



**MOU Q3
EXECUTIVE
REPORT
FEB-APR**

1. Lead Generation

- **MOU Deliverable: Generate and report business development leads to city economic development staff on an ongoing basis.**
 - **Leads Generated This Quarter: 6**
 - **Actions Taken:**
 - 1. P&D-B. Developer and broker. Potential Skilled Nursing Facility (SNF) Investor Group – AV EDGE facilitated meetings with city leadership. Toured one potential site and viewed surrounding properties. They requested a letter from the City outlining the type of assistance and incentives the city can provide to offset costs and ensure an efficient timeline. We are awaiting this letter.
 - 2. NG - Health and behavioral services company. They are interested long-term in developing a SNF, but working on an longer timeframe. We will keep in contact with them and continue discussions when they are ready.
 - 3. JD – Healthcare investor group. The group has experience working with Palmdale Regional Medical Center and is interested in pursuing a SNF.
 - 4. RFT – Defense company looking for testing facility. We met with them to discuss their site needs. We introduced them to City Economic Development staff to discuss further and identify sites.
 - 5. SS – Textile manufacturer considering Antelope Valley for manufacturing facility. We have held initial meeting and are conducting research to determine if we can meet their needs. Attempts to schedule introduction with city staff have been delayed awaiting response from lead.
 - 6. TL – Commercial center developer with history of large projects in Palmdale and Lancaster several years ago. Introduced him to city economic development staff and provided a summary of the specific type of projects and properties he is looking for.
 - **Completion Status: On track for 100% completion**
 - Q1: 25%
 - Q2: 50%
 - Q3: 75%
-

2. Commercial & Industrial Vacancy Listings

- **MOU Deliverable: Provide up-to-date listing information for industrial and commercial properties with features and reporting ability developed between AV EDGE staff and the City.**
- **Website Updates Completed: The site is updated regularly every other week.**
- **Listings Report:**
 - Palmdale
 - New Listings: 12
 - Removed Listings: 14
 - Active Listings as of 4/30/2026: 83
- **Partner Data Requests/Features Explored: None**

- **Outstanding Needs or Costs Identified:** None
 - Completion Status: On track for 100% completion
 - Q1: 25%
 - Q2: 50%
 - Q3: 75%
-

- **Economic Development Forums**

- **MOU Deliverable:** AV EDGE shall host two economic development forums within the Antelope Valley with one to be held in the City of Palmdale
 - **Planning/Outreach Progress:** AV EDGE successfully held the Spring Business Summit on March 19, 2026, exceeding past participation levels for attendance, sponsorship, and regional engagement. The event brought together business leaders, developers, brokers, elected officials, and community stakeholders to highlight opportunities and momentum in the Antelope Valley. Planning efforts are now underway for the 2026 Fall Forum, scheduled for October 29, 2026, at the Palmdale Playhouse. The Fall Forum will focus on two primary topics: (1) growing and supporting the Antelope Valley aerospace ecosystem, and (2) the current commercial and industrial development financing environment.
 - **Upcoming Forum Date(s):** 2026 Fall Forum – October 29, 2026, at the Palmdale Playhouse.
 - **Marketing/Outreach Plan Status:** AV EDGE implemented a targeted outreach strategy for the Spring Business Summit that included traditional event promotion methods such as bus wraps, social media campaigns, sponsor outreach, radio promotion, and direct stakeholder engagement. In addition, complimentary tickets were provided to several out-of-area brokers, developers, and industry representatives, many of whom are identified under Item 1, Lead Generation. Feedback from these attendees was overwhelmingly positive, and AV EDGE facilitated introductions and follow-up discussions with key City leadership and economic development staff from both Palmdale and Lancaster.
 - **Next Steps:** AV EDGE will soon convene a mini-retreat with the Event Planning Committee to evaluate the Spring Business Summit and finalize programming strategies for both upcoming events. Feedback from attendees and stakeholders recommended shortening program durations while incorporating additional dedicated networking opportunities to maximize relationship-building and business engagement. Planning and outreach efforts for the Fall Forum are now beginning, including speaker development, sponsorship coordination, and topic refinement.
 - **Completion Status:** We have fully met this deliverable.
 - Q1: 0%
 - Q2: 50%
 - Q3: 100% with the March 19th Spring Business Summit.
-

