



# Board of Directors Meeting Minutes

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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 checked="" type="checkbox"/> Ryan Duke            |
| <input type="checkbox"/> Art Minasyan – Vice President (via phone)     | <input checked="" type="checkbox"/> Rob Duchow           |
| <input type="checkbox"/> Dianne Knippel – Secretary                    | <input checked="" type="checkbox"/> Matthew Gaines       |
| <input checked="" type="checkbox"/> Ben Gocke – Treasurer              | <input type="checkbox"/> Mary Beth Garrison              |
| <input type="checkbox"/> Martin Tompkins – Past President              | <input checked="" type="checkbox"/> Mark Hemstreet       |
| <input checked="" type="checkbox"/> Mark Bozgian – 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       |
| <input checked="" type="checkbox"/> Zach Glynn– 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 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

Date: Tuesday, April 21, 2026

Time: 8:30 a.m.



1. **Call to Order** - via zoom at 8:32
2. **Approval of Minutes** - Michelle motioned and Kathy seconded; approved as presented.
3. **Presentations** - Partnership Program will be presented by Look Up Communications at 9:00 a.m.
4. **Reports**
  - President's Report - none
  - Vice President's Report - none
  - Treasurer's Report (including review of financials) - Overall on track, expenses under budget; working on renewing memberships and sponsorships; good revenue.

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

| Type | MOU Description   | Status/Notes   |
|------|---|--|
| MOU  | <p><b>1. Lead Generation</b></p> <p>Drew thanked Congressman Whitesides with making a connection with the defense company and a possible textile company.</p> | <p>Two strong leads have come in since our last meeting</p> <p>1. Commercial developer with history in the AV, Tom Lenny. He attended SBS and introduced him to Palmdale and Lancaster. Defense company looking for manufacturing space. We have scheduled a meeting for this week.</p>  |
| MOU  | <p><b>2. Commercial &amp; Industrial Vacancy Listings</b></p>   | <ul style="list-style-type: none"> <li>● <b>AV EDGE Region</b> <ul style="list-style-type: none"> <li>● Active: 320</li> <li>● New: 13</li> <li>● Off Market: 26</li> </ul> </li> <li>● <b>Lancaster</b> <ul style="list-style-type: none"> <li>● Active: 99</li> <li>● New: 4</li> <li>● Off Market: 6</li> </ul> </li> <li>● <b>Palmdale</b> <ul style="list-style-type: none"> <li>● Active: 88</li> <li>● New: 4</li> <li>● Off Market: 2</li> </ul> </li> </ul> |



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| MOU | <b>3. Economic Development Forums</b><br>Post Summit Report in works.                           | Spring Business Summit held 3/19. We are developing our post-summit report and feedback. We have set the Fall Forum for 10/29 at the Palmdale Playhouse, and the Committee is developing the program. We are discussing big changes for 2027. |
| MOU | <b>4. Broker Site Events</b>  | Discussed planning, goals and program with city staff.  |
| MOU | <b>5. Annual Economic Roundtable Report</b>   | Published 3/19.   |
| MOU | <b>6. Broker Newsletter</b>   | Issued 1/30/2026 on schedule. Next issue is July 2026.  |
| MOU | <b>7. Business Attraction Task Force (BATF)</b>   | Meeting scheduled for later this month.   |
| MOU | <b>8. Conferences (Industrial/Real Estate)</b>  | Will be traveling to Littlerock, AR for the IAMC National Forum next week, 4/19-22.   |
| MOU | <b>9. Marketing &amp; Publications</b><br>Eric working on Retail Flyer for a future conference. | No new materials this month.  |
| MOU | <b>10. Governance Representation</b>  | Lancaster: Sydney Yeseta<br>Palmdale: Zach Glynn  |
| MOU | <b>11. Labor Market Study</b>   | Publication Date: Spring 2027<br>Next Action: Seek economics firm, October 2026   |
| MOU | <b>12. City Meeting Participation</b>   | Next scheduled: 4/28/2026: Council Members Elected on 4/14 will take office.  |



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|     | <p>Palmdale is not requesting a council presentation at this time. Council is receiving AV EDGE's monthly report. Zach took action to check with Council if anything else is needed.</p> |  |
| MOU | <p><b>13. Industry Deep Dives</b><br/>July 8 - Aerospace Deep Dive.</p>  | <p>Healthcare Deep Dive held on 4/2. We received very positive feedback and are finalizing our report out and assigned tasks.</p>  |
| MOU | <p><b>14. Regional Film Industry Engagement</b></p>  | <p>Planned for May. Held our first planning meeting, have identified several topics and invitees. In process of scheduling.</p>  |
| MOU | <p><b>15. Startup &amp; Small Business Support</b></p>   | <p>No changes this month.</p>  |
| MOU | <p><b>16. Workforce Development</b><br/>AV EDGE is co-host the next AV AI Task Force in May.</p>   | <p>Several Workforce matters discussed at Healthcare Deep Dive that will be addressed.</p> <p>AVC and AVUHSD are both circulating needs assessments required for grant funding. We are assisting in distribution. Please help by responding and sharing.</p> |
| MOU | <p><b>17. Transportation Advocacy</b></p>  | <p>Met with Metro's new north county regional liaison, Rosalba Gonzalez. We discussed importance of CTTE, and our advocacy to return focus to that project.</p>  |
| MOU | <p><b>18. Summary / Key Wins This Month</b></p>  | <p>Published RTR, held SBS and our first Industry Deep Dive on Health Care.</p>  |
| MOU | <p><b>19. Challenges / Needs from MOU Partners</b></p>   | <p>Community Calendar is lagging. We have had trouble getting through the process to connect Lancaster. We're moving ahead reaching out to the Chambers and GAVAR.</p>   |



