



United States
Department of
Agriculture

Office of the General Counsel
1400 Independence Ave. SW
Washington, DC 20250-1400

May 22, 2020

Delivered via Electronic Mail

Khahilia Shaw
American Oversight
1030 15th Street NW
Suite B255
Washington, DC 20005
foia@americanoversight.org

**RE: Freedom of Information Act (FOIA) Request 2020-OSEC-00542-F
Final Response**

Dear Ms. Shaw:

This is the Departmental FOIA Office's (DFO) final response to the above-referenced FOIA request seeking emails between the U.S. Department of Agriculture (USDA) and the following nine companies and individuals: Palantir Technologies; Peter Thiel; Alex Karp; J.A. Green and Company; ATS Communications, Inc.; Cassidy and Associates, Inc.; Sextons Creek; Hannegan Landau Poersch & Rosenbaum Advocacy LLC; and Akin Gump Strauss Hauer & Feld LLP. You requested a search timeframe of January 20, 2017 to the date of search. You directed your request to both the Departmental FOIA Office (DFO) and the Animal and Plant Health Inspection Service (APHIS). Both offices have conducted independent searches for records responsive to your request, and each office will respond to you separately.

Your request has been processed under the FOIA, 5 U.S.C. § 552.

A search for responsive records was conducted by the Office of the General Counsel's (OGC) telecommunications provider, the Client Experience Center (CEC). The CEC provides comprehensive, fee-for-service information technology (IT) associated operations, security, and technical support services to USDA end users. The CEC also implements and manages enterprise IT solutions for users Department-wide. The CEC conducted a search of the emails belonging to Secretary Sonny Perdue, Gary Washington, Donald Bice, Ray Starling, Heidi Green, Gregory Ibach, and Ed Avalos (listed as items a – g of Column A of your FOIA request). The search timeframe is January 20, 2017 to November 14, 2019, the date of the search. The CEC located thirty-seven (37) pages of responsive records. The APHIS conducted a search for the remaining USDA employees listed in your FOIA request.

Following a review of the responsive records, the DFO has determined that certain information contained therein should be withheld pursuant to 5 U.S.C. § 552 (b)(5) and (b)(6) (FOIA Exemptions 5 and 6). Below is an explanation of the information that has been withheld.

FOIA Exemption 5

FOIA Exemption 5 protects from disclosure those “inter-agency or intra-agency memorandums or letters which would not be available by law to a party other than an agency in litigation with the agency.” FOIA Exemption 5 protects from disclosure privileged information under the deliberative process privilege.

To fall within FOIA’s deliberative process privilege, the records must be both pre-decisional and deliberative; the records must precede the adoption of an agency policy and include the opinions, recommendations, or deliberations on a legal or policy matter. In this instance, the DFO is withholding internal discussions about policy matters related to inquiries from a vendor.

FOIA Exemption 6

Exemption 6 is generally referred to as the “personal privacy” exemption. It provides that the disclosure requirements of FOIA do not apply to “personnel and medical files and similar files the disclosure of which would constitute a clearly unwarranted invasion of personal privacy.” Application of the exemption involves balancing the public’s interest in disclosure against individuals’ privacy interests.

The information withheld under Exemption 6 includes cellular phone numbers, unpublished direct office numbers and email accounts, passwords, and personal information related to individuals’ families and friends. All of these items fall under the category of “similar files” because they apply to particular individuals. Release of the cellular phone numbers, direct office numbers, and email addresses could subject the individuals to unwarranted or unsolicited communications. Release of the passwords could allow uninvited individuals access to protected and private information. With regard to the information related to individuals’ families and friends, that information is purely personal in nature and releasing it would reveal little about the operations or activities of the government. Since there is a viable privacy interest that would be threatened by disclosure, Exemption 6 authorizes this office to withhold the information. Accordingly, we have determined that the public interest in the information’s release does not outweigh the overriding privacy interests in keeping it confidential.

You may appeal this response by email at USDAFOIA@usda.gov. Your appeal must be in writing, and it must be received electronically no later than 90 calendar days from the date of this letter. The OGC will not consider appeals received after the 90 calendar-day limit. Appeals received after 5:00 p.m. EST will be considered received the next business day. The appeal letter should include the FOIA tracking number listed above, a copy of the original request, the DFO’s response to your original request, and a statement explaining the basis of your appeal. For quickest possible handling, the subject line of your email should be marked “Freedom of Information Act Appeal.”

You may seek dispute resolution services from the DFO’s FOIA Public Liaison, Ms. Camille Aponte. Ms. Aponte may be contacted by telephone at 202-690-5260 or electronically at camille.aponte@usda.gov or USDAFOIA@usda.gov.

You also have the option to seek assistance from the Office of Government Information Services (OGIS). Please visit <https://www.archives.gov/ogis/mediation-program/request-assistance> for information about how to request OGIS assistance in relation to a FOIA request.

Provisions of the FOIA allow us to recover part of the cost of processing your request. In this instance, no fees will be charged.

If you have any questions regarding the processing of this request, please contact Ms. Oyegunle at aja.oyegunle@usda.gov or USDAFOIA@usda.gov.

For additional information regarding USDA FOIA regulations and processes, please refer to the information available online at www.dm.usda.gov/foia.

Sincerely,

Alexis R. Graves

Alexis R. Graves
Departmental FOIA Officer
Office of the General Counsel

Enclosure: Responsive Records (37 pages)

From: [Green, Heidi - OSEC, Washington, DC](#)
To: [Tucker, Jamie](#)
Subject: RE: NAFTA Meeting Request
Date: Monday, July 10, 2017 8:41:54 PM
Attachments: [image002.png](#)

I am here but I really am back-to-back this week. With some lead time we can usually make things work.