4. Broker Site Events

- **MOU Deliverable:** AV EDGE shall conduct broker outreach into the Inland Empire, Orange County and Los Angeles area towards holding a regionwide site tour of development projects.
- **Planning Meetings Held:** April 14, 2026
- **Upcoming Event Status:** July Tour to coincide with Broker Developer Mixer.

- **Deliverables (attendees, follow-up, contacts):** We've reached out to LAEDC to request assistance in recruiting attendees. In coordination with City staff we set a target attendance of 10-12 attendees and tentative program as follows:
 - **9:00 a.m. to 10:00 a.m.** - Light refreshments and brief presentation with first city team.
 - **10:00 a.m. to 12:00 p.m.** – Site tour with first city team.
 - **12:00 p.m. to 1:00 p.m.** – Working lunch and brief presentation with second city team.
 - **1:00 p.m. to 3:00 p.m.** - Site tour with second city team.
 - **3:30 p.m. to 5:30 p.m.** - Broker-Developer Mixer with visiting attendees and our local broker-developer attendees.
 - **Completion Status:** On track for 100% completion in Q4.
 - Q1: 25%
 - Q2: 50%
 - Q3: 75%
-

5. Annual Economic Roundtable Report

- **MOU Deliverable:** Develop and Publish annual Economic Roundtable Report in close coordination with city staff.
 - **Content Drafting/Research Progress:** 2026 Economic Roundtable Report (RTR) published, March 19, 2026.
 - **Partner Review Deadlines:** N/A
 - **Next Steps:** Begin planning for 2027 RTR in Q4
 - **Completion Status:** This deliverable is 100% complete as of March 19, 2026
-

6. Broker Newsletter

- **MOU Deliverable:** Develop and Publish Broker Newsletter twice per year in coordination with city staff. Provide Cities with analytics and distribution list following publication.
 - **Edition Status:** January issue published on January 30, 2026. Next issue will be published in July.
 - **Meetings:** N/A/
 - **Recipient Breakdown (by region):** N/A
 - **Leads/Responses Generated:** N/A
 - **Completion Status:** On track to 100% completion with second issue scheduled for end of July, 2026.
 - Q1: 0%
 - Q2: 50%
 - Q3: 50%
-

7. Business Attraction Task Force (BATF)

- **MOU Deliverable:** AV EDGE shall coordinate and convene a Business Attraction Task Force to identify priority industries and engage and pursue viable leads to the Antelope Valley.
- **Meetings Held This Quarter:**

- 4/23/2026 – Discussed marketing opportunities including bus and vehicle wrap targeted to specific areas and routes. Provided updates on healthcare focused outreach to SNF.
- **Outreach Plans/Sector Targets:**
 - Healthcare: SNFs remain one of our top priorities in business attracting given the region’s significant need. In addition to our Healthcare Deep Dive, we have fostered three SNF leads that have been shared and introduced to the cities’ economic development staff.
 - Youth activity related businesses. Recreation and entertainment for adolescents continues to be a gap in the Antelope Valley. We are watching for opportunities to build relationships in this area to meet this need.
- **New Strategies Identified:**
 - LA/IE/OC Outreach. Our initial BATF meeting focused on identifying outreach publications and uses for our marketing budget. In our follow up meeting, we discussed additional outreach activities including increasing participation at neighboring regional economic forums and events, for which we are making reservations as these events occur. We are also looking at companies that provide targeted vehicle wrap based advertising that can be deployed narrowly and specifically in impacted southern California markets.
- **Completion Status:** On track for completion with progress each quarter.
 - Q1: 25%
 - Q2: 50%
 - Q3: 75%

