

*Town Council correspondence*

**To:** Frank Robinson[FRobinson@applevalley.org]  
**From:** Art Bishop-Personal  
**Sent:** Mon 4/6/2015 4:58:18 PM  
**Importance:** Normal  
**Subject:** Re: Jupiter Project Water Service - CONFIDENTIAL  
**MAIL\_RECEIVED:** Mon 4/6/2015 4:58:22 PM

Thanks and good luck to your team.

Sent from my iPhone

On Apr 6, 2015, at 8:22 AM, Frank Robinson <FRobinson@applevalley.org> wrote:

> Mayor and Council:

>

> You may have received the attached letter from Mr. Tony Penna. We will be discussing this economic development opportunity at our next Council Meeting in closed session. Sending a copy of this letter to you by Mr. Penna's was premature, unnecessary and appears to me to be a direct attempt to circumvent the sensitive negotiations underway with this project. The benefits far outweigh his alleged concern. We have been working for months to sell Apple Valley as the right location for a new significant employer seeking to locate in the High Desert. As you may have heard, our competition has been fierce including the City of Victorville. We have a tremendous opportunity to close a significant deal, and we will present all the details in a closed session real estate transaction with Watson Land Company next Tuesday, April 14, 2015 along with a proposed owner's participation agreement (OPA) for your consideration. At this point, I believe the project is ours to lose. And one way to lose it is to violate the trust of those we have been working with. So, please DO NOT RESPOND or otherwise engage in conversation with Mr. Penna concerning this letter. He has shown you that he is one you can't share your secrets with him.

>

> Orlando and I are looking forward to sharing the exciting details with you.

>

> Frank

>

> Frank W. Robinson, ICMA-CM

> Town Manager

> Town of Apple Valley

> 14955 Dale Evans Parkway

> Apple Valley, CA 92307

> Office - (760) 240-7000 Ext. 7051

> FAX - (760) 240-7910

>

> -----CONFIDENTIAL COMMUNICATION-----

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>

> From: Tony Penna [mailto:tpenna@AVRWATER.com]

> Sent: Saturday, April 04, 2015 10:29 AM

> To: Barb Stanton; Art Bishop; Scott Nassif; Curt Emick; Larry Cusack; Frank Robinson

> Cc: Tony Penna

> Subject: FW: Jupiter Project Water Service

>

> Council,

>

> I just wanted to keep you apprised of recent activities associated with the Jupiter Project.

>

>

> Regards,

>

>

> Tony Penna

> Vice President / General Manager

> Apple Valley Ranchos Water Company

> 760.240.8327 Office

> 760.628.5812 Cell

>  
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>  
> From: Rick Dalton  
> Sent: Thursday, April 02, 2015 6:03 PM  
> To: Orlando Acevedo (Town of AV)  
> Cc: Dennis Cron (Town of AV); Brad Miller (Town of AV); Greg Miles; Tony Penna  
> Subject: Jupiter Project Water Service

>  
> Orlando,

>  
> Please review the attached letter concerning water service for the Jupiter Project.

>  
> By tomorrow we intend to provide you with a revised letter and cost estimate that includes answers to the questions from our meeting.

>  
> Rick Dalton  
> Corporate Chief Engineer / Asst. VP  
> Park Water Company  
> Direct: 562.299.5135

>  
> Park Water Company provides contracted services to its utility subsidiaries, including advice and recommendations, pursuant to applicable Administrative Services Agreements between the companies.

>  
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>  
> <Jupiter\_TownLtr\_2015-04-02.pdf>