

**Letter of Intent: Collaboration between
The Business Development Bank of Canada**

-and-

**Economic Development and Trade
Government of Alberta**

March 3, 2016

Recognizing that access to capital is fundamental to the success of small and medium-sized enterprises (SMEs), the Government of Alberta (GoA) and the Business Development Bank of Canada (BDC), a federal Crown corporation, have indicated that both are open to collaboration to increase available supports for Alberta SMEs. The GoA and BDC have identified specific areas for increased collaboration, which will include programs or initiatives in the following areas:

1. As the GoA increases support for the venture capital work through the Alberta Enterprise Corporation (AEC) and given BDC's active venture capital support of Alberta-based businesses, we will collaboratively work to enhance venture capital funding in the Province.
2. Development of new BDC/GoA programs for small business innovation, as well as potential expansion of BDC Loan Programs. The two parties will work to facilitate seamless financing services between GoA business support services, and the expansion of the BDC-supported Futurpreneur program in Alberta.
3. Development of new BDC/GoA financing and non-financial programs to enhance export development opportunities for SMEs.
4. Quarterly meetings between the GoA, provincial innovation supports and BDC senior leadership with a focus on improving service delivery and addressing venture capital and other business financing challenges.

In the work to explore these areas, other potential avenues and initiatives on which to collaborate may emerge, which will be explored with requisite due diligence.

The Participants have executed this Letter of Intent, by their duly authorized representatives, each on the dates noted below.

**BUSINESS DEVELOPMENT BANK
OF CANADA**

[Original signed by Michael Denham, President
of the Business Development Bank of Canada]

Michael Denham
President

Date

**ECONOMIC DEVELOPMENT AND TRADE
GOVERNMENT OF ALBERTA**

[Original signed by Deron Bilous, Minister of Economic
Development and Trade]

Honourable Deron Bilous
Minister

Date