

## O'Holleran, Jennie (GOV)

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**From:** Thomasson, Kelly (GOV)  
**Sent:** Saturday, November 18, 2017 9:18 PM  
**To:** O'Holleran, Jennie (GOV)  
**Subject:** FW: Virginia-Israel Advisory Board  
**Attachments:** Virginia-Israel Advisory Board - Strauss.pdf

FYI

**From:** Judy Dunigan [mailto:JDunigan@house.virginia.gov]  
**Sent:** Thursday, November 16, 2017 2:00 PM  
**To:** robbins@viab.org; Thomasson, Kelly (GOV); Paul Nardo; Mark Vucci/DLS; Barbara Teague; Hobie Lehman/Senate  
**Subject:** Virginia-Israel Advisory Board

All,

Please find attached your copy of the Speaker's appointment letter.

Regards,

*Judy*

**Judy Dunigan**  
Executive Assistant  
Office of Speaker William J. Howell  
Virginia House of Delegates  
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Richmond, Virginia 23218  
O: 804-698-1514  
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E: [jdunigan@house.virginia.gov](mailto:jdunigan@house.virginia.gov)  
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COMMONWEALTH OF VIRGINIA  
HOUSE OF DELEGATES  
RICHMOND

WILLIAM J. HOWELL  
SPEAKER

COMMITTEE ASSIGNMENT  
RULES (CHAIRMAN)

106 CARTER STREET  
FALMOUTH, VIRGINIA 22405

TWENTY-EIGHTH DISTRICT

November 16, 2017

Ms. Julie Alexa Strauss  
6628 Madison McLean Drive  
McLean, Virginia 22101

Dear Ms. Strauss:

In conformance with the provisions of § 2.2-2424 of the *Code of Virginia*, I am pleased to officially advise you of your appointment to the Virginia-Israel Advisory Board for a two-year term effective immediately. A copy of the code section pertaining to the board is enclosed for your information.

Thank you for your willingness to serve our Commonwealth in this important capacity.

Sincerely yours,

A handwritten signature in cursive script that reads "W - J Howell".

William J. Howell

WJH/jad

Enclosure

bcc: Ralph Robbins, Executive Director  
The Honorable Kelly Thomasson  
The Honorable G. Paul Nardo  
The Honorable Susan Clarke Schaar  
Mark J. Vucci, Director, DLS  
House Committee Operations  
Senate Committee Operations

(Ms. Strauss replaces Frances Fisher)

## O'Holleran, Jennie (GOV)

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**From:** Haymore, Todd (GOV)  
**Sent:** Wednesday, November 15, 2017 8:29 AM  
**To:** Reagan, Paul (GOV); Denslow, Suzette (GOV); O'Holleran, Jennie (GOV)  
**Cc:** Rafferty, Elizabeth (GOV)  
**Subject:** FW: VIAB 2017 Annual Report  
**Attachments:** Annual Report Memo 2017.pdf; VIAB Annual Report November 2017.pdf

FYI and in case you didn't receive.

Quick analysis: I can't argue with the short annual report where they stated they helped create 127 jobs/\$426k tax dollars; however, the annual report is likely the most inflated without merit that I've seen in my decade here.

**From:** Kim Clark [mailto:kclark@vanguardresearch.com]  
**Sent:** Tuesday, November 14, 2017 10:42 AM  
**Subject:** VIAB 2017 Annual Report

Good morning,

Attached is the Virginia Israel Advisory Board 2017 Annual Report and Memo from Mel Chaskin, VIAB Chairman. Mel can be reached at [mchaskin@vanguardresearch.com](mailto:mchaskin@vanguardresearch.com) or at 703-416-0400 should you have any questions.

Regards,

*Kim Clark* (for Mel Chaskin, VIAB Chairman)

Director of Human Resources  
Vanguard Research, Inc.  
8001 Forbes Place, #310  
Springfield, VA 22151  
703-416-0400



# COMMONWEALTH of VIRGINIA

*Office of the Governor*  
Virginia Israel Advisory Board

## MEMORANDUM

TO: Governor Terry McAuliffe

FROM: Mel Chaskin – Chairman, Virginia Israel Advisory Board

DATE: November 14, 2017

RE: 2017 Annual Review of the Virginia Israel Advisory Board

CC: Distribution List (Attached)

The VIAB contributed to the growth of 128 new jobs in FY 2017. These jobs generated approximately \$7.42 million in revenue and in state tax revenue of \$426,880.00. The board continues to be an effective means of enhancing the relationship between Virginia and Israel. Based on direct and indirect job creation from projects developed by the VIAB (FY 2000-2017) the Commonwealth has historically received 563% return on investment.

A handwritten signature in black ink, appearing to read 'Mel Chaskin', written over a horizontal line.

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Mel Chaskin  
Chairman, Virginia Israel Advisory Board

Distribution List (via email):

The Honorable Robert Bell  
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The Honorable Richard Saslaw  
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The Honorable R. Lee Ware

VIAB Board Members – including Secretary Haymore and Secretary Trent

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Attorney General - Mark Herring

Secretary of Commonwealth – Kelly Thomasson  
Secretary of Finance - Ric Brown  
Secretary of Agriculture - Basil Gooden  
Secretary of Technology – Karen Jackson  
Chief of Staff – Paul Reagan

Legislative Automated System – DPB  
Toni Walker - DPB

Policy Director – Jennie O'Holleran  
Sr. Policy Advisor – Massey Whorley

VEDP  
Vince Barnett

# VIRGINIA ISRAEL ADVISORY BOARD



FY2017

**Mel Chaskin** Chairman  
**Chuck Lessin** Vice Chairman  
November 2017



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# Virginia Israel Advisory Board

## VIAB OBJECTIVES

The primary mandate of the Virginia Israel Advisory Board continues to be economic development in Virginia. Our goals and strategies are:

- ↓ Facilitating new Israeli company entry into Virginia thereby creating jobs.
- ↓ Working with the Israeli companies already located in Virginia to help facilitate internal growth and expansion via the VIAB extensive network.
- ↓ Leveraging each company's strength to create a multiplier effect for job creation.
- ↓ Place emphasis on job creation in Southwest Virginia in the area of Agro Technology. This will augment a "new economy" for a rural area that has been dramatically affected by the decline in both the tobacco and coal industries.
- ↓ To devote from 10% - 15% of our energies to unique educational and cultural projects.