Heidi Green



Chief of Staff – Office of the Secretary

United States Department of Agriculture

Office: (b) (6)

Cell: (b) (6)

From: Tucker, Jamie [<mailto:jtucker@AKINGUMP.COM>]
Sent: Monday, July 10, 2017 4:00 PM
To: Green, Heidi - OSEC, Washington, DC <Heidi.Green@osec.usda.gov>
Subject: Re: NAFTA Meeting Request

Circling back to see if you might be available this week.

On Jul 7, 2017, at 12:10 PM, Tucker, Jamie <jtucker@AKINGUMP.COM> wrote:

Will you be in town this week or will you be travelling?

From: Green, Heidi - OSEC, Washington, DC [<mailto:Heidi.Green@osec.usda.gov>]
Sent: Friday, July 07, 2017 12:08 PM
To: Tucker, Jamie
Subject: Re: NAFTA Meeting Request

Me for time being.

Sent from my iPhone

On Jul 7, 2017, at 12:06 PM, Tucker, Jamie <jtucker@AKINGUMP.COM> wrote:

Quick follow up: who among the political staff has the portfolio related to trade issues?

From: Green, Heidi - OSEC, Washington, DC
[\[mailto:Heidi.Green@osec.usda.gov\]](mailto:Heidi.Green@osec.usda.gov)
Sent: Friday, July 07, 2017 11:34 AM
To: Tucker, Jamie
Subject: Re: NAFTA Meeting Request

Thank you Jamie for the email. Are you inquiring about the 11 and 12 of July? If so the Secretary will be on travel those days.

Heidi

Sent from my iPhone

On Jul 7, 2017, at 11:16 AM, Tucker, Jamie <jtucker@AKINGUMP.COM> wrote:

Heidi- I hope you are getting settled into the new gig at USDA and DC more generally. I know Krister recently mentioned to you about speaking to the Georgia Business Council at one of our upcoming coffees and let me reiterate how much we would enjoy hosting you.

On behalf of our client Consejo Coordinador Empresarial (CCE), which is the equivalent of the Chamber of Commerce in Mexico, I wanted to see if Secretary Perdue had availability on the 11th or 12th for a meeting with Moises Kalach, CEO of Katlex Americas.

Mr. Kalach has been designated the international negotiations coordinator of the Mexican private sector by the Chairman of CCE. In this capacity, he is seeking to expand opportunities of trade and investment throughout Mexico's ongoing free trade negotiations. He had dinner last month with Secretary Ross and would similarly like to open a discussion with Secretary Perdue about how the NAFTA negotiations can be conducted in a smart, narrow way that creates a win-win scenario for all parties.

He chaired the Mexican Business Coalition for the Trans Pacific Partnership (TPP), worldwide negotiations in which Mexico promoted the enormous challenge to successfully access the Asian market. President Peña Nieto appointed him to the APEC Business Advisory Council in 2013. He is also member of the High Level Committee for Mexico-China, whose main objective is to improve trade and economic cooperation between both countries.

Mr. Kalach is vice president of Kaltex Group, a Western Hemisphere-leading company with investments in the manufacture of acrylic fiber, yarns and woven fabrics, garments, home textiles and retail business. He was president of the National Chamber of the Textile Industry from 2012 to 2015.

Please let me know if you need any additional background information, which we would be pleased to provide.

Thanks

Jamie

Jamie Tucker

AKIN GUMP STRAUSS HAUER & FELD LLP

1333 New Hampshire Avenue, N.W. | Washington, DC 20036-1564 | USA
 | Direct: [+1 202.887.4279](tel:+12028874279) | Internal: (b) (6)
 Fax: +1 202.887.4288 | jtucker@akingump.com | akingump.com | [Bio](#)

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From: [Julie Bush](#)
To: gary.s.washington@ocio.usda.gov
Subject: Reconnecting
Date: Tuesday, November 28, 2017 4:03:18 PM

Hi Gary,

I hope you had a lovely Thanksgiving! I'm following up on my note below – I realized I had sent it to your APHIS email address rather than OCIO. We would love to get you to Georgetown or are happy to come to you to reconnect, give you a deeper dive on Palantir, and update you on the current APHIS DIAP project. Our CIO will also join.

I know you are quite busy so I'm happy to work with your scheduler to find a time that works in the coming weeks or in early January.

Looking forward,
 Julie

From: Julie Bush (b) (6) <[@palantir.com](mailto:(b)(6)@palantir.com)>
Date: Thursday, October 19, 2017 at 8:15 PM
To: "Washington, Gary S - APHIS" <Gary.S.Washington@aphis.usda.gov>
Subject: Reconnecting

Gary,

I hope this note finds you well - I'm sure you are quite busy these days in the Acting CIO role (congrats)! You have likely heard, but we recently kicked off the new pilot with APHIS-VS and are very excited about the partnership. I'm actually on my way back from Ft. Collins now.

Now that we are able to connect again, I would love to get you to Georgetown for a deeper dive on Palantir and to potentially meet with our CIO. Do you have availability for a visit in the coming weeks? I'm happy to work with your scheduler to line up the conversation.

Looking forward to seeing you,
 Julie

From: "Washington, Gary S - APHIS" <Gary.S.Washington@aphis.usda.gov>
Date: Thursday, December 15, 2016 at 3:02 PM
To: Julie Bush (b) (6) <[@palantir.com](mailto:(b)(6)@palantir.com)>
Cc: Alyson Promes (b) (6) <[@palantir.com](mailto:(b)(6)@palantir.com)>
Subject: Re: Thanks!

You are welcome. I am just waiting for an invitation to Georgetown.

Sent from my iPhone

On Dec 15, 2016, at 4:20 PM, Julie Bush (b) (6)@palantir.com> wrote:

Gary,

I wanted to send you a quick thanks for your invitation to participate in USDA's Data Day on Monday. Our team found it quite interesting and we were able to meet many new faces including John Picanso, who we are looking forward to following up with in the new year.

Let us know if there are any other upcoming events you would like us to present at, and hopefully in January we can get you to Georgetown!

