



Mesa Natural Gas Solutions, LLC

6392 Byrd Drive
Loveland, CO 80538

February 4, 2026

To the Honorable Members of the Wyoming State Legislature:

I write to you as the CEO of Mesa Natural Gas Solutions, a company deeply invested in Wyoming's future, to express our support for the continued funding and preservation of the Wyoming Business Council (WBC). Mesa is currently expanding production capacity, with a \$70 million campus in Evansville. WBC involvement with the Town of Evansville illustrates how WBC assistance may be helpful in overcoming challenges businesses face by relocating or expanding in Wyoming.

Challenge 1: High Costs of the Evansville Plant Expansion

Moving forward with a project of this magnitude in Wyoming has not been easy. Our new Evansville production facility is an ambitious undertaking, **expected to employ over four hundred people with an annual payroll of more than \$25 million**. However, the upfront costs were daunting. Beyond constructing the plant itself, we faced **significant expenses to prepare the site**: the land required extensive grading and there were **no appropriate roads, or existing water lines, or sewer infrastructure** to support an industrial operation of our size. In short, the basic infrastructure did not exist to make this site workable. These are **costs that most businesses cannot shoulder alone**, and in our case, they came on top of the substantial investment in our building, equipment, and technology.

Thanks to the partnership between the town and WBC, a **Business Ready Community (BRC) grant** funded critical infrastructure improvements. These improvements made the decision for us to stay in Natrona County easier. I want to emphasize how crucial this program has been: **Mesa committed \$485,000 of our own funds (cash and engineering services) as part of the required 20% local match**. In fact, **Mesa had already spent more than \$3 million on initial design work and traffic studies, mostly with local firms**, before the grant was even approved. Mesa wanted to maintain its Wyoming roots. The WBC grant helped assure us we made the right decision. The Town of Evansville estimated the infrastructure necessary to support Mesa's sight costs \$4.2 million. Mesa had to reduce the scope (40,000 – 60,000 square feet and \$30 million) of its expansion in Natrona County due to lack of available funding for what we originally had planned. No Wyoming





bank had the capital to fund the original (or even reduced) scope, and no regional or national bank was willing to fund such a large project in Wyoming. If Mesa had to pay for that additional \$4.2 million infrastructure cost covered by the grant, it may have jeopardized overall project funding. **WBC's support helped turn a \$70 million vision into reality.** The WBC town partnership means the roads and utilities we are building will not only serve Mesa but also open up **over two hundred additional acres in the area for future industrial development.** It is a perfect example of how the WBC enables business growth that in turn strengthens Wyoming's infrastructure and economy.

Challenge 2: Limited Availability of a Trained Workforce

Wyoming's workforce is talented and hardworking, but like many employers in the state, **we have encountered difficulties in hiring the sheer number of skilled workers needed for our expansion.** In Natrona County (Casper area), the unemployment rate was only about **3.9% as of January 2024.** Mesa estimates we need to hire **261 new employees** to staff our expanded Evansville operations. Recruiting qualified technicians, welders, mechanics, and support staff in a tight labor market is a serious challenge. Mesa had already relocated its headquarters to Loveland CO in order to recruit and retain enough engineers, accounting, and executive personnel that were not available in or unwilling to relocate to Natrona County. We understand the limitations of available personnel resources. We have responded by **partnering with local educational institutions and workforce programs:** for example, we collaborate with **Casper College, the University of Wyoming, WyoTech, and the Wyoming Department of Workforce Services** to identify and train potential employees. We actively participate in job fairs and even sponsor programs at UW's College of Business to cultivate homegrown talent. Our philosophy is to recruit locally and keep people in Wyoming.

While workforce development is a broad effort involving schools and agencies, **WBC has been a valuable partner in this arena as well.** The WBC understands that successful economic development is also about people. Through its regional directors and initiatives, the WBC has **helped convene conversations between industry and educators** and highlighted our workforce needs in statewide economic planning. Knowing that the WBC is advocating for programs that align training with employers' needs gives us confidence that Wyoming is serious about growing and retaining a skilled workforce. We do not want to relocate more company capacity out of state.