## FY2017 REVIEW OF ACTIVITIES

### Summary

1. The VIAB invested a significant amount of its resources in FY2017 to building relationships that will lead to sustainable growth that translates into investment and job growth in the Commonwealth. One key program includes leveraging the MOU that was signed between the Strauss Group and Virginia Tech during the Governor's trip to Israel in July 2016. As a result of the program which took place in January 2017, seven companies presented to a team of Virginia Tech experts and four of these companies visited Virginia within four months of the program.
2. A second major initiative brings the largest private Israeli HMO hospital, Macabbi, into a cooperation agreement with the Carilion ecosystem in Roanoke. The agreement is designed to lead to cooperation in translational research which in turn leads to commercialization in the Roanoke region. Another goal is the creation of a \$100 million new Venture Capital fund that can bring a steady flow of high-quality deals to Roanoke. The build-out of each successful company will take place in Roanoke and thus serve as a sustainable job creator based on innovation.
3. During FY2016, the VIAB invested considerable effort to launch Project Turbine. An Israeli energy company with strong financial backing and success in Israel and Europe is convinced, after having met the Governor in 2016, that Virginia can offer a unique opportunity for entry into US market. The goal of the company is to build multiple facilities of either wind, solar or hybrid solar & wind that will add up to 500 MW of power or more. Unfortunately, Virginia does not offer many wind opportunities. The company is currently identifying and negotiating with potential local partners. Finding the partner has become a prerequisite for successful entry into the market. The VIAB remains cautiously optimistic they will succeed and continues to provide support for the project.
4. EPC, a manufacturer of an onsite waste treatment facility for remote locations, received final approval for activation of their first US unit in Tazewell, Virginia. The company plans to establish marketing, company headquarters and manufacturing/assembly in the region during FY2018 or



- FY2019. A major vendor of EPC is also expected to build a production facility in the region based on EPC's anticipated successful sales efforts.
5. OSG of Greenville announced in September 2017 that they will expand their facility and create an additional 55 jobs with the potential for more jobs in the future.
  6. Two companies that were part of the Virginia-Israel Life Science Commercialization Center that the VIAB initiated in 2010 in Richmond, ImmunArray and Cupron, continue to grow and expand in Virginia and beyond.
  7. A new cooperation agreement to conduct joint R&D projects in Agriculture that will lead to commercialization was signed between Hebrew University and Virginia Tech.
  8. The first phase of the Chickpea research at VSU had disappointing results. The VIAB worked with the Secretary of Agriculture to shift the research to Virginia Tech along with modest State funding for Chickpea development. It is now clear that to develop a chickpea that can grow in Virginia's relatively moist climate, a full multi million dollar breeding program is necessary for the development process.
  9. During the Governor's visit in July 2016, Tessa Dairy announced a \$500,000 gift of their micro dairy production facility to Virginia Tech which will provide the company with a showcase facility from which they expect to expand into the US. Details have been finalized, and delivery should take place in FY2018.
  10. Aquaculture continues to be a major focus for the VIAB. The VIAB initiated Project Jonah, which is projected to be a major transformational project creating 426 jobs in Southwest Virginia. The scope of the project has changed, and there have been delays in raising the necessary capital. The VIAB has voiced concerns about this and the management changes that have taken place over the past two years.
  11. Independent of Project Jonah, the VIAB has been working with three other aquaculture companies with proven innovations. The VIAB organized a visit to Israel for Virginia Tech's Aquaculture expert, Dave Kuhn, Ph.D., along with two other Virginia Tech Agriculture experts, for a working visit to Israel in January 2017. The Virginia Tech team visited these companies and others. Four of the companies subsequently visited Virginia for discussion about potential expansion into Virginia.
  12. The number of new jobs created during FY2017 is 128. This number would have doubled had Project Sunshine commenced operation as anticipated. The 128 new jobs represent additional tax revenue to the Commonwealth of \$426,880 on a tax base of \$7.42 million.
  13. From FY2000 – 2017, the VIAB has been involved with activities adding approximately 2,179 new jobs to Virginia's workforce. These jobs have generated approximately \$74.9 million in state tax revenues. If we discount this amount by a conservative 78% for multiple parties involved in the facilitation process, the amount of tax revenue generated by the VIAB is \$16.48 million which represents a 563% return on Virginia's investment in the VIAB over the past 17 years.
  14. The current pipeline of jobs is 434 over the next 1 – 3 years without Project Turbine which we are aggressively pursuing and are optimistic that we will close in FY2018. Project Turbine can bring an additional 1,100 jobs over the next 1-4 years.
  15. The State Auditor of Public Accounts completed the VIAB Audit for FY2017 and reported no issues.

## 1. Project Cycle

Disruptive technology that converts municipal solid waste into high-value plastic

The company has developed a breakthrough patented technology enabling the conversion of unsorted Municipal Solid Waste (MSW) into a novel thermoplastic composite material. The company's management has visited Virginia several times, and the Governor reciprocated with a visit to their facility. The key parameters for this project are:

- ↓ \$40-\$70 million+ facility in Virginia
- ↓ Timeline: decision to establish in Virginia was delayed because of the decision to expand their Israeli pilot plant to a commercial size level. Expected timeline for Virginia decision is within 12 months.

### Current Status

The company has raised significant funding but decided to expand their Israeli pilot before approaching the US market to fine tune their equipment and algorithms. The VIAB remains very close to this project because of its disruptive technology and potential for Virginia to be the first demonstration plant for the company in the United States.

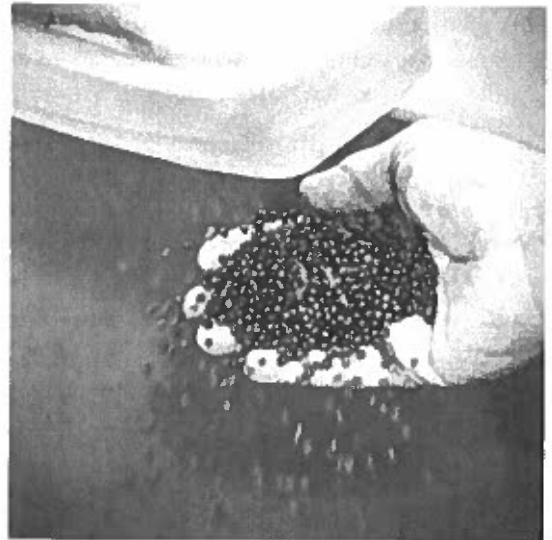
CEO visits  
Virginia

*We have visited Virginia several times and are impressed with the support we have received. The location will enable legislators and Federal Government officials to view our state-of-the-art facility and appreciate the full impact of our disruptive technology.*

CEO

**104 Jobs**

1-4 years



## 2. EPC LTD opens first US facility in Tazewell, Virginia

An onsite wastewater recycling technology that will serve new recreational park and serve as the company's demonstration site in the United States. EPC and a key vendor of EPC expect to open manufacturing in Virginia within 12 – 24 months.