Happy holidays,
Julie

--

Julie Goldfarb Bush

Palantir Technologies | (b) (6)

(b) (6)@palantir.com

From: [Julie Bush](#)
To: gary.s.washington@ocio.usda.gov
Subject: Palantir GovCon 2018
Date: Tuesday, April 10, 2018 1:15:41 PM

Hi Gary,

I hope you've been well! Our work at USDA is progressing and at some point, we would love to give you an update – and are also happy to brief the CIO Council again if that is helpful. If there is interest on your end, feel free to copy in your scheduling team and I can work with them to set things up.

Separately, I wanted to invite you to Palantir GovCon 2018, an executive summit on May 8 at the Four Seasons in Georgetown. The conference will bring together thought leaders from the public and private sector to discuss technology and principles for making the most of data. Many of our USG sponsors will be there, including some of our USDA sponsors, so it should be a great opportunity to connect with a range of people to share experiences and learnings. Speakers from the public and private sector will talk about their digital transformation efforts, and we'll host interactive breakouts to dive deeper into several topics, including data governance, innovation and compliance within the enterprise. If there is anyone else from your team who might be interested, feel free to pass this along and bcc/cc me (I can add them to list).

Let me know if you can make it! If you can attend, visit the event website: <https://palantirgovcondc2018.splashthat.com/> to register and for additional information on the agenda and event logistics. The site is password-protected so please use the password (b) (6) to access it. If you have any questions, don't hesitate to reach out to me, or send a note to our events team at (b) (6)@palantir.com.

All the best,
 Julie

--

Julie Goldfarb Bush
 Palantir Technologies | (b) (6)
 (b) (6)@palantir.com

From: [Palantir Technologies](#)
To: [Washington, Gary S - APHIS](#)
Subject: Palantir GovCon
Date: Thursday, May 11, 2017 2:29:04 PM



Join Us for Palantir GovCon

VENUE

The Ritz-Carlton

1150 22nd St NW,
Washington, DC 20037

TIME

Wed, June 28, 2017

9:00 AM – 5:30 PM

Cocktail reception to follow

Space is Limited - Register Today!



Join us on June 28 for Palantir GovCon, a forum for discussion about data and technology, and how Palantir is changing both. We'll demonstrate some of our latest innovations while our customers present their stories from the field. It will be a forum for sharing knowledge, experiences, and best practices across industries and verticals.

HIGHLIGHTS OF THE DAY INCLUDE:

- A talk by Doug Philippone, Palantir's Global Defense Lead, on Palantir's history and current partnership with the U.S. Government
- Palantir development group leads and client partners on the evolution of Palantir's core platform and the impact our enterprise data infrastructure is having on industries across the commercial sector
- Presentations from our customers on their work with Palantir, including for collaborative geospatial analysis and cybersecurity

Visit palantir.com/govcon for updates to the agenda, breakout

session topics, and speaker bios.

Space is Limited - Register Today!



For questions, please contact (b) (6) [@Palantir.com](mailto:(b) (6)@Palantir.com)



From: [Tucker, Jamie](#)
To: ["Green, Heidi - OSEC, Washington, DC"](#)
Subject: RE: NAFTA Meeting Request
Date: Thursday, December 7, 2017 1:54:26 PM

Thanks, Heidi.

From: Green, Heidi - OSEC, Washington, DC [<mailto:Heidi.Green@osec.usda.gov>]
Sent: Thursday, December 07, 2017 1:50 PM
To: Tucker, Jamie; Willbrand, Zhulieta - OSEC, Washington, DC
Subject: Re: NAFTA Meeting Request

Jamie I am copying in our Undersecretary for Trade's COS on the request. Zhulieta would Mr. McKinney be available?

Sent from my iPhone

On Dec 7, 2017, at 1:46 PM, Tucker, Jamie <jtucker@AKINGUMP.COM> wrote:

Heidi – Circling back on this request from this summer to see if you or any of your colleagues involved in the NAFTA negotiations might be available next week on the 14th or 15th to meet with Mr. Kalach, Chairman of Consejo Coordinador Empresarial (CCE) which is the equivalent of the Chamber of Commerce in Mexico? Thanks.

From: Tucker, Jamie
Sent: Friday, July 07, 2017 11:36 AM
To: 'Green, Heidi - OSEC, Washington, DC'
Subject: RE: NAFTA Meeting Request

Thanks for getting back so quickly to let me know and if it's okay, we'd like to circle back on one of Moises future trips.
 Similarly, if the Secretary is considering travel to Mexico we'd be happy to meet with him there as well.

From: Green, Heidi - OSEC, Washington, DC [<mailto:Heidi.Green@osec.usda.gov>]
Sent: Friday, July 07, 2017 11:34 AM
To: Tucker, Jamie
Subject: Re: NAFTA Meeting Request

Thank you Jamie for the email. Are you inquiring about the 11 and 12 of July? If so the Secretary will be on travel those days.

Heidi

Sent from my iPhone

On Jul 7, 2017, at 11:16 AM, Tucker, Jamie <jtucker@AKINGUMP.COM> wrote:

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Please let me know if you need any additional

background information, which we would be pleased to provide.

Thanks

Jamie

Jamie Tucker

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1333 New Hampshire Avenue, N.W. | Washington, DC 20036-1564 |
USA | Direct: [+1 202.887.4279](tel:+12028874279) | Internal: (b) (6)
Fax: +1 202.887.4288 | jtucker@akingump.com | akingump.com |
[Bio](#)

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From: [Julie Bush](#)
To: greg.ibach@osec.usda.gov; lorren.walker@ams.usda.gov; [Bridgforth, Turner - OSEC-MRP, Washington, DC](#)
Cc: [Cobi Blumenfeld-Gantz](#); [William Brady](#); [Gilliland, John](#)
Subject: Thank you & Next Steps - Palantir
Date: Wednesday, February 13, 2019 1:26:02 PM

Under Secretary Ibach, Lorren, and Turner,

Thank you for your time yesterday. We appreciated the opportunity to learn more about MRP's ADT goals which we hope to advance through our current work, as well as other priority MRP programs that could leverage Palantir's capabilities in the future. We will plan to follow up with Lorren shortly on next steps.

