



## Board of Directors Meeting Agenda

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*AV EDGE drives economic growth and retention across the Antelope Valley region through collaboration, advocacy, and business engagement.*

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|---|---|
| <input type="checkbox"/> Suzy Ghazarossian – President      | <input type="checkbox"/> Ryan Duke            |
| <input type="checkbox"/> Art Minasyan – Vice President      | <input type="checkbox"/> Rob Duchow           |
| <input type="checkbox"/> Dianne Knippel – Secretary         | <input type="checkbox"/> Matthew Gaines       |
| <input type="checkbox"/> Ben Gocke – Treasurer              | <input type="checkbox"/> Mary Beth Garrison   |
| <input type="checkbox"/> Martin Tompkins – Past President   | <input type="checkbox"/> Mark Hemstreet       |
| <input type="checkbox"/> Mark Bozigian – Director at Large  | <input type="checkbox"/> Kathy MacLaren-Gomez |
| <input type="checkbox"/> Theresa Howard – Director at Large | <input type="checkbox"/> Regina Rossall       |
| <input type="checkbox"/> Megan Taggart – EC Member          | <input type="checkbox"/> Michelle Royal       |
| <input type="checkbox"/> Sydney Yeseta – EC Member          | <input type="checkbox"/> Karen Sanders        |
| <input type="checkbox"/> Monica Banken                      | <input type="checkbox"/> David Smith          |
| <input type="checkbox"/> Bob Bowman                         | <input type="checkbox"/> Seffi Toneman        |
| <input type="checkbox"/> Ashley Cortes                      | <input type="checkbox"/> Jennifer Zellet      |
| <input type="checkbox"/> Steven Derryberry                  |   |

### **Staff Roll Call**

- Drew Mercy – Executive Director
- Eric Gamez
- Leidy Villarreal

Date: Tuesday, February 17, 2026

Time: 8:30 a.m.



1. Call to Order
2. Approval of Minutes
3. Presentations

#### 4. Reports

- President’s Report
- Vice President’s Report
- Treasurer’s Report (including review of financials)

Executive Director’s Report: Projects & MOU Deliverables for December

Type	MOU Description	Status/Notes
MOU	1. Lead Generation	Palmdale: 2 Lancaster: 0
MOU	2. Commercial & Industrial Vacancy Listings	2 <sup>nd</sup> Quarter (Nov 1-Jan 31) <ul style="list-style-type: none"> <li>○ Lancaster               <ul style="list-style-type: none"> <li>▪ New Listings: 22</li> <li>▪ Removed Listings: 49</li> <li>▪ Active Listings as of 1/31/2026: 102</li> </ul> </li> <li>○ Palmdale               <ul style="list-style-type: none"> <li>▪ New Listings: 16</li> <li>▪ Removed Listings: 20</li> <li>▪ Active Listings as of 1/31/2026: 82</li> </ul> </li> <li>○ Total Antelope Valley               <ul style="list-style-type: none"> <li>▪ New Listings: 60</li> <li>▪ Removed Listings: 125</li> <li>▪ Active Listings as of 1/31/2026: 328</li> </ul> </li> </ul>



MOU	<b>3. Economic Development Forums</b>	Spring Business Summit Scheduled 3/19
MOU	<b>4. Broker Site Events</b>	No updates
MOU	<b>5. Annual Economic Roundtable Report</b>	We are in design phase and beginning final edits this week. It is on track to go to print by 2/27 and have hard copies ready by 3/16
MOU	<b>6. Broker Newsletter</b>	Published on 1/30. See MOU Q2 Report for analytics and copy.
MOU	<b>7. Business Attraction Task Force (BATF)</b>	We are moving forward with a focus on attracting Skilled Nursing Facilities and youth recreation oriented businesses. Our next meeting will be in March.
MOU	<b>8. Conferences (Industrial/Real Estate)</b>	Recent: 1/20/2026 – Urban Land Institute 2/5/2026 – Inland Empire Real Estate Conference Upcoming: 4/18-22/2026 – IAMC Nat'l Forum (Little Rock, AR)
MOU	<b>9. Marketing &amp; Publications</b>	See MOU Q2 Report Item 3 for Spring Business Summit and Item 9 for all others including analytics
MOU	<b>10. Governance Representation</b>	Palmdale: Megan Taggart Lancaster: Sydney Yeseta
MOU	<b>11. Labor Market Study</b>	Publication Date: Spring 2027 Next Action: Seek economics firm, October 2026
MOU	<b>12. City Meeting Participation</b>	Attending Palmdale City Council Meeting on Wednesday 2/18 to discuss SNF efforts,