EPC "bio-disk" system uses an ecologically friendly biosystem to address challenges of rural communities where connecting to the municipal line is cost prohibitive. The bio-disk unit is a scalable system designed for multiple residential clusters of individual homes in residential, subdivision, apartment complexes, condominium, and commercial applications such as hotels, and recreational centers such as parks.



The VIAB recognized the importance of EPC's solution for rural America and the quality of the company's management and worked with EPC for many years to help the business define their proper market entry strategy in the Commonwealth.

### Current Status

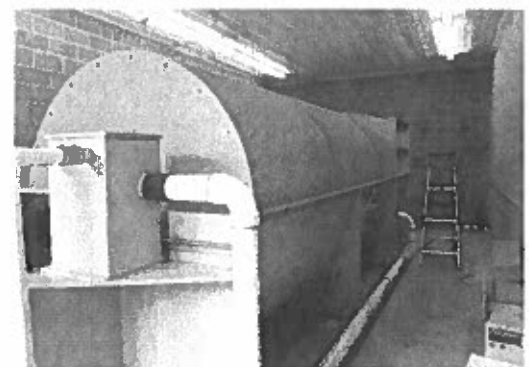
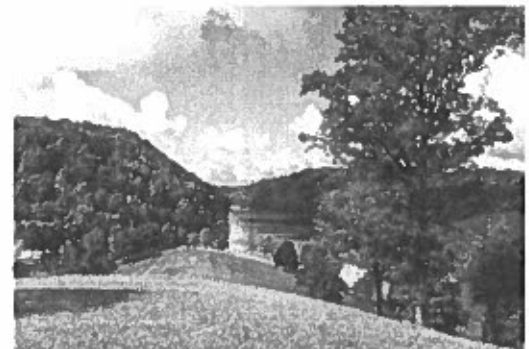
EPC won an RFP from Tazewell to install its system in Cavitt's Creek Recreational Center which up to now has been unable to reach its goal of building revenue generating cabins on the property because of the prohibitive costs of connecting to the main sewage line. As an alternative to septic systems, EPC's system requires much less land and is ecologically friendly.

EPC is also supplying both the cabins and the waste treatment infrastructure that was not part of the original RFP.

Construction was expected to be completed in 2016, but complications due to the terrain created unexpected changes in the design. The company, working closely with the County engineers, overcame all obstacles and received their operating permit in 2017.

### Next Stage for EPC

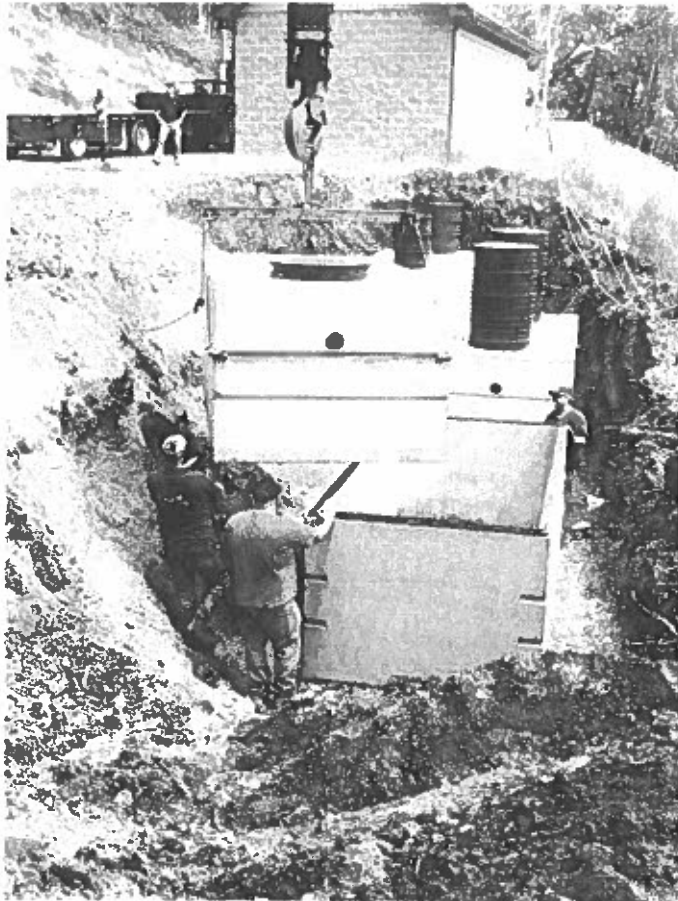
1. The company will establish a marketing and sales organization. The Tazewell facility will be the demonstration center.
2. Begin assembly of the bio disk in Virginia.
3. EPC installed piping and connections at the request of the county using novel products by another Israeli company, Hofit, one of the largest producers and the original inventor of polyethylene inspection chambers, utility holes, and other products for drainage, sewage and water treatment systems. EPC has acquired the rights to sell and manufacture Hofit's products in the United States.



Top: Jeremy Weisman, CEO of EPC Middle: Cavitt's Creek, Tazewell; Bottom: EPC Waste Treatment Unit in Tazewell, Virginia

**25 Jobs**  
1-3 years

**75 Jobs**  
2-5 years

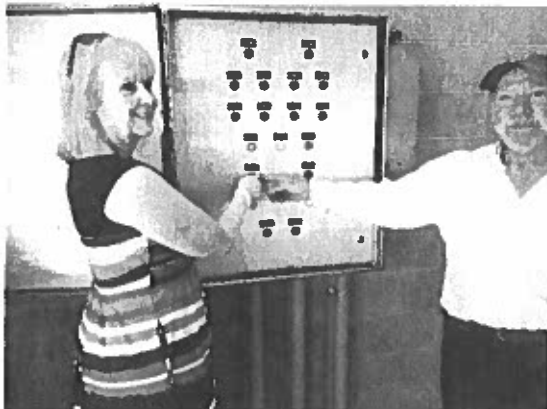


**Left:** Installation of settling tanks (2017).

**Top:** Pat Greene, a Tazewell Administrator with Charles Botwick, CEO of EPC America

**Bottom Left:** Pat Green turns system on for first time on August 1, 2017

**Bottom Right:** Virginia Tech experts, Professors (L)Tom Thompson and (R)Joe Macy at EPC vendor site.



"We have been working with Virginia for 17 years on this project! Had it not been for the VIAB and the local Tazewell officials, we could not have executed this project. We are committed to establishing two manufacturing facilities in Tazewell as a result."