8. Conferences (Industrial/Real Estate)

- **MOU Deliverable:** AV EDGE shall represent the community at a minimum of four conferences per year to engage new contacts, raise community awareness among priority industries and develop economic development leads.
- **Conferences Attended:**
 - February 5, 2026 – Inland Empire Real Estate Conference.
 - Recruited two brokers (JB, FD, TL) and one developer to attend Spring Business Summit.
 - February 26, 2026 – LA Business Journal Valley Market Outlook and Trends Breakfast
 - Made several new contacts in industrial broker/development.
 - April 19-22, 2026 – Industrial Asset Management Council National Forum
 - Made new contacts in industrial development, goods movement.
 - April 28, 2026 – SelectLA Investment Summit
 - Focus on Foreign Direct Investment (FDI). Met with staff from several LA based consulates and FDI consultants.
 - April 30, 2026 – International Test and Evaluation Association.
 - Flight/Defense testing companies. Participated in panel on creating and supporting aerospace ecosystem that supports investment from design to test, to full scale production encompassing industry support, workforce development and regulatory backing.

- **Materials Distributed:** Business Cards, Roundtable Report.
 - **Future Conferences (as of end of Q3)**
 - June 2-3, 2026 – Space Tech Expo.
 - Fall Date TBD – TeamCal Meet the Consultants, Location TBD.
 - **Completion Status:** This item is 100% complete, having exceeded representation at four forums and conferences.
-

9. Marketing & Publications

- **MOU Deliverable:** AV EDGE shall feature city partners prominently and equally in all marketing collateral and provide documentation on a quarterly basis.
 - **Collateral Produced/Updated:**
 - Economic Roundtable Report
 - Retail Opportunities Flyer
 - **MOU Partner Visibility Examples:** See Attachments 9 for media and analytics.
 - **Completion Status:** On track for 100% completion.
 - Q1: 25%
 - Q2: 50%
 - Q3: 75%
 - **Next Steps:**
 - Researching vehicle-based advertising with Business Attraction Task Force.
-

10. Governance Representation

- **MOU Deliverable:** Each MOU Partner organization will have a designated seat on the AV EDGE Executive Committee and Board of Directors. The individual representative may be changed on a meeting by meeting basis when needed and maintain voting authority.
 - **City of Palmdale Designee:** Zach Glynn
 - **Completion Status:** On track to 100% completion.
 - Q1: 25%
 - Q2: 50%
 - Q3: 75%
-

11. Labor Market Study

- **MOU Deliverable:** AV EDGE shall publish a Labor Market Study at a minimum of every two years with input from city staff.
 - **Progress Toward Next Report:**
 - Next Publication Date: Spring 2027
 - Next Action: Seek economics firm, October 2026
 - **Completion Status:** 100%. AV EDGE published a 2025 Labor Market Study in March, 2025 (available at www.avedgeca.org).
-

12. City Meeting Participation

- **MOU Deliverable:** AV EDGE shall attend and participate in at least one city meeting per quarter.
- **Meetings Attended:**
 - **Palmdale:** Scheduled presentation for April 6, 2026. City notified us on April 2, 2026 that presentation was cancelled indefinitely at the request of City Council.

