



# VIRGINIA ISRAEL ADVISORY BOARD

COMMONWEALTH OF VIRGINIA  
OFFICE OF THE GENERAL ASSEMBLY

**Virginia Israel Advisory Board  
Minutes of Board of Directors' Meeting  
October 29, 2019 10:00 AM,  
House Room 1, Richmond, Virginia**

**Attended in Person:** Irv Blank, Mel Chaskin, Kaitlyn Cottingham, Brian Greene, Dov Hoch, Chuck Lessin, Bill Nusbaum, Sam Kaufman, Larry Krakover, Abby Moore, Nathan Shor, Eitan Stern

**Attended Via Conference Call:** Jeffrey Brook, Jerome Chapman, Mark Dreyfus, Thomas McCracken, Julie Strauss, David Tenzer, Steven Valdez

1. Chuck Lessin Called the meeting to order. Formally welcomed Brian Greene. Brian is the Information Officer for FOIA requests from outside organizations. Spoke on budget, boards, and finances procedure. Request of budget to be sent to two board member attendees. Confirmed that budget document is public and presented annually. All board members are sent the budget document. Need to obtain a quorum.
2. Turned over to Dov who reported: The annual audit of the VIAB financial accounting and procedures concluded and VIAB was fully compliant. Dov, referring to Powerpoint presentation, addressed macro trends in Israeli innovation and models of foreign corporates (MNC) access Israeli technology through business incubators and accelerator; then detailed the process of "Open Innovation" through which Virginia companies seeking technology; IP and innovation in their product development can access it through partners in Israel. Dov cited the VIAB website which details the model and process, as well as, provides case studies on major U.S. companies applying Open Innovation models. Board members were asked to identify Va. Companies seeking technology. Altria was cited as a good prospect to approach (previously acquired an Israeli vaping company). VIAB can help Va. companies source Bilateral U.S. Israeli government funding (up to \$1m) through the BIRD Foundation to fund Va. / Israel R&D projects.

3. Attendee (Name Not mentioned) --How does the commonwealth measure success of joint venture involving Open Innovation? How does VIAB get credit for success/accomplishments? IE: How many jobs did we create?
4. Dov answered - VIAB tasked The Dragas Center for Economic Analysis and Policy at ODU to research the VIAB's Economic Impact on the commonwealth economy. Prof. Robert McNabb, Director the Dragas Center is leading the research and will report to the Board. Governor Ralph Northam appointed Dr. McNab the Joint Advisory Board of Economists
5. Attendee (Name Not Mentioned) - stated it is important to have credible third party institutions benchmarking the VIAB impact using established state-wide standards.
6. Dov mentioned that part of the ODUs deliverables will be case studies of different Israeli companies brought to Virginia by the VIAB.
7. Brian Green asked when they will be able to see the report and review it. Expect to have the reports before the next board meeting. Dov answered by end of fiscal year (i.e. June 2020).
8. Dov outlined planned 5 day event involving the Israeli Ministry of Defense visiting Virginia with 16 companies in February 2020. Spoke about ISR defense companies. Spoke about February event in Virginia with ISR companies & VA Companies.
9. Bill Nusbaum- asked if VIAB is in touch with the trade association for unmanned vehicles in Virginia whose members could meet Israeli unmanned systems companies. Yes, Dov met with them about a year ago.
10. Dov welcomed everyone to the meet the delegation at Fairfax County EDA on February 2nd and in Norfolk on February 5<sup>th</sup>.
11. Mel - How much are we involved with other Virginia organizations to program the events; Dov cited VEDP; Genedge; Virginia Manufacture's Association; VA Ship Repairers; Virginia Maritime Association; EDAs from Fairfax; Norfolk Virginia Beach and Hampton Roads. The Virginia University various regional Chamber of Commerce.
12. Next Meeting - March 24th followed by July 21st.
13. Meeting adjourned.