*Jeremy Weissman, CEO EPC America*

### 3. Project Turbine

A leading Israeli company interested in building multiple alternative energy projects for solar, wind and hybrid energy facilities in Virginia

The Governor and his team visited Energix, an alternative energy company that builds and operates projects in Europe and Israel. The company wants to enter the solar and energy field in the United States and is interested in Virginia because of its potential and the potential of developing alternative energy.



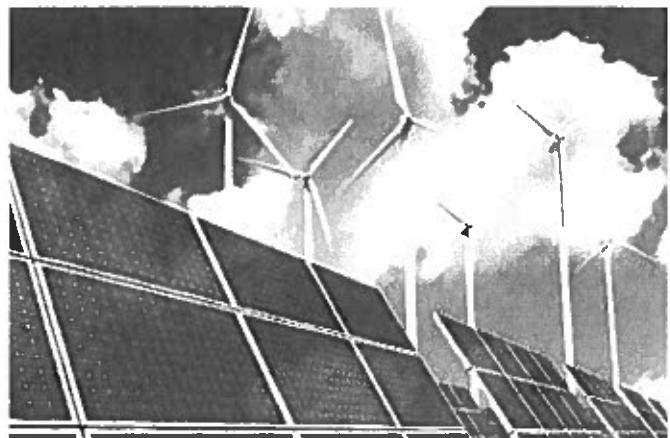
The Governor with the CEO of the parent company at the Company HQ in Tel Aviv

**Financial Strength and other Attributes:**

- ↓ Strong financial backing from their Israeli "parent" company, Alony Hetz, with over \$1 billion in real estate projects in Washington DC and Northern Virginia. Alony Hetz partners with the Carr Group in Washington, DC.

**AlonyHetz**

- ↓ Ability and desire to build and operate the facility(s).
- ↓ The desire to construct 500+MW of solar/wind/hybrid alternative energy facilities in Virginia, where there is not one wind facility.
- ↓ Emphasis on social responsibility.



The company visited Virginia within two months of the Governor's visit to Israel. The VIAB continues to drive the project bringing together counties, private and public experts in energy, the VEDP, and other relevant groups.

**Current Status:**

Based on assistance from the VIAB and its Board members, high-level discussions have taken place with interested players. The company has concluded they must team or create a local partnership with a company that can assist with permitting and offtakes agreements. They are in the process of searching for qualified partners. Because of the potential for significant job creation, the VIAB remains very close to this project.



Asi Levinger  
CEO, Energix  
Speaking in  
Wise County

**600 Jobs**  
1-3 years

**500+ Jobs**  
2-5 years

**4. OSG announced expansion in Greenville in 2017**

The delayed announcement ends with success.

OSG is a specialist glass manufacturer that develops a broad range of glass products, including bulletproof safety glass such as bullet-resistant windows, curved, flat, laminated and insulated.



Revolutionary transparent armor technologies, advanced LCD glass systems (ScreeneX), solar systems and many others have been developed by OSG team to answer customer needs.

#### **Governor McAuliffe visit to OSG**

An announcement of OSG's expansion was expected while the Governor visited their facilities in July 2016. However, a few days before the visit an opportunity for the company was brought to them which necessitated the postponement of OSG's decision to expand their Virginia facility.



The VIAB worked diligently with the company to provide the company sufficient time to vet the new opportunity and yet not lose the incentive package that was already presented.

After the agreed upon period that OSG management needed to evaluate the opportunity, the company decided to move forward with their original plans.



A formal announcement of the expansion was made in September, 2017. OSG announced that they would invest \$3.5 million and create 55 jobs within three years.

#### **Other innovative areas for potential expansion:**

- ScreenX - Smart window with integrated LCD windscreens
- Silk-Light: Integrated light-driven display system
- Infrared radiation-protective technology
- Anti-reflective glass
- Anti-vandalism glass against various threats
- Light-weight compositions, for weight reduction
- Heavy impact solutions



**55 Jobs**

1 year

## 5. Program initiated between Israel's largest private HMO, Macabbi (Assuta) and Virginia's leading HMO, Carilion

Joint investment in early stage companies and the potential for creating a new investment fund of \$100 million.

The VIAB initiated a program where two leading HMO systems in Virginia and Israel will work together to create innovation and research projects.

In recent years, Carilion has reinvented itself adding a new Medical School, Research Institute, a Venture Capital arm and established a partnership with Virginia Tech. With Israel's reputation for medical innovation, a strategic alliance between both ecosystems could offer Macabbi access to the US market and Carilion a leadership position as an innovator.

Some of the goals for a collaboration agreement are:

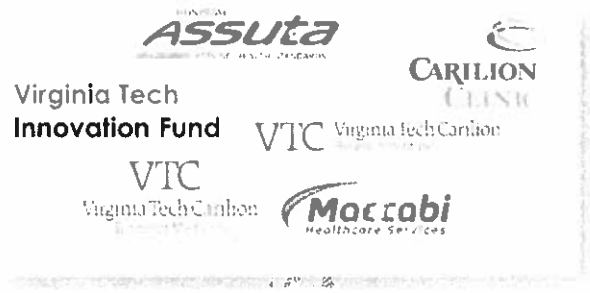
- ↓ Addressing challenges for rural health care.
- ↓ Establishing a new \$100 million VC fund that could exploit Assuta's dominant position in the Israeli health care system.
- ↓ Access to market for Israeli innovation.
- ↓ Economic development in Roanoke and the region.
- ↓ Financial benefits for both ecosystems through product innovation and Venture Capital activities.
- ↓ Global development for Carilion via Assuta's international presence and activities.

### Next Steps

1. Both sides have met, and subsequent internal discussions by each respective organization have resulted in positive responses to move forward.
2. Documents are being drawn up to formalize the relationship.
3. The sides are exploring one or two near term joint projects that will test the waters and lead to expanded cooperation.