		Spring Business Summit and distribute Q2 Report.
MOU	<b>13. Industry Deep Dives</b>	We've made some changes to our schedule. We will be holding an Healthcare Deep Dive Roundtable on April 2, 2026, and rescheduled Aerospace (tentatively) for July 8 <sup>th</sup> , 2026.
MOU	<b>14. Regional Film Industry Engagement</b>	Planning Roundtable in May. Holding our first planning meeting for late Feb, early March.
MOU	<b>15. Startup &amp; Small Business Support</b>	We are continuing our annual update to our Business Resources page on our site with current info and new programs from American Job Center of California and the Small Business Development Center
MOU	<b>16. Workforce Development</b>	We are co-chairing the AV Artificial Intelligence Task Force with AVC and AVUHSD. We have a planning meeting scheduled for later this month. Goal is to recruit more leaders from industry and small business to help shape student AI instruction. Additionally, we learned about the Building Industry Association's Jr. Builder Program for 9-14 year olds to introduce them to careers in building. Looking into bringing it up here, possibly through the Boys and Girls Club.
MOU	<b>17. Transportation Advocacy</b>	Maintaining contacts with key agencies. T&I Committee continues to advocate for projects identified in the MOUs and have provided copies of support letters in our attachments in the Q2 report and Board documents.



MOU	18. Community Calendar	Main site created. Working on the technical side to connect cities. We've got Palmdale connected and are working with Lancaster.
MOU	19. Summary / Key Wins This Month	Significant progress towards Roundtable Report, Spring Business Summit. We published the Broker Newsletter. Working towards Healthcare and Aerospace Industry Roundtable. February has seen a big uptick in soft and hard leads generated.
MOU	20. Challenges / Needs from MOU Partners	Slow/no lead generation over holidays, but already on track to exceed lead targets for Q3.
Project	21. Infrastructure Fund	Early discussions on potential partnership with Coval Infrastructure.
Project	22. MARCC Grant	Submitted by the AV Fair JPA. Should they receive the grant, the Board will determine whether to partner.
Event	23. Installation	Identifying dates for late June. Executive Committee is filling out a Doodle Poll to narrow dates.
	24.	

## 5. Committee Reports

- Healthcare – Chair Ben Gocke. EC Liaison: Mark Bozigian
- Aerospace – Chair Dr. David Smith. EC Liaison Dianne Knippel
- Workforce Development & Education – Co-Chairs Teresa Howard, Van Rider. EC Liaison Suzy Ghazarossian.
- Legislative – Chair Mark Hemstreet. EC Liaison Ben Gocke.
  - AB 1421 – Study on Vehicle Miles Tax – Oppose
  - AB 796 – Tax on digital advertising
  - LA Co. Item 20 – Limits on eviction for non-payment of rent.
  - LA County Proposed Sales Tax Increase.
- Infrastructure/Transportation – Chair Matt Gaines. EC Liaison Martin Tompkins



- Developer-Agency Working Group (Drew Mercy)
- Spring Business Summit / Fall Forum (Drew Mercy)
  - Navigating Change Award
- Nominating Committee (Drew Mercy)
  - Directors whose terms are ending: Ben Gocke (PRMC), MaryBeth Garrison (Rio Tinto), Martin Tompkins (AVTA), Mark Bozigian (Bayshore Consulting), Regina Rossall (Westside USD), Bob Bowman (Lockheed-Martin), Steven Derryberry (Derryberry Law Firm)
- Committee Sponsors/Liaisons
  - Board of Directors

## 6. Old Business

- Support request for Cox merger from Charter Communications

## 7. New Business

- Rebranding (Drew Mercy and Steven Derryberry)
- Banking diversification (Drew Mercy and Ben Gocke)
  - Foundation
  - Savings
- MOU Q2 Report

## 8. Action Items & Deadlines Tracking

- Review of Open Action Items:

Action Item Description	Person Assigned	Due Date	Status/Notes
<b>MOU Q2 Report</b>	Drew Mercy	2/17/2026	For BoD review
<b>Roundtable Report</b>	Erick Gamez	3/19/2026	In design. On schedule
<b>Rebranding</b>	Drew Mercy	N/A	Discussion




## 9. Announcements

- Open floor for announcements

## 10. Closed Session

- No closed session scheduled for today

## 11. Adjournment

- Adjourn the meeting if there are no objections

## Dates to Remember

- **Spring Business Summit: March 19, 2026, 7:00 a.m. – 1:00 p.m.**
- Executive Committee Meeting: Second Tuesday, monthly, 8:30 a.m.
- Board of Directors Meeting: Third Tuesday, monthly, 8:30 a.m.
- Joint Legislative Committee Meeting: Second Monday, monthly, 3:00 p.m.
- Transportation & Infrastructure Committee: Fourth Thursday, monthly, 7:30 a.m.
- Healthcare Committee: First Thursday, every other month, 8:30 a.m. (Next: March 5, 2026)
- AeroComm Meeting: Second Thursday, every other month, 10:00 a.m. (Next: April 9, 2026)
- Workforce Development / Education Committee: First Thursday, every other month, 10:00 a.m. (Next: March 5, 2026)