In the meantime, do not hesitate to send questions or additional thoughts our way.

Looking forward,
Julie

--

Julie Goldfarb Bush

Palantir Technologies | (b) (6)

(b) (6) [@palantir.com](mailto:(b) (6)@palantir.com)

From: [Julie Bush](#)
To: [Kaouk, Ted - OCIO](#)
Cc: [Davis, Jane - OCIO-CIO, Washington, DC](#); [Greylyn Boscia](#); [Akash Jain](#); [Washington, Gary S - OCIO-CIO, Washington, DC](#)
Bcc: [Nash, Douglas - AMS](#)
Subject: Re: Palantir/USDA OCIO Follow-up
Date: Thursday, April 18, 2019 9:48:58 AM

//moving Doug to bcc

Hi Ted – How would Monday, May 20th from 10 am - 11:30 am work for you? We can also move a few things around this day and suggest other times if this slot doesn't work.

Best,
Julie

From: "Kaouk, Ted - OCIO" <ted.kaouk@usda.gov>
Date: Wednesday, April 17, 2019 at 10:01 PM
To: Julie Bush (b) (6)@palantir.com>
Cc: "Davis, Jane - OCIO-CIO, Washington, DC" <jane.davis@usda.gov>, Greylyn Boscia (b) (6)@palantir.com>, "Nash, Douglas - AMS" <douglas.nash@usda.gov>, Akash Jain (b) (6)@palantir.com>, "Washington, Gary S - OCIO-CIO, Washington, DC" <gary.s.washington@usda.gov>
Subject: RE: Palantir/USDA OCIO Follow-up

Thanks for reaching out, Julie. Do you have any availability the following week of May 20th?

Ted

From: Julie Bush (b) (6)@palantir.com>
Sent: Wednesday, April 17, 2019 10:42 AM
To: Kaouk, Ted - OCIO <ted.kaouk@usda.gov>
Cc: Davis, Jane - OCIO-CIO, Washington, DC <jane.davis@usda.gov>; Greylyn Boscia (b) (6)@palantir.com>; Nash, Douglas - AMS <douglas.nash@usda.gov>; Akash Jain (b) (6)@palantir.com>; Washington, Gary S - OCIO-CIO, Washington, DC <gary.s.washington@usda.gov>
Subject: Re: Palantir/USDA OCIO Follow-up

Good morning Ted,

I spoke with Doug Nash yesterday and he mentioned you were interested in doing a deeper dive into Palantir and our work at APHIS. As noted below, we would love to host you in Georgetown for this discussion at your convenience. Do you have availability for a visit the week of May 13th? I'm happy

to coordinate with the appropriate person on your side.

Best,
Julie

--

Julie Goldfarb Bush

Palantir Technologies | (b) (6)

(b) (6)@palantir.com

From: Julie Bush (b) (6)@palantir.com>

Date: Thursday, February 14, 2019 at 3:39 PM

To: Akash Jain (b) (6)@palantir.com>, "gary.s.washington@ocio.usda.gov" <gary.s.washington@ocio.usda.gov>, "Kaouk, Ted - OCIO" <Ted.Kaouk@ocio.usda.gov>

Cc: "jane.davis@ocio.usda.gov" <jane.davis@ocio.usda.gov>, Greylyn Boscia

(b) (6)@palantir.com>

Subject: Re: Palantir/USDA OCIO Follow-up

Thanks Aki!

Gary and Ted – I wanted to give you some time to dig out after the shutdown, but yes, we would welcome the opportunity to host you in Georgetown. Let me know if you are interested, and if so, I'll coordinate a visit.

Separately, I wanted to invite you both to a small event we are hosting **March 6th** at the Newseum, Palantir HealthCon. [Registration \[palantir.events\]](#) is here and the password for the event homepage is (b) (6). Palantir HealthCon features a cross-section of our public and commercial health customers including partners at CDC, FDA, and NIH. Featured keynotes include Dr. Andy Futreal (Chair — Department of Genomic Medicine, MD Anderson Cancer Center), Bernard Hamelin (Global Head of Medical Evidence Generation, Sanofi), and Shyam Sankar (President, Palantir Technologies). A number of our USDA partners plan to attend, and we hope to see you there.

For additional program information, no-cost registration, and travel and parking details visit the HealthCon [homepage \[palantir.events\]](#). General questions and inquiries: (b) (6)@palantir.com. Invites are currently non-transferable, but if there are others at OCIO you would like me to extend an invite to, please let me know.

Looking forward to reconnecting!
Julie

From: Akash Jain (b) (6)@palantir.com>

Date: Wednesday, December 19, 2018 at 8:00 PM

To: "gary.s.washington@ocio.usda.gov" <gary.s.washington@ocio.usda.gov>, "Kaouk, Ted - OCIO" <Ted.Kaouk@ocio.usda.gov>

Cc: "jane.davis@ocio.usda.gov" <jane.davis@ocio.usda.gov>, Greylyn Boscia (b) (6)@palantir.com>, Julie Bush (b) (6)@palantir.com>

Subject: Palantir/USDA OCIO Follow-up

Gary,

Thanks for taking the time to connect yesterday – it was great to meet with both you and Ted. I know the end-of-year can be a crunch and I hope you enjoy the time (b) (6) this holiday season. As I mentioned yesterday, we are extremely excited about the work we are doing together at USDA, appreciate your continued support and hope to grow the partnership in line with your strategic vision.

As a next step, I would love to host both of you at our offices in Georgetown so you can get an update on both the progress at VS as well as our broader product development efforts with Foundry. As they say – seeing is believing, and I think it'd be valuable to be able to show you some more of our work and share in thought partnership with your team. I can imagine Ted and his team have learned a ton in the past year, and we'd be glad to share our experiences and approaches to the degree they are helpful with your 2019 plan.

