



Minutes of Board of Directors Meeting  
Virginia Israel Advisory Board  
*Office of the Governor*  
December 11, 2012 10:00 AM – 11:45 AM  
House Room 2, Richmond, Virginia

**Attended In Person:**

Jeff Brooke, Mel Chaskin, Craig Einhorn, Donald Ferguson (OAG), Ron Glaser, Jay Ipson, Joel Kanter, Lala Korall, Larry Krakover, Julie Krachman, Chuck Lessin, Jay Myerson, David Oblon, Timothy Powers, Ralph Robbins, Carrie Roth (for Secretary Cheng)

**Via Conference Call:**

Sandy Barmak, Sophie Hoffman, Todd House, Bill Kilberg, Aaron Roberts, David Tenzer

1. Board Minutes of August 2, 2012 were presented.
2. Ralph reported on the progress of the **Gateway USA: Agrotech Program**. Ralph explained this program is patterned after other successful VIAB Gateway programs. The VIAB is partnering with “New River Ventures (NRV)” and possibly Virginia Tech. The VIAB will be responsible for pre-screening of 70+ companies to determine which ones qualify for an initial telephone interview. Only companies that are commercialization ready and/or already selling will qualify. A delegation from Virginia will visit the selected companies during the week of February 18, 2013. Those chosen will be invited to Virginia for 2-3 days of intensive business development meetings. The goal: to demonstrate the rich resources we have in Virginia. Hopefully this will lead to the establishment of a presence by several of these companies in Virginia. Bob Mooney, a principal in the NRV, addressed the Board.
3. Ralph reported on the successful **Gateway USA: Defense & HLS program** which took place on October 17-19, 2012 in Northern Virginia. 9 Israeli companies, from the 70 companies that were screened, attended 3 days of business development meetings in Virginia. Results so far include one company establishing an office in partnership with a Virginia company, one expected to establish an office by the end of 2012 and 5 considering virtual offices in Virginia as a first step. The VIAB will continue to follow up with these companies & assist them with business development here including the possibility of BIRD projects.
4. Ralph updated the Board on the Virginia Israel Bio Center. 9 Israeli companies continue to grow. Ralph reported that a company, EOS Surfaces,

will establish a new state-of-the-art facility in Norfolk for the large-scale manufacturing of Cupron Enhanced products.

5. Ralph reported that a Virginia wine introduction into Israel via an event is scheduled for March 2013. This initiative will take place via a wine event at one of Adi Strauss's restaurants. This comes as a result of a dinner the Governor had with Adi Strauss during the Governor's trip to Israel in November, 2011.
6. Mel told the Board that the VIAB Annual Review Report was issued in December 2012 and distributed to Board Members and other relevant Legislature committee members. The report is also available on the VIAB Website at: <http://www.viab.org/#!minutes-of-board-of-directors-meetings/c23hm> Mel also explained that the report of the State Auditor reported that the VIAB is in compliance with all of the State's regulations. He also reported that the VIAB actually reported a higher budget for FY 2012 because of past agreements with the VEDP, but that the VIAB only spent about \$176K of that amount after all of the costs of the Governor's trip was taken into account.
7. Ralph reviewed the 2014 budget indicating that our budget remains unchanged as part of the bi-annual budgeting process. We are budgeted for \$175,361 from the state and are not requesting any changes or additions from the legislature or from the Governor's Office.
8. Board members indicated their desire to take a more active role in the execution of the VIAB's mission. Ralph will have Program Coordinator, Julie Krachman, work with the Board and VIAB staff on ways to achieve this.
9. Next Meeting. The next two meeting dates will be:
  - a. April 23, 2013 at 10:00 am
  - b. August 15, 2013 at 10:00 am
10. The meeting was adjourned at 11:45 am.