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|---------|---|--|
| MOU     | <b>20. Community Calendar</b><br>Palmdale is connected. | We are in process of connecting the two large Chambers. Need Lancaster's connection.   |
| Project | <b>21. Infrastructure Fund</b>                          | Awaiting more information  |
| Project | <b>22. MARRC Fund</b>                                   | Grant application has been submitted.  |
| Project | <b>23. Chamber Coordination</b>                         | We are waiting to hear back from the Chamber on when they're ready to meet with Kathy MacLaren-Gomez, Regina Rossall and Sydney Yeseta to begin discussions. |
| Event   | <b>24. Installation</b>                                 | Rescheduled to June 18, 2026 to avoid Chamber of Commerce conflict.  |
| Event   | <b>25. Aerospace Conference</b>                         | Speaking on a panel with Dr. David Smith and Justin Salters from Griffiss Institute on aerospace and the economy.  |

## 5. Committee Reports

- Healthcare – Chair Ben Gocke. EC Liaison: Mark Bozigian, BoD liaison: Sydney Yeseta - *nothing to report. Good Deep Dive.*
- Aerospace – Chair Dr. David Smith. EC Liaison Dianne Knippel, BoD liaison: Michelle Royal - *David reported that there will be large increases in space launches and he would like to get support in the future to encourage the FAA to allow launches in Mojave.*
- Workforce Development & Education – Co-Chairs Teresa Howard, Van Rider, EC: Liaison Suzy Ghazarossian, BoD liaison: Kathy MacLaren Gomez, Gina Rossall - *Westside CTE Meeting Apr. 30 at 11:30 at the Idea Academy.*
- Legislative – Chair Mark Hemstreet. EC Liaison: Ben Gocke, BoD liaison: Ashley Cortes, Steven Derryberry
  - SB 1359 (Stern) – Limits on natural gas investment. Recommend Oppose
  - AB 2694 (Alvarez) - Expand ability of community colleges to offer baccalaureate degrees. Recommend Support
  - SB 1062 -Western Joshua Tree Conservation Act -Recommend Support.

**Michelle motioned to approved the recommendations, Ben seconded; approved as presented.**
- Infrastructure/Transportation – Chair Matt Gaines. EC Liaison Martin Tompkins
- Developer-Agency Working Group (Drew Mercy) - *no meeting*



- Spring Business Summit / Fall Forum (Drew Mercy)
- Nominating Committee (Drew Mercy): Nominees for 2026-2029 Term
  - Ben Gocke (Palmdale Regional Medical Center) – Inc.
  - Martin Tompkins (AV Transit Authority) – Inc.
  - Mark Bozigian (Bayshore Consulting) – Inc.
  - Regina Rossall (Westside Union School District) – Inc.
  - Bob Bowman (Lockheed-Martin) – Inc.
  - Steven Derryberry (Derryberry Law) – Inc.
  - Ricky Jeffords (Mission Bank) – New
  - Jared Yoshiki (Northrop Grumman) - New

**Michelle motioned and Mark H. seconded - board approved as presented. A final slate will be provided at the May Board meeting. By-laws state we can have 24 directors. The above slate will be 22 directors.**

## 6. Old Business

### **SG: WE HAVE SOME OLD BUSINESS ITEMS DREW WILL DISCUSS**

- A. LookUP Contract and Partnership Program  
LookUP Communications and Partnership Program - *a briefing was provided explaining the Partnership Program. Basically turning sponsors into partners with customizable yearly agreements. The yearly agreement will start at \$2,500. This would be an additional cost to the LookUp contract and the executive committee voted to ensure this will be metric based. Detailed cost and info will be presented at the next Board meeting in May.. If approved at the Board meeting the plan is to launch in June 2026.*
- B. Rebranding - *delay until Sept/Oct*
- C. Event support - *tickets available for AVC Wine Walk on April 25, WAVE's 80th Celebration on May 7 and AV Sheriff's Boosters for May 16.*

## 7. New Business - None.

### **SG: DO WE HAVE ANY NEW BUSINESS?**

## 8. Action Items & Deadlines Tracking

- Review of Open Action Items:



| Action Item Description             | Person Assigned          | Due Date                             | Status/Notes                              |
|-------------------------------------|--------------------------|--------------------------------------|---|
| Chamber Discussions                 | Drew                     | Ongoing                              | Awaiting the Chamber to be ready to meet. |
| Nominations for 2026-2029 BOD Terms | Drew                     | Reporting today                      |   |
| Aerospace Deep Dive                 | Drew/Aerospace Committee | 7/8/2026<br>10:00 a.m. to 12:00 p.m. | Planning agenda and seeking participants  |
| Film Industry Roundtable            | Drew                     |                                      | Set Date, Agenda, Participants            |
|                                     |                          |                                      |   |

**SG: DO WE HAVE ANY ANNOUNCEMENTS?**

### 9. Announcements - None

- Open floor for announcements

**SG: WE HAVE NO CLOSED SESSION TODAY, SO IF THERE ARE NO OBJECTIONS WE WILL ADJOURN.**

### 10. Closed Session

- No closed session scheduled for today

### 11. Adjournment

- Adjourn the meeting if there are no objections - adjourned at 9:40 a.m.



## Dates to Remember

- Executive Committee Meeting: Second Tuesday, monthly, 7:30 a.m.
- Board of Directors Meeting: Third Tuesday, monthly, 7:30 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: May 7, 2026)
- Aerospace Meeting: Second Thursday, every other month, even months, 10:00 a.m. (Next: April 9, 2026)
- Workforce Development & Education Committee: Second Thursday, every other month, odd months, 10:00 a.m. (Next: May 14<sup>th</sup>, 2026)
- Installation Dinner – Thursday, June 18, 2026, 5:30 p.m. to 8:00 p.m.