Would you be able to come over sometime in January? I've included Greylyn from my team and Jane from your team to help with calendars if you were so inclined.

Happy Holidays,
-Aki

--

Akash Jain
President & CTO
Palantir
(c) (b) (6)

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you have received this message in error, please notify the sender and delete the email immediately.

From: [Julie Bush](#)
To: [Washington, Gary S - OCIO-CIO, Washington, DC](#)
Subject: Re: Reconnecting
Date: Monday, November 6, 2017 9:54:04 AM

Hi Gary,

I'm following up on my note below – it would be great to reconnect whether at your office or ours in Georgetown. We are looking forward to giving you a deeper dive on Palantir, updating you on the new APHIS project and discussing a few other potential areas of collaboration with you.

I'm happy to work with your scheduler to find a time that works in the coming weeks. I am also heading to (b) (6) Thursday, and hope to see you there!

Looking forward,
 Julie

From: Julie Bush (b) (6)@palantir.com>
Date: Thursday, October 19, 2017 at 8:15 PM
To: "Washington, Gary S - APHIS" <Gary.S.Washington@aphis.usda.gov>
Subject: Reconnecting

Gary,

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Now that we are able to connect again, I would love to get you to Georgetown for a deeper dive on Palantir and to potentially meet with our CIO. Do you have availability for a visit in the coming weeks? I'm happy to work with your scheduler to line up the conversation.

Looking forward to seeing you,
 Julie

From: "Washington, Gary S - APHIS" <Gary.S.Washington@aphis.usda.gov>
Date: Thursday, December 15, 2016 at 3:02 PM
To: Julie Bush (b) (6)@palantir.com>
Cc: Alyson Promes (b) (6)@palantir.com>
Subject: Re: Thanks!

You are welcome. I am just waiting for an invitation to Georgetown.

Sent from my iPhone

On Dec 15, 2016, at 4:20 PM, Julie Bush (b) (6)@palantir.com> wrote:

Gary,

I wanted to send you a quick thanks for your invitation to participate in USDA's Data Day on Monday. Our team found it quite interesting and we were able to meet many new faces including John Picanso, who we are looking forward to following up with in the new year.

Let us know if there are any other upcoming events you would like us to present at, and hopefully in January we can get you to Georgetown!

Happy holidays,
Julie

--
Julie Goldfarb Bush
Palantir Technologies | (b) (6)
(b) (6)@palantir.com

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From: [Appleton, Brooke - OSEC, Washington DC](#)
To: [Washington, Gary S - OCIO-CIO, Washington, DC](#)
Subject: RE: Palantir
Date: Wednesday, November 14, 2018 11:06:15 AM
Attachments: [image001.png](#)

Gary,

Very helpful and I appreciate your insight.

Thanks,

Brooke

From: Washington, Gary S - OCIO-CIO, Washington, DC
Sent: Wednesday, November 14, 2018 10:53 AM
To: Appleton, Brooke - OSEC, Washington DC <Brooke.Appleton@osec.usda.gov>
Subject: RE: Palantir

Hey Brooke,

I know about Palantir and have met some of their leaders. Palantir is a small company that does analytics and data visualization. (b)(5) Deliberative

[REDACTED]

(b)(5) Deliberative

[REDACTED]

hope this helps.

Gary S. Washington
 USDA Chief Information Officer
 Office of the Chief Information Officer
 1400 Independence Avenue, SW, 420-W
 Washington D.C. 20250
 Office (b) (6)
Gary.S.Washington@usda.gov

From: Appleton, Brooke - OSEC, Washington DC
Sent: Wednesday, November 14, 2018 9:54 AM
To: Washington, Gary S - OCIO-CIO, Washington, DC <Gary.S.Washington@ocio.usda.gov>
Subject: FW: Palantir

Gary,

(b)(5) Deliberative

Brooke

From: Julie Bush (b) (6) <julie.bush@palantir.com>
Sent: Monday, October 15, 2018 10:56 AM
To: Sullivan, Lauren - OSEC, Washington, DC <Lauren.Sullivan@osec.usda.gov>
Subject: Re: Palantir

//moving Dr. Karp to bcc

Hi Lauren,

It's a pleasure to meet you. For background, Palantir Technologies is a Silicon Valley-based software company that provides enterprise data platforms for organizations with highly complex and sensitive data environments. From building safer cars and planes at Chrysler and Airbus, to discovering new drugs with NIH, to combating terrorism and fraud in the US Intelligence Community and allied forces, Palantir helps customers transform the way they use their data through the use of our commercial platform.

At USDA for example, Palantir enables APHIS to respond to emergencies and triage the highest-risk locations for disease outbreaks. Specifically, APHIS uses Palantir software as their data infrastructure to integrate dozens of high priority data systems, improve and repair data quality issues, and centrally govern all data across the enterprise to respond in real-time to potential disease outbreaks and assess the associated impact to the economy.

Dr. Karp spoke with Mr. Liddell about Palantir's support at other US Departments and Fortune 100 companies in the midst streamlining their organizations and seeking to make employees more effective through the better use of data. In the manufacturing space for example, with Palantir factory line workers are now enabled to manipulate their data at the same level as a data scientist. Mr. Liddell thought Secretary Perdue would be interested in meeting Dr. Karp given the Secretary's focus on creating "One USDA" and improving customer service for America's farmers and ranchers. In order to realize these goals, the Department will need to rapidly integrate hundreds of legacy systems at scale to create a useable, dynamic data asset and technology infrastructure for a

workforce with varying technical skills.

I'm happy to provide more details by phone if helpful.

Best,
Julie

--

Julie Goldfarb Bush

Palantir Technologies | (b) (6)

(b) (6)@palantir.com

From: Alex Karp (b) (6)@palantir.com>

Date: Sunday, October 14, 2018 at 3:33 AM

To: "Sullivan, Lauren - OSEC, Washington, DC" <lauren.sullivan@osec.usda.gov>

Cc: Julie Bush (b) (6)@palantir.com>

Subject: Re: Palantir

Dear Lauren,

Thank you very much for your note.

