

To: Campaign County Leads, Business Advisory Roundtable Members, Friends & Family.

From: Sam E. Galeotos

Let me begin by saying thank you to all that have given your support to my campaign. I can honestly tell you, despite some of the rancor and negativity surrounding the political process, **I have truly enjoyed meeting thousands of incredible Wyoming people and learning about some of the amazing community and entrepreneurial efforts going on around the state.**

I have recently received questions regarding some of the negative, misleading and frankly, dishonest information being said about myself and Green House Data (GHD) from one of the other campaigns. As many of you know, I have never paid too much attention to caustic and negative people. It is my experience they ultimately burnout on their own accord.

However, I do have a problem with people who are fundamentally dishonest. Especially when the dishonesty is based on self-interest and misleads other people.

I would normally refrain from calling out a specific individual. But, sadly, Harriet Hageman has publicly signed her name to the dissemination of false and utterly dishonest information. Her actions are **unethical, and people need to be aware of it, especially, if folks unknowingly believe her false narrative and put their own reputation at risk by passing around the information.** The best I can tell, Mrs. Hageman's dishonest claims are as follows:

Claim - Green House Data is an advocate for extreme anti fossil fuel, and anti ag non-profit groups because certain non-profit customers utilize GHD services.

- Harriett Hageman has identified two non-profits she does not like that utilize GHD services.
- GHD offers services at a substantial discount to **ANY** non-profit organization. **It is disingenuous to suggest GHD supports the positions of all our customers, simply because we provide services to them.**
- What is conveniently left out of the Hageman dishonesty is GHD provides services to all types of non-profit customers. Other non-profits left out of Harriet Hageman's narrative include:
 - Lighthouse homeless **mission**
 - CommonThreadz **helping orphans and vulnerable children in developing nations**
 - Studentrnd **helping low income students learn to code**
 - Boys & Girls Club of Cheyenne

Claim - Green House Data accepts government subsidies.

- This is a gross mischaracterization of the truth. A group of young entrepreneurs (the founders of GHD) entered into **a contractual relationship** with Laramie County in 2010 and 2013, to participate in Laramie County's vision of creating an environment to attract data centers and technology investment in Laramie County.
- GHD contractually committed to specific deliverables requested by Laramie County. These included committed levels of personal investment, creating a minimum number of jobs,

achieving specific wage levels, securing minimum levels of private capital investment, and providing free information technology services to Laramie County government during the grant periods.

- The **grant funds were for electricity and broadband service expenses and made available only if GHD met the performance benchmarks outlined in the contracts.** To be clear, if the contractual parameters were not achieved by GHD, the owners would risk their own investments.
- It should also be noted the electricity and broadband grant funds passed through GHD and went directly to Black Hills Energy and broadband providers to support the overall buildout of power and highspeed broadband infrastructure supporting the broader community and data center industry. Everyone in Laramie County (businesses, state government, and all consumers) benefited from the ultimate reduction of broadband costs in the market. Power consumed through Black Hills Energy directly benefited the Wyodak coal mine outside Gillette.
- **Mrs. Hageman claims I was instrumental in the grant process between GHD and Laramie County. This is not true. The fact is I was not associated with GHD when the grants were made.** However, I fully support Laramie County's vision. It is a great example of fostering an environment to promote economic and private sector growth.
- I joined GHD in 2014 *with the express mission of mentoring management, raising capital, and helping lead the company onto the national stage.* **Since 2014, GHD has expanded from Cheyenne to nine locations nationally, and just completed the acquisition of a major global technology services provider based in Canada. This expansion was all completed through privately raised capital and debt financing, not through any grant funding.**
- Fast forward to today, Laramie County's vision has been achieved. A new industry non-existent in Wyoming 10 years ago is thriving today:
 - Green House Data operates two facilities
 - Microsoft has multiple facilities.
 - NCAR and Echostar have also leveraged the environment that has been created.

Claim - Green House Data enjoys no-bid State contracts.

- Green House Data has responded to requests from the state, as they would from any customer, to provide various technical services. **GHD is not in control of any process the State uses to request or contract for services.**
- To imply GHD behaved inappropriately by simply responding to the service needs from the state is ridiculous. The state asked GHD to provide these services and they did, like any company in the private sector would as well.

Claim - Green House Data hates the fossil fuel industry because it buys renewable energy credits to "offset" carbon emissions from coal-based electricity it uses.

- The only truth in this statement is GHD purchases renewable energy certificates, as do a vast number of corporations across America. This includes companies such as Albertsons, Black Hills Energy, Wal Mart, and **our own Donald Trump** for one of his hotels in New York. **To my knowledge, none of these organizations hate coal, nor does GHD.** GHD and other corporations purchase renewable energy certificates because their customers demand it.

- GHD doesn't buy renewable energy certificates because it hates coal-based electricity. This is a fabrication by Mrs. Hageman to perpetuate her false and unethical claim. The fact is the data center industry relies heavily on, and requires base load power from, coal.
- **To demonstrate how dishonest the Hageman campaign is: Last year GHD spent over \$1m in coal fired electricity from Black Hills Energy, who owns the Wyodak coal mine outside of Gillette. In contrast, last year GHD purchased roughly \$13,500 (yes, only \$13,500) in renewable energy certificates from Powder River Energy Corporation (PRECorp), a Wyoming power provider. These funds were ultimately donated to the Old Stoney High School Renovation project in Sundance, WY to support the Sundance Museum.**
- GHD enjoys a very positive relationship with Black Hills Energy, who is a key customer of GHD. A case study of GHD's work with Black Hills is featured on the GHD website.

In conclusion, GHD and other technology companies have created good paying jobs, invested 100's of millions of dollars in private capital here in Wyoming. As well vast amounts of coal fired electricity, is consumed benefiting Wyoming coal mines, and these companies have paid tens of thousands of dollars, in city & county sales taxes, as well as significant property taxes paid each and every year.

I'll let you ponder the positive financial impact on local trade companies:

- to construct the facilities,
- build the massive cooling infrastructures,
- install all the electrical power & systems,
- and from the ongoing maintenance and repairs of those facilities.

An entire industry has matured in Laramie County. *It has generated new economy higher paid jobs and overall economic growth for our state.* Now this industry has created demand for other high paying new economy jobs to support it. Software development, database management and cyber security disciplines, among others, are beginning to take root in our state.

It's unfortunate Harriet Hageman has relied on false and misleading attacks in an attempt to prop up her campaign. **This only underscores the need for Wyoming to elect a governor who, like myself, understands the economy and private business.**

Once again, thanks for your continued support.

Sam G