- **Key Opportunities/Issues Identified:**
 - **Palmdale:** Major focus has been on SNFs, given Palmdale’s specific need and the regions overall need.
 - **Completion Status:** On track for 100% completion
 - Q1: 25%
 - Q2: 50%
 - Q3: 75%
-

13. Industry Deep Dives

- **MOU Deliverable:** AV EDGE shall host two in-depth roundtable discussions annually to assess the condition of specific industries, identifying needs, gaps, and policy recommendations.
 - **Roundtable Planning/Execution:** We held the Healthcare Industry Deep Dive on April 2, 2026. We had robust participation and developed a comprehensive report covering the topics discussed, gaps identified, and assigned follow up tasks for AV EDGE, our committees and community partners.
 - **Completion Status:** On track for 100% completion.
 - Q1: 0%
 - Q2: 0%
 - Q3: 50%
-

14. Regional Film Industry Engagement

- **MOU Deliverable:** AV EDGE will engage with film industry on an ongoing basis and recruit participants for one AV EDGE hosted Film Industry roundtable during the year.
 - **Roundtable/Engagement Progress:** 3/3/2026 Planning Meeting held with city representatives. We planned discussion topics, vital attendees and goal to increase film production as well as attract entertainment-related businesses.
 - **Key Contacts Added:** Ed Duffy, Teamsters.
 - **Completion Status:** On track for 100% completion with event in Q4.
 - Q1: 0%
 - Q2: 0%
 - Q3: 0%
 - **Follow-up Plan:** Select date for July.
-

15. Startup & Small Business Support

- **MOU Deliverable:** AV EDGE shall promote and provide information on its website on programs and assistance available to new and existing businesses. AV EDGE shall conduct an annual review and outreach to confirm ongoing availability and new information.
- **Updates to Flyers/Links/Programs:**
 - We reviewed our website program links internally and with Business Attraction Task Force resulting in several updates with information on resources offered by community partners, academic institutions and business organizations.
- **Partner Feedback:**
- **Completion Status:** This item is complete.
 - Q1: 0%
 - Q2: 50%
 - Q3: 100%

16. Workforce Development

- **MOU Deliverable:** AV EDGE shall coordinate and lead ongoing efforts to analyze and advocate for workforce development programs and projects in coordination with academic and community partners through its Workforce Development and Education Committee and other avenues as appropriate.
- **Meetings/Discussions Held:**
 - February 23, 2026 – Antelope Valley Artificial Intelligence Task Force Planning Meeting
 - March 5, 2026 – Workforce Development & Education Committee Meeting
 - March 16, 2026 – AV AI Task Force Planning Meeting
 - April 2, 2026 – Healthcare Deep Dive Roundtable
 - April 29, 2026 – Q2 Griffiss Institute Aerospace & Defense Convening
- **Ongoing Projects:**
 - Skills and Program Needs Assessment
 - AVC and AVUHSD are conducting a needs assessment survey required for their grant programs. We are assisting in distributing this through local business organizations.
 - Skills needed:
 - Customer relations
 - Nursing and medical technicians
 - Teachers
 - Aerospace
 - Understanding of basic AI
 - Public works and mechanical skills
 - Employer Information
 - We need more employer engagement, particularly from small businesses. Heading towards the AV AI Task Force on May 22, we are working closely with the AV Chamber of Commerce and distributing invitations to participate to their members as well as other regional and local chambers of commerce.
- **Recommendations:**
 - N/A
- **Completion Status:** On track for 100% completion.
 - Q1: 25%
 - Q2: 50%
 - Q3: 75%

17. Transportation Advocacy

- **MOU Deliverable:** AV EDGE shall support city efforts to advocate for important transportation and infrastructure projects identified in an ongoing basis as well as those specifically mentioned in the MOU and provide documentation regarding meetings, efforts and projects.
- **Meetings/Agencies Engaged:**
 - February 26, 2026 – Transportation/Infrastructure Committee
 - March 12, 2026 – Meeting with LA Metro north county liaison Rosalba Gonzalez.