Julie Bush, whom I have copied here, leads our work with a number of government agencies, including the Department of Agriculture. She will be following up shortly to provide more background.

If you need anything further, please do not hesitate to let us know.

Best,

Alex

From: Sullivan, Lauren - OSEC, Washington, DC <lauren.sullivan@osec.usda.gov>

Sent: Friday, October 12, 2018 21:37

To: Alex Karp

Subject: FW: Palantir

Hi there,

I was forwarded your meeting invitation below. Thank you for reaching out. Could you give me a bit more background about the technology benefits you mention in the email that you spoke to Mr.

Liddell about?

Would be happy to see when we could set up a meeting in the coming weeks.

Thank you again.

Best,
Lauren



Lauren Sullivan

Director of Scheduling
Office of the Secretary

United States Department of Agriculture
Office: (b) (6)

From: Alex Karp (b) (6) <(b) (6)@palantir.com>
Sent: Friday, October 12, 2018 4:57 AM
To: Perdue, Sonny - OSEC, Washington, DC <Sonny.Perdue@osec.usda.gov>
Subject: Palantir

Dear Sonny,

It would be great to meet at some point soon. I had a great conversation with Chris Liddell in Washington last week, and he suggested reaching out to you.

We are working on a number of fronts with the U.S. government, including the Department of Agriculture, and are committed to ensuring that our technology benefits American workers broadly, including farmers and others in the agricultural sector.

If and when you have some time, it would be great to hear your thoughts on how we might be able to help. Hope we have a chance to connect soon.

Best,

Alex

--

Alexander C. Karp
Co-Founder & Chief Executive Officer
Palantir Technologies Inc.

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From: [Julie Bush](#)
To: dudley.hoskins@osec.usda.gov; greq.ibach@osec.usda.gov
Cc: [Cobi Blumenfeld-Gantz](#); [Thompson, Ryan](#)
Subject: Palantir
Date: Thursday, December 6, 2018 9:30:46 AM

Under Secretary Ibach and Dudley,

Cobi, Ryan, and myself enjoyed meeting you both Tuesday. Thanks again for your initial thoughts on some of Palantir's work at APHIS. We know you are both incredibly busy and we really appreciated your time. We would love to take you up on the offer to come in and learn more about the top level MRP priorities. This will help guide our overarching implementation at APHIS and more broadly at MRP. We will follow up with Dudley to schedule the next conversation.

Looking forward,
Julie

--

Julie Goldfarb Bush

Palantir Technologies | (b) (6)

(b) (6) [@palantir.com](mailto:(b)(6)@palantir.com)

From: [Davis, Jane - OCIO](#)
To: [Washington, Gary S - OCIO-CIO, Washington, DC](#); [Kaouk, Ted - OCIO](#)
Subject: RE: Palantir/USDA OCIO Follow-up
Date: Thursday, December 20, 2018 9:44:44 AM

Gary and Ted,

(b)(5) Deliberative

Thanks
 Jane Davis

From: Akash Jain (b) (6)@palantir.com>
Sent: Wednesday, December 19, 2018 8:00 PM
To: Washington, Gary S - OCIO-CIO, Washington, DC <Gary.S.Washington@ocio.usda.gov>; Kaouk, Ted - OCIO <Ted.Kaouk@ocio.usda.gov>
Cc: Davis, Jane - OCIO <Jane.Davis@ocio.usda.gov>; Greylyn Boscia (b) (6)@palantir.com>; Julie Bush (b) (6)@palantir.com>
Subject: Palantir/USDA OCIO Follow-up

Gary,

Thanks for taking the time to connect yesterday – it was great to meet with both you and Ted. I know the end-of-year can be a crunch and I hope you enjoy the time (b) (6) this holiday season. As I mentioned yesterday, we are extremely excited about the work we are doing together at USDA, appreciate your continued support and hope to grow the partnership in line with your strategic vision.

As a next step, I would love to host both of you at our offices in Georgetown so you can get an update on both the progress at VS as well as our broader product development efforts with Foundry. As they say – seeing is believing, and I think it'd be valuable to be able to show you some more of our work and share in thought partnership with your team. I can imagine Ted and his team have learned a ton in the past year, and we'd be glad to share our experiences and approaches to the degree they are helpful with your 2019 plan.

Would you be able to come over sometime in January? I've included Greylyn from my team and Jane from your team to help with calendars if you were so inclined.

Happy Holidays,
 -Aki

--
 Akash Jain
 President & CTO
 Palantir
 (c) (b) (6)

From: [Willbrand, Zhulieta - OSEC, Washington, DC](#)
To: [Tucker, Jamie](#)
Cc: [Green, Heidi - OSEC, Washington, DC](#)
Subject: RE: NAFTA Meeting Request
Date: Friday, December 8, 2017 9:43:14 AM

Jamie,

Under Secretary McKinney will be happy to meet with Mr. Kalach. Please let me know when you are available for a quick call to finalize logistics.

Thank you,

Zhulieta

Zhulieta Z. Willbrand

Office of the Under Secretary
 Trade and Foreign Agricultural Affairs
 United States Department of Agriculture

Desk – (b) (6)
 Mobile – (b) (6)

From: Green, Heidi - OSEC, Washington, DC
Sent: Thursday, December 07, 2017 1:50 PM
To: Tucker, Jamie <jtucker@AKINGUMP.COM>; Willbrand, Zhulieta - OSEC, Washington, DC <zhulieta.z.willbrand@osec.usda.gov>
Subject: Re: NAFTA Meeting Request

Jamie I am copying in our Undersecretary for Trade's COS on the request. Zhulieta would Mr. McKinney be available?

