



Board of Directors Meeting Minutes

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

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| <input checked="" type="checkbox"/> Suzy Ghazarossian – President (8:47) | <input checked="" type="checkbox"/> Ryan Duke |
| <input checked="" type="checkbox"/> Art Minasyan – Vice President | <input checked="" type="checkbox"/> Rob Duchow |
| <input checked="" type="checkbox"/> Dianne Knippel – Secretary | <input type="checkbox"/> Matthew Gaines |
| <input checked="" type="checkbox"/> Ben Gocke – Treasurer | <input type="checkbox"/> Mary Beth Garrison |
| <input checked="" type="checkbox"/> Martin Tompkins – Past President | <input checked="" type="checkbox"/> Mark Hemstreet |
| <input type="checkbox"/> Mark Bozigian – Director at Large | <input checked="" type="checkbox"/> Kathy MacLaren-Gomez |
| <input checked="" type="checkbox"/> Theresa Howard – Director at Large | <input checked="" type="checkbox"/> Regina Rossall (8:47) |
| <input checked="" type="checkbox"/> Megan Taggart – EC Member | <input checked="" type="checkbox"/> Michelle Royal |
| <input checked="" type="checkbox"/> Sydney Yeseta – EC Member | <input checked="" type="checkbox"/> Karen Sanders |
| <input type="checkbox"/> Monica Banken | <input checked="" type="checkbox"/> David Smith |
| <input checked="" type="checkbox"/> Bob Bowman | <input checked="" type="checkbox"/> Seffi Toneman |
| <input checked="" type="checkbox"/> Ashley Cortes | <input type="checkbox"/> Jennifer Zellet |
| <input checked="" type="checkbox"/> Steven Derryberry | |

Staff Roll Call

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

Guest: Olin Rodgers

Date: Tuesday, February 17, 2026

Time: 8:30 a.m..



- 1. Call to Order:** Meeting called to order 8:32 a.m. via zoom by Art.
- 2. Approval of Minutes:** motion by Martin, second by Michelle. Approved as presented.
- 3. Presentations:** None.

4. Reports

- President’s Report. *Good meeting with committee chairs to ensure alignment with MOUs and cross collaboration with other committees. Each board member needs to select a committee to join.*
- Vice President’s Report. *No report.*
- Treasurer’s Report (including review of financials) - *healthy assets, year to date looking good; on budget; clearing up old invoices. Will be talking with Mission Bank to discuss investment options.*

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

MOU	1. Commercial & Industrial Vacancy Listings	2nd Quarter (Nov 1-Jan 31) <ul style="list-style-type: none"> ○ Lancaster <ul style="list-style-type: none"> ▪ New Listings: 22 ▪ Removed Listings: 49 ▪ Active Listings as of 1/31/2026: 102 ○ Palmdale <ul style="list-style-type: none"> ▪ New Listings: 16 ▪ Removed Listings: 20 ▪ Active Listings as of 1/31/2026: 82 ○ Total Antelope Valley <ul style="list-style-type: none"> ▪ New Listings: 60 ▪ Removed Listings: 125 ▪ Active Listings as of 1/31/2026: 328
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MOU	2. City Meeting Participation	Attending Palmdale City Council Meeting on Wednesday 2/18 to discuss SNF efforts, Spring Business Summit and distribute Q2 Report.
Project	3. Infrastructure Fund	Early discussions on potential partnership with Coval Infrastructure.
Event	4. Installation	Identifying dates for late June. Executive Committee is filling out a Doodle Poll to narrow dates.
MOU	5. Community Calendar	Main site created. Working on the technical side to connect cities. We've got Palmdale connected and are working with Lancaster.
MOU	6. Transportation Advocacy	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	7. Broker Site Events	No updates
MOU	8. Governance Representation	Palmdale: Megan Taggart; Council meeting tomorrow Lancaster: Sydney Yeseta
MOU	9. Lead Generation	Palmdale: 2 Lancaster: 0
MOU	10. Regional Film Industry Engagement	Planning Roundtable in May. Holding our first planning meeting for late Feb, early March.
MOU	11. Labor Market Study	Publication Date: Spring 2027 Next Action: Seek economics firm, October 2026