**35 Jobs**  
1 – 3 years

### Virginia Tech Carilion & Maccabi/Assuta Ecosystems



**Top:** (L to R) Drs Mike Friedlander, Ari Shammis, Ascher Shumulewitz.

**Bottom:** Carilion leadership headed by Nancy Agee at head of table on left.

## 6. Tessa to enter US Market via Virginia Tech

Israeli company to donate \$500,000 of equipment to Virginia Tech Food Science & Technology Department

Tessa announced during the Governor's reception in 2016 that the company would give a \$500,000 mini dairy to the Virginia Tech Food Science and Technology Department at Virginia Tech. The equipment will serve as a teaching tool for the University and a demonstration site for marketing efforts of the company in the US.

### Current Status

Details of design and installation requirements are still under discussion. Delivery is expected in Q4 of 2017 or Q1 of 2018.



Plans call for manufacturing and assembly in the Southwest Virginia. TESSA Mini Dairy lines are equipped for a full production cycle including the equipment for receiving and cooling milk, pasteurization, separation, fermentation, and packing of ready products. Apart from these, TESSA Mini Dairy lines include all necessary auxiliary units and equipment such as pumps, filter, and so forth.

**8 Jobs**

1-3 years

**30 Jobs**

3-5 years

**“Tessa equipment is unique equipment that I have not seen before in the United States.”**

Professor Joe Marcy, Ph.D., Head of Food Science and Technology Department, Virginia Tech

## 7. VIAB initiated Life Science program in Richmond expands

VIAB Life Science program in Richmond results in additional \$10 million of investment and growth in jobs in Virginia

During the Governor's visit to Israel, an investment company, Exigent, announced that they led a successful investment round of \$10 million for **ImmunArray**, a Life Science company that the VIAB brought to Richmond, Virginia, via its program that took place several years ago.

A second Israeli company expanding in Virginia through the VIAB program, **Cupron**, is also growing in Virginia through a licensing agreement with EOS, a company in Norfolk, which produces hospital countertops with impregnated Cupron material which has been proven to reduce hospital-acquired infections (HAI) significantly.

According to Immunary CEO, Donna Edmonds, additional jobs will be created in the coming years.



Donna Edmonds, CEO of Immunary



**30 Jobs**

2-4 years



## 8. Hebrew University and Virginia Tech sign Agreement

### Agriculture based program calls for joint projects that will lead to commercialization

Virginia Tech has researched current issues affecting people around the globe. Areas of strength include water quality preservation and enhancement, growing plants in a changing environment, food security in rural settings to name a few.

The Hebrew University of Jerusalem's Robert H. Smith Faculty of Agriculture, Food and Environment has focused on gaining maximum productivity with limited natural resources.

#### Next Steps

- Modest fund raising for four joint projects is a prerequisite for execution of the agreement. Both sides are working to resolve.
- Selection committees will evaluate the various projects that will be submitted based on a "call for proposals."

#### Other projects

In addition to the formal joint projects, there are other projects that Virginia is exploring that originate from the Hebrew University's School of Agriculture. The following are updates on these projects:

#### 9. Project Paper

This company has developed a proprietary technology for the economically viable industrial-scale extraction of nano crystalline cellulose (NCC) from side streams of the paper industry and wood pulp. The company also develops unique technologies for producing NCC based materials such as high oxygen barrier films for packaging, additives for packaging materials, water-based adhesives, paints and ecologically-friendly foams for composites, transportation, and construction.

The opportunity in Virginia centers around the Shandong Tranlin Paper Company that will establish a \$2 billion manufacturing company in Chesterfield, Virginia or with another potential partner. The VIAB continues to foster a potentially synergistic relationship between the Israeli company that utilizes the waste from a paper producing facility as feedstock for their production facility that could be built adjacent to a paper installation.

#### 10. Project Leaf

The VIAB continues to work with a company that focuses on advancing regenerative medicine by utilizing its proprietary processing technologies to reproduce human collagen which is a protein present in all the body's organs and tissues. It provides the matrix that sustains the body's structure. Until the invention of this product, all of the collagen used in medicine including orthopedics, wound management, cardiology and general surgery, was harvested from dead animals and other sources.



The tobacco plant is the basis for this platform. The resulting product could be a disruptive technology in this field as the alternative is relatively "impure."

The company has recently raised \$25 million to establish its first production facility in Israel but plans to develop other growing facilities and a production facility in the future in the US. The VIAB will continue to pursue this company even if it is a longer term project because we are sure that the experience of high-quality Virginia tobacco will match the expectations and requirements of the company's process.

It should be noted that the "tobacco" product itself has gone through an extensive breeding program over many years and while it looks like a natural tobacco plant, it has many sophisticated genetic qualities that differentiate it. The company has expressed to the VIAB that the plant must be grown under the highest quality control standards and by a particular protocol that will be provided to the farmers. Discussions with VDACS has confirmed that carefully selected Virginia farmers can produce a high-quality product according to the required protocols.

**10 & 11:**  
**20 - 50 Jobs**  
 2-5 years

## 11. Update: Project Sunshine... Smart Turnkey Greenhouse

Delay of opening due to upward revision of size, investment and job creation

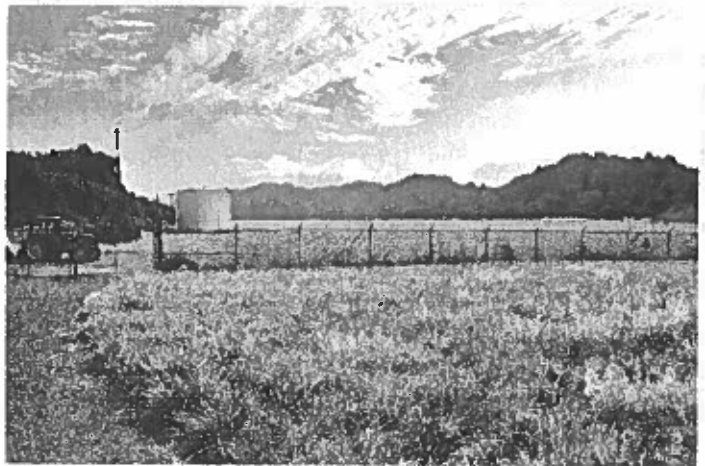
The VIAB initiative has expanded significantly from the original plan, which has resulted in a delay of about 12 months.

The "super smart" greenhouses will enable the economically viable production of fresh produce 12 months a year.

