAliant has also been significantly investing in technologies to assist cities like Saint John to ensure they succeed in their Smart City journey.

We have been impressed with the level of community engagement conducted to develop the Challenge Statement and the application. We are particularly interested in the emphasis on Population Decline with a focus on Newcomer Retention as the focus of the application and the initiatives this area could generate.

Our community recognizes how important this is for all of us who live or would like to live here. Saint John was the only CMA in the country to lose population in the 2016 census.

We believe that a successful application could mean positive change for our population and could well serve communities across the country facing a similar situation.

Sincerely

A handwritten signature in black ink, appearing to read "Steve Titus", with a horizontal line underneath.

Steve Titus
Director of Sales
Bell Aliant