- Discussed several transportation projects, specifically seeking refocus on Center for Transportation Excellence (CTTE). This project has been lowered in priority in the last year and a half and we are seeking to make it a higher priority for job creation in the region.
 - March 26, 2026 – Transportation/Infrastructure Committee
- **Advocacy Actions Taken:** Major projects discussed included:
 - Safety Expansion on SR 14 between Palmdale and Santa Clarita
 - SR 14 Resurfacing
 - Center for Transportation Excellence (CTTE) – Connecting with new Metro contacts
 - High Desert Corridor/Brightline (HDC) – Brightline seeking \$6B loan, increase in estimated costs from \$10B to \$22B. Need for medical support along construction route for workers in case of medical emergencies.
 - High Speed Rail (HSR) – finishing last EIR for segment between Union Station and Anaheim.
 - Grade separation at Avenue P/Rancho Vista. High priority for Aerospace Committee for safety and congestion concerns at Plant 42.
 - Northrop has notified us that they will be proposing significant construction and growth at their Plant 42 site and have asked our assistance in promoting safety improvements on the surrounding surface streets.
- **Next Steps:**
 - We feel CTTE is not the priority it should be by LA Metro and are seeking to lift its visibility and prioritization.
- **Completion Status:** On track for 100% completion.
 - Q1: 25%
 - Q2: 50%
 - Q3: 75%

18. Community Calendar

- **Status:** Website is live, with events from the City of Lancaster and City of Palmdale. We are working with the local chambers of commerce, tourism bureaus and other business organizations to grow participation.
- **Next Steps:** Continue adding more connections and connect with local businesses and organizations to solicit advertisements to offset the costs with a goal of at least \$15,000 for the first year.
- **Attachments:** N/A

19. Advocacy

- **Grants:** We continue to provide grant support letters to Antelope Valley government agencies and organizations.
- **Legislation:**
 - AB 1157 (Kalra) – Legislation to restrict housing rent increases to a maximum of 5% per year. Current law is 10%. AV EDGE Opposed as these measures have a

devastating effect on attracting new home construction. Bill was voted down in committee. We are watching for reconsideration or a gut and amend.

- LA County Sales Tax (later Measure ER). Board of Supervisors voted to place a sales tax increase on the June 2026 ballot. We submitted opposition based on feedback from our members and potential investors concerned with the cost of doing business.
- LA County Eviction Extension. We joined the Greater AV Association of REALTORS in opposing LA County's proposed policy to change the amount of time needed for landlords to evict a tenant for non-payment from one month to three months. The policy was tabled.
- AB 1421 (Wilson) – We opposed measure to study a new per mile tax in lieu of gasoline excise tax unless it is certain to be revenue neutral. Bill has passed Assembly and awaiting consideration in the Senate.
- AB 796 (Lowenthal) – We opposed legislation to establish a new tax on digital advertising. Died in committee.
- SB 1359 (Stern) – Opposed legislation creating a moratorium on servicing natural gas infrastructure. Bill has been approved in policy and fiscal committee, awaiting Senate Floor vote.
- SB 1062 (Ochoa Bogh) – support legislation that would ease Western Joshua Tree restrictions on public works projects. Passed policy and fiscal committee. Bill awaiting Senate Floor vote
- AB 2694 (Alvarez) – Supporting bill to expand baccalaureate degree offerings at community colleges. Passed policy and fiscal committee. Bill awaiting Assembly Floor vote.
- SB 811 (Caballero) – Opposing unless amended bill to add taxes and restrictions to all metal recyclers for the use of certain hazardous products, even if the recycler doesn't use those products. Negatively affects local auto recycler. Passed Senate, awaiting hearing in Assembly policy committee.
- Projects: Prairie Song Battery Storage Project – Spoke in support at CEC Public Hearing on February 24, 2026.

Summary / Key Wins This Quarter

- Roundtable Report Publication
- Spring Business Summit held
- Healthcare Industry Deep Dive held and report published.
- Committee strengthening changes have improved efficiency.
- Significant increase in lead generation, particularly in targeted areas such as Skilled Nursing Facilities.

Challenges / Needs from MOU Partners

- Despite a positive working relationship with both cities, we are concerned by some organized opposition that have presented misinformation. We are looking at ways to better share our successful partnerships with the community.