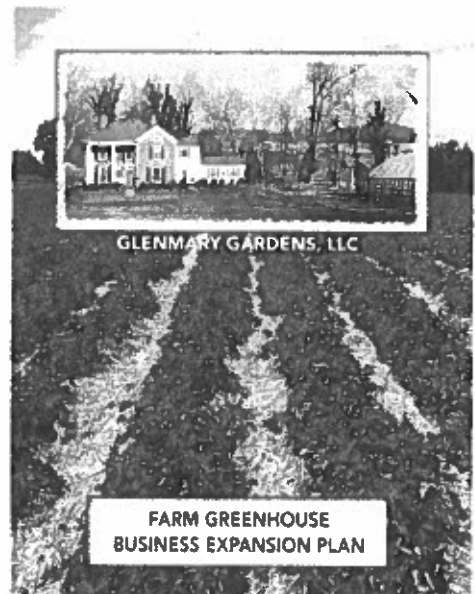
The key parameters for the project:

- ↓ Location of project: Smyth County, Virginia
- ↓ Project size: \$25.2 million
- ↓ Job creation: 140
- ↓ Investment: \$13.7
- ↓ Local Virginia farmer/businessman and Israeli company developing project
- ↓ Virginia Tech Agriculture experts consulted.

**140 Jobs**  
 1-3 years



**Top:** Land under contract for the project. Total amount of 70 acres will accommodate Phase A and B.



Comprehensive business plan

## 12. Update: Aquaculture Projects

### The VIAB initiated Project Jonah in 2013

The VIAB has identified Southwest Virginia as an ideal location for inland aquaculture production that deploys newer, cost efficient technologies developed in Israel and not yet introduced into the United States. With 92% of fish consumed in the United States imported, the VIAB and experts at Virginia Tech believe Virginia should pursue this company aggressively.

**13.1 Project Jonah.** The VIAB began an initiative, **Project Jonah**, in 2013. The \$120 - \$150 million project ultimately will create 426 direct jobs and 750 – 1,250 indirect jobs in Southwest Virginia. The project is considered a “transformational project” for Southwest Virginia because it brings a vertically integrated aquaculture business to the region.

By mid-2015, the VIAB had completed significant milestones. The company hired a highly qualified CEO with experience and successes in both fundraising and business development. At the appropriate time, the VIAB transferred primary responsibility for the project to the VEDP which has significant complementary resources critical to secure the project for Virginia. Because the company has not been able to raise sufficient capital to execute Project Jonah, we prefer to take a conservative approach, and not include any new projected job creation from the project at this time.

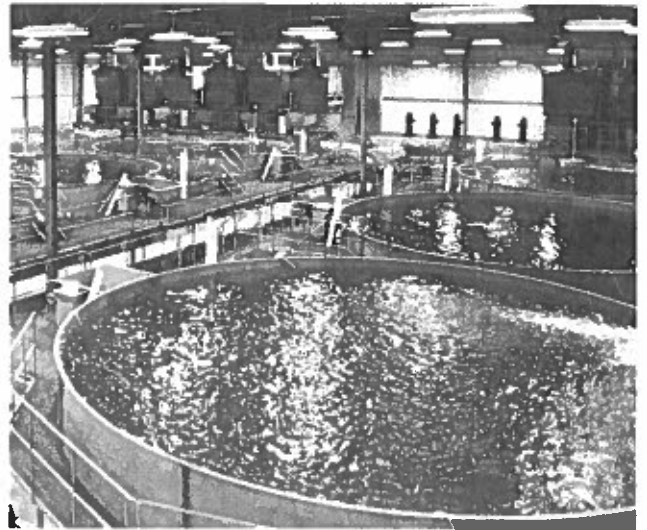
**13.2 Project Zidon.** A second Israeli aquaculture company, **Project Zidon**, is considering Virginia to establish a working demonstration project with support from Virginia Tech. The project will not interfere in any way with Project Jonah as they will be growing a non-competing fish. They will incorporate their new, patented and proven advanced technology, professional management, a realistic proposal and a connection between Hebrew University and Virginia Tech. The VIAB has taken the following steps to advance the project:

- ✦ The VIAB organized a visit by Dr. David Kuhn, a Virginia Tech aquaculture expert, to meet with management of the company and their professional experts as part of his professional tour to Israel in January 2017.
- ✦ Leadership from **Project Zidon** visited Virginia Tech in July 2017. Potential locations, investment, parameters, and a possible private-public partnership were

**30 Jobs**

2-3 years

discussed. While still in early discussions, the VIAB sees this project moving forward aggressively and quickly because of the following factors: Virginia Tech’s interest, the company’s vision, quality of management and financial capabilities.

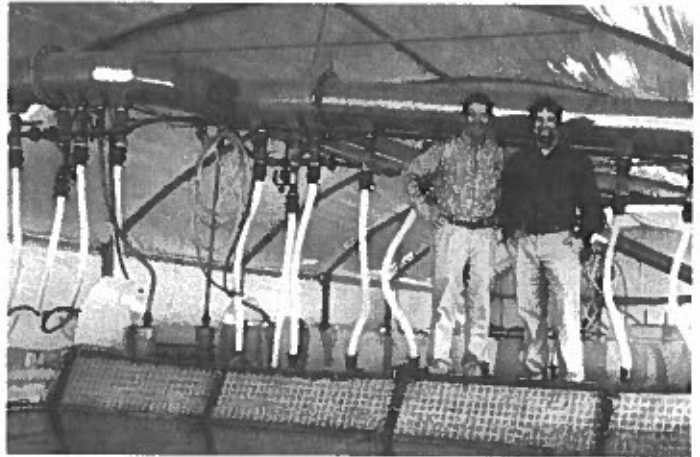


R-L: Dr. Dave Kuhn, expert from Virginia Tech and Project Zidon expert.

**13.3 Project Mega.** Another aquaculture project that deploys a "Mega Flow" technology claims a significant reduction in energy usage, which is one of the largest expenses of inland aquaculture farms. Operating in Israel, the company wants to expand into the United States. Since this project is significantly more modest regarding investment and size compared to Project Jonah and yet has important, proven new technology to offer, the project should be viewed as mutually exclusive as the other two aquaculture projects with game changing potential. This project is still in its early stages.

LEAD-HEAD RAS SYSTEMS IS A VERY IMPORTANT STRATEGY FOR REDUCING OPERATIONAL EXPENSES AT RAS FACILITIES. IT APPEARS THAT MEGA FLOW HAS SOME NICE INNOVATIVE FEATURES.