Challenge 3: Lack of Infrastructure & Funding Options for Business Growth in Wyoming

Mesa's experience has underscored a fundamental reality: **Wyoming's business climate, especially for industrial growth, depends on public-private cooperation to overcome infrastructure gaps and financing hurdles.** Unlike more urban states, Wyoming often lacks the pre-existing infrastructure (industrial parks with utilities, highway access, etc.) that companies can simply plug into. Moreover, local governments here have limited tax revenue to build multi-million-dollar facilities on speculation, and private capital tends to be cautious about funding infrastructure in less populated areas. Additionally, construction and land prices in Wyoming are high. Mesa recently completed a like structure in Texas with slightly more production capacity but less administrative space at 60% of the cost of the Evansville plant. Lack of infrastructure, available financing, lack of available talent, and challenging construction and land costs make it hard for businesses to expand or relocate, even when there is strong interest in Wyoming. These issues actually argue for more state government involvement / assistance, not less.

The WBC is **one of the few mechanisms that bridges this gap.** Its grant and loan programs (like the BRC grant we utilized) provide critical funding to jump-start development where it would not otherwise occur. In our case, **the WBC grant was the linchpin that allowed Mesa to proceed with building our Wyoming plant instead of relocating to other states.** We already had to scale back the project. Without WBC involvement, it may not have been built in Natrona County or Wyoming at all. Neither outcome would have been good for Wyoming or our employees. Instead, our investment remained in the area, an outcome where everyone wins. Mesa invests tens of millions locally; hundreds of Wyoming residents gain and maintain employment; and the state and community will see increased tax revenues and long-term economic diversification. This is exactly the kind of result the Wyoming Business Council was created to facilitate.

The Case for Preserving the Wyoming Business Council:

On behalf of Mesa, I respectfully urge you **not to eliminate or defund the Wyoming Business Council.** Our experience strongly suggests their role may actually need to expand in order for the state to secure other large-scale employment opportunities. Mesa's story is just one example, but it speaks volumes about the WBC's importance. Thanks to the WBC:





- **A Wyoming community is maintaining a major employer.** We will continue to provide hundreds of good-paying jobs in Evansville/Casper, jobs that might well have gone elsewhere without the WBC's involvement. Each of those employees will be supporting their families here, spending money on local businesses, and strengthening the social fabric of the area.
- **Critical infrastructure is being built** that not only serves Mesa but will attract and accommodate other businesses. The improvements to Mystery Bridge Road, Wildcat Road, and the water system will benefit additional sites and future projects, multiplying the impact beyond our single investment. This is how we grow Wyoming's capacity for commerce – **one strategic project at a time, with an eye on broader community needs.** The WBC has the vision and mandate to facilitate such win-win projects.
- **Public-private partnership is alive and well.** The partnership between Mesa, the other developers / landowners in the Wildcat Division area, the Town of Evansville, and the WBC demonstrates to other companies that Wyoming is willing to invest alongside businesses that invest in the state. That reputation is invaluable. Frankly, as we compete for talent and capital, knowing that Wyoming has the WBC signals to our stakeholders (owners, investors, even customers) that the state is a dependable partner in our success. It gives us and others confidence to take risks on big projects here. If growth is desired, eliminating the WBC would send the opposite message at the worst possible time.

I understand that as legislators you must scrutinize budgets and demand results from any publicly funded entity. Our project has an \$8 million investment paid back in 8 months. Those are surprisingly good returns. For this project, **the WBC has delivered.** Could the WBC be improved or refocused? Perhaps. Mesa is happy to provide input and work with the Council and Legislature on continual improvement. But abolishing it altogether, or bleeding it of resources, would be a drastic step backward. It would leave a void where now there is an agency actively working to diversify and grow our economy.

Consider Mesa's story as you consider the future of the Wyoming Business Council. **We are a company that chose to grow in Wyoming and create more prosperity right here at home.** WBC assistance was crucial to that growth. By supporting the WBC, you are





investing not only in one agency but in all of Wyoming's aspiring entrepreneurs, expanding companies, and local leaders who rely on the WBC's expertise and programs.

Thank you for your time and service to the state. Mesa Natural Gas Solutions is proud to be growing in Wyoming, and we **invite any of you to visit our Evansville project site** to see firsthand what your support of the WBC has helped us achieve. I am confident that what you will see is hope and opportunity—machines being installed, Wyoming workers busy on the line, and a facility rising from once-vacant land—all thanks to a collaborative effort between business, the community, and the Wyoming Business Council. That is the kind of progress we should be celebrating and continuing, not turning away from.

Respectfully,

Scott Gromer

Chief Executive Officer

Mesa Natural Gas Solutions, LLC