MOU	12. Broker Newsletter	Published on 1/30. See MOU Q2 Report for analytics and copy.
MOU	13. Conferences (Industrial/Real Estate)	Recent: 1/20/2026 – Urban Land Institute. Drew was a speaker. 2/5/2026 – Inland Empire Real Estate Conference Upcoming: 4/18-22/2026 – IAMC Nat'l Forum (Little Rock, AR)
MOU	14. Marketing & Publications	See MOU Q2 Report Item 3 for Spring Business Summit and Item 9 for all others including analytics
MOU	15. 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	16. Challenges / Needs from MOU Partners	Slow/no lead generation over holidays, but already on track to exceed lead targets for Q3.
MOU	17. Economic Development Forums	Spring Business Summit Scheduled 3/19 On schedule.
Type	MOU Description	Status/Notes
Project	18. MARCC Grant	Submitted by the AV Fair JPA. Should they receive the grant, the Board will determine whether to partner.
MOU	19. Workforce Development	We are co-chairing the AV Artificial Intelligence Task Force with AVC and



		<p>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.</p>
MOU	20. Startup & Small Business Support	<p>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</p>
MOU	21. Annual Economic Roundtable Report	<p>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</p>
MOU	22. Business Attraction Task Force (BATF)	<p>We are moving forward with a focus on attracting Skilled Nursing Facilities and youth recreation oriented businesses. Our next meeting will be in March.</p>
MOU	23. Industry Deep Dives	<p>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 8th, 2026.</p>
	24.	

5. Committee Reports

- Healthcare – Chair Ben Gocke. EC Liaison: Mark Bozigian; *did not meet. Next meeting in March.*



- Aerospace – Chair Dr. David Smith. EC Liaison Dianne Knippel; *had a good reorganization meeting in Feb.*
- Workforce Development & Education – Co-Chairs Teresa Howard, Van Rider. EC Liaison Suzy Ghazarossian.; *Met in January; need data from workforce survey.*
- 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.*There was a motion by Michelle, second by David to oppose all items above. Vote was unanimous.*
- Infrastructure/Transportation – Chair Matt Gaines. EC Liaison Martin Tompkins; *met in January. The 14 freeway construction is to be complete in November 2026. Brightline costs are rising from \$10B to \$22B for the high speed rail line from Apple Valley to Vegas.*
- Developer-Agency Working Group (Drew Mercy): *no meeting in February.*
- Spring Business Summit / Fall Forum (Drew Mercy)
 - Navigating Change Award - *please vote; email has been sent.*
- 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); *in March a committee will form from 3 board members and 2 non-board members to recommend new or continuing members. On Board agenda for April and Vote in May.*
- Committee Sponsors/Liaisons
 - Board of Directors

6. Old Business

- Support letter for Cox merger from Charter Communications presented at the January board meeting.. *Art called for any opposition. There was no opposition. Approved.*

7. New Business

- Rebranding (Drew Mercy and Steven Derryberry). *Discussion provided by Steven Derryberry regarding two ways to become an AVEDC. 1. Formal with cities" and County*



approval and involvement and 2. Informal - change name and amend articles of incorporation. All were in favor of the informal approach.

- Banking diversification (Drew Mercy and Ben Gocke)
 - Foundation - *motioned by Michele and seconded by Rob to move the Foundation funds to a different bank from Mission Bank to avoid any perception of co-mingling of funds.*
 - Savings - *Ben Goeke will be looking into investments options from various banks including our current Mission Bank.*

- MOU Q2 Report - *board members need to review by this Thursday at noon this week. Sent via email yesterday.*

8. Action Items & Deadlines Tracking

- Review of Open Action Items:

Action Item Description	Person Assigned	Due Date	Status/Notes
MOU Q2 Report	Drew Mercy	2/17/2026	For BoD review by Thursday, 2/19 - noon
Roundtable Report	Erick Gamez	3/19/2026	In design. On schedule
Rebranding	Drew Mercy	N/A	Discussion See item above.



9. Announcements

- Open floor for announcements. *Westside Union Foundation will hold its Hero's Dinner on May 7 at the Fairgrounds. Marvin Crist and Ben Goecke are just two of the Hero's being honored.*

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. Program begins at 8:00**
- 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)