David Kuhn PhD, Aquaculture specialist at Virginia Tech



Dr. Kuhn, PhD and Dr. Thompson, PhD get a close up view of the Mega technology at it's Eilat pilot plant during their trip to Israel in January, 2017

**13.4 Project Hatch.** The VIAB is in discussions with another Israeli aquaculture company with a unique system for a commercial hatchery. We are discussing potential market entry strategies. Dr. Kuhn has held talks with the CEO of the company who visited Virginia Tech in February 2017. This project is still in its developmental stages.

## 14. Virginia Tech Experts Visit Israel in January 2017

After the Governor's visit to Israel in July 2016 and the signing of the MOU between Virginia Tech and The Strauss Group of Israel (50% owners of Sabra Dipping), VIAB activated the MOU. The VIAB initiated a program where seven Israeli companies were chosen to deliver a presentation to a panel consisting of representatives from The Strauss Group, Virginia Tech, and other experts.

The program's purpose is to identify and assist select start-ups, young ventures, and mature **agro tech** and **food tech** companies to enter and expand in the US market. 19 companies applied and seven were chosen for Phase 1 discussions in Israel. Phase 2 will allow for one-on-one business meetings in Virginia for the selected companies. Four of the seven companies have visited Virginia for professional discussions as a result of the program. The four companies are in other sections of this report. The program is designed as an ongoing program.

*Determination* L to R:  
 Dave Kuhn, PhD  
 Robert Williams, PhD  
 Tom Thompson, PhD  
 Agriculture Experts  
 from Virginia Tech who  
 visited Israel in  
 January 2017



## 15. Project Bag

Israeli company can manufacture in the US and compete with Chinese Imports

Reusable utility bags have become increasingly prevalent in the US as a result of heightened interest in ecology and conservation. Until now, almost all of these bags are manufactured in China because of the labor intensive sewing of seams.

The VIAB continues to work with this company giving direction and suggestions on how they can build sales in the US to justify building their first manufacturing line.

The company visited Southwest Virginia and has

**15 Jobs**

1-3 years

expressed interest in the construction of a manufacturing line as soon as sales justify the operation. We continue to brief the new Senior VP who is responsible for the expansion efforts.



### OTHER ECONOMIC DEVELOPMENT ACTIVITIES

## 16. Chickpea Research - Update

Reestablishing Momentum for the Virginia-Israel-Sabra chickpea research

In 2010, the VIAB facilitated discussions with Sabra Dipping and Virginia's Secretary of Agriculture about introducing the chickpea crop to Virginia. A successful development program would serve both the interests of the State by creating anywhere between 8,000 – 10,000 jobs, and the interests of a major corporation in Virginia by helping them save millions of dollars on transportation if they purchased their chickpeas in Virginia. VIAB has already secured a verbal commitment for the purchase of these chickpeas if they can be successfully bred.



Research initiated in 2010 did not achieve our goals. The project is now headed by Prof Tom Thompson, Department Head of Crop and Soil Environmental Sciences at the University.

In 2017, Virginia Tech researched best practices in growing chickpeas in Virginia. Prof. Thompson concluded that only a large scale, multi-year breeding program could produce the desired results. We are concerned that based on the first inconclusive research, the company lacks confidence that is required to make the multi-million dollar investment in Virginia that will take from 4 – 6 years to complete.

## 17. VIAB Teaming Program

The VIAB has identified and addressed an opportunity that leverages the strength of both Virginia & Israel:

**Israeli** companies develop new technologies in the defense, cyber security and aligned industries and

**Virginia** offers a large pool of businesses that can provide a path to market for these innovative companies via teaming agreements.



**The opportunity:** Every Federal Agency must “set aside” 3% of their purchases to companies that fall into a particular category that includes: 8(a) Small Disadvantaged Business; Women-Owned Small Business (WOSB); Veteran Owned Small Business (VOSP) and so on. Companies certified in any of these categories receive certain benefits that level the playing field when competing for Federal Contracts. The Israeli companies that can offer superior technologies can team with these Virginia companies who often lack the ability to develop their technologies.

Once a foothold is achieved, the Israeli company will need a presence in the US and eventually manufacturing and assembly capabilities to satisfy other demands such as Federal “Buy America” requirements.

While the VIAB enhanced the model during FY2016 through a growing “model relationship” between Darkblade (Virginia VOSP) and Semperis (Israeli company), we did not have the bandwidth to execute a full program as we had hoped in Hampton Roads. We hope to implement the program in FY 2018.



## 18. Update: Direct Flight between Dulles and Israel

The VIAB, Metropolitan Washington Airports Authority (MWAA) and Fairfax County have worked together for years to secure a direct flight between Israel and Dulles. Clusters of Israeli companies tend to grow wherever there is a city connecting it to Israel via a direct route.

The VIAB has aggressively approached this opportunity in 2016 highlighted by the Governor's meeting with EL AL executives in July 2016 during his visit to Israel.

Outcome: EL AL is appreciative of the quality research that has been provided them and confirmed that Virginia is on the short list for future route decisions.

### Activity in FY2017 and FY2018

While United remains uninterested, EL AL began an additional nonstop route to Miami. We remain on the shortlist.

An Israeli businessman, Amir Neeman, who moved from San Francisco to Virginia, contacted the VIAB and offered to assist in our challenge by using successful tactics that he used to help secure the non-stop flight between SFO and TLV. The VIAB will continue to work in close collaboration with Amir.



## 19. Teaming and Leveraging with Fairfax County

The VIAB leverages our contacts throughout the Commonwealth with the Fairfax County Economic Development Authority. We team on several programs and initiatives with an emphasis on companies in the Defense, Homeland Security and Cyber Security areas. We team and collaborate with each other at different times and with different intensities. Companies we have worked together with over the years:





## 20. Non-Dilution Grants from Israeli Sources

### 20.1 BIRD Foundation Grants

The BIRD Foundation provides up to a \$1 million grant per project for joint R&D projects between an Israeli company and a US Company. The VIAB uses this as a tool to attract Israeli companies to Virginia by offering to locate potential partners for Israeli companies. While this does not result in a significant number of jobs in the short term, it does provide potential funding opportunities for Virginia partnering companies as well as future growth in the Commonwealth.



### 20.2 Israel Innovation Authority

The IIA is similar to the BIRD Foundation in that it promotes Israeli innovation via joint programs between an Israeli company and a foreign company. This fund, however, will support 50% of the Israeli company's development budget and not the US partner's. The US partner will have to be either self-funded or funded by state, local or private funding. There is no limit to the amount the Israeli company can receive.