Sent from my iPhone

On Dec 7, 2017, at 1:46 PM, Tucker, Jamie <jtucker@AKINGUMP.COM> wrote:

Heidi – Circling back on this request from this summer to see if you or any of your colleagues involved in the NAFTA negotiations might be available next week on the 14th or 15th to meet with Mr. Kalach, Chairman of Consejo Coordinador Empresarial (CCE) which is the equivalent of the Chamber of Commerce in Mexico? Thanks.

From: Tucker, Jamie
Sent: Friday, July 07, 2017 11:36 AM
To: 'Green, Heidi - OSEC, Washington, DC'
Subject: RE: NAFTA Meeting Request

Thanks for getting back so quickly to let me know and if it's okay, we'd like to circle back on one of Moises future trips.
 Similarly, if the Secretary is considering travel to Mexico we'd be happy to meet with him there as well.

From: Green, Heidi - OSEC, Washington, DC [<mailto:Heidi.Green@osec.usda.gov>]
Sent: Friday, July 07, 2017 11:34 AM
To: Tucker, Jamie
Subject: Re: NAFTA Meeting Request

Thank you Jamie for the email. Are you inquiring about the 11 and 12 of July? If so the Secretary will be on travel those days.

Heidi

Sent from my iPhone

On Jul 7, 2017, at 11:16 AM, Tucker, Jamie <jtucker@AKINGUMP.COM> wrote:

Heidi- I hope you are getting settled into the new gig at USDA and DC more generally. I know Krister recently mentioned to you about speaking to the Georgia Business Council at one of our upcoming coffees and let me reiterate how much we would enjoy hosting you.

On behalf of our client Consejo Coordinador Empresarial (CCE), which is the equivalent of the Chamber of Commerce in Mexico, I wanted to see if Secretary Perdue had availability on the 11th or 12th for a meeting with Moises Kalach, CEO of Katlex Americas.

Mr. Kalach has been designated the international negotiations coordinator of the Mexican private sector by the Chairman of CCE. In this capacity, he is seeking to expand opportunities of trade and investment throughout Mexico's ongoing free trade negotiations. He had dinner last month with Secretary Ross and would similarly like to open a discussion with Secretary Perdue about how the NAFTA negotiations can be conducted in a smart, narrow way that creates a win-win scenario for all parties.

He chaired the Mexican Business Coalition for

the Trans Pacific Partnership (TPP), worldwide negotiations in which Mexico promoted the enormous challenge to successfully access the Asian market. President Peña Nieto appointed him to the APEC Business Advisory Council in 2013. He is also member of the High Level Committee for Mexico-China, whose main objective is to improve trade and economic cooperation between both countries.

Mr. Kalach is vice president of Kaltex Group, a Western Hemisphere-leading company with investments in the manufacture of acrylic fiber, yarns and woven fabrics, garments, home textiles and retail business. He was president of the National Chamber of the Textile Industry from 2012 to 2015.

Please let me know if you need any additional background information, which we would be pleased to provide.

Thanks

Jamie

Jamie Tucker

AKIN GUMP STRAUSS HAUER & FELD LLP

1333 New Hampshire Avenue, N.W. | Washington, DC 20036-1564 |
USA | Direct: [+1 202.887.4279](tel:+12028874279) | Internal: (b) (6)
Fax: +1 202.887.4288 | jtucker@akingump.com | akingump.com |
[Bio](#)

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From: [Sullivan, Lauren - OSEC, Washington, DC](#)
To: [Washington, Gary S - OCIO-CIO, Washington, DC](#); [Kaouk, Ted - OCIO](#)
Subject: RE: Palantir
Date: Wednesday, November 14, 2018 2:50:24 PM
Attachments: [image001.png](#)

Thank you!!

From: Washington, Gary S - OCIO-CIO, Washington, DC
Sent: Wednesday, November 14, 2018 2:48 PM
To: Sullivan, Lauren - OSEC, Washington, DC <Lauren.Sullivan@osec.usda.gov>; Kaouk, Ted - OCIO <Ted.Kaouk@ocio.usda.gov>
Subject: Re: Palantir

Jane Davis. She will put them on my calendar

Gary S. Washington
 USDA Chief Information Officer
 Office of the Chief Information Officer
 1400 Independence Avenue, SW, 420-W
 Washington D.C. 20250
 Office (b) (6)
Gary.s.washington@ocio.usda.gov

From: Sullivan, Lauren - OSEC, Washington, DC
Sent: Wednesday, November 14, 2018 2:44:29 PM
To: Washington, Gary S - OCIO-CIO, Washington, DC; Kaouk, Ted - OCIO
Subject: FW: Palantir

Hi there,

Who is best for me to connect Julie with regarding a meeting?

Thank you!
 Lauren

From: Appleton, Brooke - OSEC, Washington DC
Sent: Wednesday, November 14, 2018 1:59 PM
To: Sullivan, Lauren - OSEC, Washington, DC <Lauren.Sullivan@osec.usda.gov>
Subject: RE: Palantir

Hey Lauren,

(b)(5) Deliberative

[REDACTED]

[REDACTED]

[REDACTED]

Happy to give further details if needed.

Thanks,

Brooke

From: Sullivan, Lauren - OSEC, Washington, DC
Sent: Wednesday, November 14, 2018 9:48 AM
To: Appleton, Brooke - OSEC, Washington DC <Brooke.Appleton@osec.usda.gov>
Subject: RE: Palantir

Hi Brooke,

I am following up on this request the Secretary received to meet with Palantir. (b)(5) Deliberative

Could you let me know?

Thank you.

Lauren

From: Appleton, Brooke - OSEC, Washington DC
Sent: Monday, October 15, 2018 3:22 PM
To: Sullivan, Lauren - OSEC, Washington, DC <Lauren.Sullivan@osec.usda.gov>
Subject: RE: Palantir

(b)(5) Deliberative

From: Sullivan, Lauren - OSEC, Washington, DC
Sent: Monday, October 15, 2018 2:16 PM
To: Appleton, Brooke - OSEC, Washington DC <Brooke.Appleton@osec.usda.gov>
Subject: FW: Palantir

(b)(5) Deliberative

From: Julie Bush (b) (6) <julie.bush@palantir.com>
Sent: Monday, October 15, 2018 10:56 AM
To: Sullivan, Lauren - OSEC, Washington, DC <Lauren.Sullivan@osec.usda.gov>
Subject: Re: Palantir

//moving Dr. Karp to bcc

Hi Lauren,

It's a pleasure to meet you. For background, Palantir Technologies is a Silicon Valley-based software company that provides enterprise data platforms for organizations with highly complex and sensitive data environments. From building safer cars and planes at Chrysler and Airbus, to discovering new drugs with NIH, to combating terrorism and fraud in the US Intelligence Community and allied forces, Palantir helps customers transform the way they use their data through the use of our commercial platform.

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I'm happy to provide more details by phone if helpful.

Best,
Julie

--

Julie Goldfarb Bush

Palantir Technologies | (b) (6)

(b) (6)@palantir.com

From: Alex Karp (b) (6)@palantir.com>

Date: Sunday, October 14, 2018 at 3:33 AM

To: "Sullivan, Lauren - OSEC, Washington, DC" <lauren.sullivan@osec.usda.gov>

Cc: Julie Bush (b) (6)@palantir.com>

Subject: Re: Palantir

Dear Lauren,

Thank you very much for your note.

Julie Bush, whom I have copied here, leads our work with a number of government agencies, including the Department of Agriculture. She will be following up shortly to provide more background.

If you need anything further, please do not hesitate to let us know.

Best,

Alex

From: Sullivan, Lauren - OSEC, Washington, DC <lauren.sullivan@osec.usda.gov>

Sent: Friday, October 12, 2018 21:37

To: Alex Karp

Subject: FW: Palantir

Hi there,

I was forwarded your meeting invitation below. Thank you for reaching out. Could you give me a bit more background about the technology benefits you mention in the email that you spoke to Mr. Liddell about?

Would be happy to see when we could set up a meeting in the coming weeks.

Thank you again.

Best,

Lauren



Lauren Sullivan

Director of Scheduling
Office of the Secretary

United States Department of Agriculture
Office: (b) (6)

From: Alex Karp (b) (6) <[@palantir.com](mailto:(b)(6)@palantir.com)>

Sent: Friday, October 12, 2018 4:57 AM

To: Perdue, Sonny - OSEC, Washington, DC <Sonny.Perdue@osec.usda.gov>

Subject: Palantir

Dear Sonny,

It would be great to meet at some point soon. I had a great conversation with Chris Liddell in Washington last week, and he suggested reaching out to you.

We are working on a number of fronts with the U.S. government, including the Department of Agriculture, and are committed to ensuring that our technology benefits American workers broadly, including farmers and others in the agricultural sector.

If and when you have some time, it would be great to hear your thoughts on how we might be able to help. Hope we have a chance to connect soon.

Best,

Alex

--

Alexander C. Karp
Co-Founder & Chief Executive Officer
Palantir Technologies Inc.

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From: [Julie Bush](#)
To: [Washington, Gary S - APHIS](#)
Cc: [Alyson Promes](#)
Subject: Re: Thanks!
Date: Tuesday, January 31, 2017 10:56:26 AM

Hi Gary – I got your OOTO response when I sent the note below so I wanted to resurface the invite to Georgetown. Let us know if you are up for a visit in the coming weeks. Feel free to bring a few others along who might be interested. For now, we will plan to stay clear of the APHIS-VS pilot work and show you some other exciting things happening across the company.

Best,
 Julie

From: Julie Bush (b) (6)@palantir.com>
Date: Friday, January 13, 2017 at 12:42 PM
To: "Washington, Gary S - APHIS" <Gary.S.Washington@aphis.usda.gov>
Cc: Alyson Promes (b) (6)@palantir.com>
Subject: Re: Thanks!

Gary – Happy New Year!

We are just settling back in and things are off to a pretty busy start. Hope you had a lovely holiday season. To your note below, we would love to have you in Georgetown! Do you have any availability for a visit the week of 1/23 or 1/30? We can take you on an office tour and then show you some exciting work happening across the company outside from what you have seen already.

Looking forward,
 Julie

From: "Washington, Gary S - APHIS" <Gary.S.Washington@aphis.usda.gov>
Date: Thursday, December 15, 2016 at 5:01 PM
To: Julie Bush (b) (6)@palantir.com>
Cc: Alyson Promes (b) (6)@palantir.com>
Subject: Re: Thanks!

You are welcome. I am just waiting for an invitation to Georgetown.

Sent from my iPhone

On Dec 15, 2016, at 4:20 PM, Julie Bush (b) (6)@palantir.com> wrote:

Gary,

I wanted to send you a quick thanks for your invitation to participate in USDA's Data

Day on Monday. Our team found it quite interesting and we were able to meet many new faces including John Picanso, who we are looking forward to following up with in the new year.

Let us know if there are any other upcoming events you would like us to present at, and hopefully in January we can get you to Georgetown!

Happy holidays,
Julie

--
Julie Goldfarb Bush
Palantir Technologies | (b) (6)
(b) (6)@palantir.com

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From: [Julie Bush](#)
To: gary.s.washington@ocio.usda.gov
Subject: Congrats!
Date: Tuesday, February 6, 2018 5:44:15 PM

Hi Gary,

The hyperlink links to this website: <https://fcw.com/articles/2018/01/31/2018-federal-100-winners.aspx>

Saw your name on this [list](#), and wanted to say a quick congrats! Sounds like you are doing great work over there. When things calm down a bit, I would love to get coffee and reconnect. The APHIS pilot is progressing and it would be great to show you the work.

All the best,
Julie

--

Julie Goldfarb Bush

Palantir Technologies | (b) (6)

(b) (6)@palantir.com