The VIAB works closely with both of these sources of funding and can assist Virginia companies to benefit.

## 21. Retention Activities – Zim Integrated Shipping

Over the past few years, Zim management has turned to the VIAB for assistance in resolving several issues: 1) Visa issues 2) A retention issue that involved 400 jobs and 3) Assistance to address a problem that affected their activities in Port of Oakland in California. The VIAB guided the CEO to a resource within our network that helped the company deal with those problems.



The company in Norfolk hired a new CEO in the fall of 2015. After the VIAB proactively met with the CEO, it was agreed that the VIAB would arrange a "good will" meeting with either the Governor or the Secretary of Trade and Commerce. We continue to try to coordinate the meeting with the new Secretary of Trade and Commerce, Todd Haymore.

CULTURAL & EDUCATION PROGRAMS

## 22. Virginia – Israel Minds in Motion Program

Initiated by the VIAB and the Richmond Ballet and now in its eighth year

**Minds in Motion** is a program that teaches fourth-grade students from a Jewish and Arab community discipline, dedication, and self-awareness by leading them together through a series of choreographic movements which must be memorized and expanded upon in each class session. The program is not a dance class, but a way to teach students the benefits of applying themselves to a task involving both mental and physical challenges. The program is an outreach program of the Richmond Ballet.

The Virginia-Israel Program is unique because of the following attributes:

- Encourages the development of **expressive participation skills concentrating on creativity, self-confidence, focus, and dedication**
- Fosters improvement of interpersonal skills building on values of cooperation, mutual respect, and self-awareness
- Nurtures an understanding and appreciation of working towards the achievement of a challenging physical and mental goal
- Promotes relationships between children of all backgrounds, which is particularly impactful in the Middle East
- Guides MIM students to unite beyond stereotypes, which is a meaningful message for Jewish and Arab participants
- Informs a more compassionate community with cooperative experiences as students practice towards a unified performance goal and moving in unison
- Breaks down social boundaries and lays the groundwork for collaborative dialogues.



Approximately 400 students participate in this compulsory program

## 23. Virginia Israel Cultural Event to help fund Minds in Motion

The most challenging aspect of the Minds in Motion Funding is sustainable funding

One of the most difficult aspects of the **Virginia Israel Minds in Motion Program** is securing sustainable funding. Mr. Thomas Smith, the CEO of "Binns of Williamsburg," offered to assist with a program that would encompass both a unique cultural event that would also serve as a fund raiser. Once the VIAB



explained the program and its goals to Tom, he embraced it. He suggested a unique approach: He secured the agreement of a group of women artists from Israel to donate their work for a fundraising event that will take place in Virginia (either Williamsburg and/or Richmond) to raise funds for the Minds in Motion Program.

The artists from Israel agreed to donate their art that will be auctioned off with all of the proceeds earmarked for the Virginia Israel MIM program. Highlights of the event:

- ↓ The event will be held in March 2018 in coordination with Binns of Williamsburg and the Richmond Ballet.
- ↓ Thomas Smith and the Richmond Ballet are organizing the event and will leverage their respective followings.
- ↓ We anticipate that 60 - 80 women artists from Israel will donate their work and come to Virginia for the event at their own expense.
- ↓ The VIAB will help coordinate other cultural events such as meetings, town hall type events, and home hospitality to introduce the Israeli women to the Virginia community as a cultural event.
- ↓ The proceeds from this event will be donated to the Minds in Motion Program for ongoing activities.



Thomas Smith, CEO of "Binns of Williamsburg and mentor of program.



**Introducing Tom Smith to the Israeli Minds in Motion Family: L to R: Michael Dinitz, Hadar Timor, Tom Smith, Orit Katz, Ralph Robbins, Jeremy Weissman.**

Tom discussing the program with an artist in Israel



## 24. Virginia Tech Student Program with Amdocs

VIAB initiates Capstone program between Virginia Tech Students and Global company Amdocs.

### Virginia Tech

The Center for Business Intelligence and Analytics (CBIA) at Virginia Tech offers a Master of Science in Business Administration with a concentration in Business Analytics (MSBA-BA). This program provides a rich, innovative and multidisciplinary analytical perspective by admitting students from non-business backgrounds (engineering, computer science, statistics, sciences, policy studies) and students with business backgrounds including business IT, marketing and finance. The curriculum was developed because Virginia Tech is a leader in engineering, sciences, and business. Students in the MSBA-BA program have the skills to address corporate challenges poised in capstone projects and have a working knowledge of business issues and analytics to develop a business case that will have a high return on investment for Amdocs.

### Amdocs

Amdocs is a leading software & services provider to the world's most successful communications and media companies. As their customers reinvent themselves, they enable their digital and network transformation through innovative solutions, delivery expertise and intelligent operations.

Amdocs and its 25,000 employees serve customers in over 85 countries. Listed on the NASDAQ Global Select Market, Amdocs had revenue of \$3.7 billion in fiscal 2016.

Given that Amdocs usually works with high-level Tier 1 schools such as MIT and Wharton, their decision to work with Virginia Tech and to financially sponsor the program is a testament to the quality of the students and staff at Virginia Tech. The VIAB will offer support to the program both in Virginia and in Israel.



Center for Business Intelligence and Analytics



# Virginia Israel Advisory Board

## GOALS FOR FY2018:

1. To finalize agreements to develop two projects in Southwest Virginia: Smart Greenhouses and Project Turbine. Both projects can bring 100's of jobs to SW Virginia within 1 – 3 years.
2. Strengthen the bonds between Virginia and Israel in the Agro Technology field by executing the new agreement between the Strauss Group and Virginia Tech.
3. To develop at least two projects with an investment of between \$5 million - \$10 million each that will result in a total of between 50 and 100 new jobs in FY2018.
4. Finalize agreements on at least one aquaculture project. At the same time, we will continue to work with Secretary of Trade and Commerce Todd Haymore to monitor the progress of Project Jonah which will go through a critical period in Q3 2017 when the VECEDA conditional grant is due to expire.
5. Generate 20 qualified leads, which the VIAB will develop in cooperation with other State Agencies such as the VEDP and the County EDAs. Based on experience, we know that we have to screen seven targeted companies on average to get one qualified lead with above-average potential for growth in Virginia.
6. Expand the “teaming program” with the goal of finding partners for three additional Virginia companies.
7. Facilitate and activate the agreement between Macabbi and Carilion.
8. Facilitate the Cultural program with Israeli women artists that is also a fundraiser for the Virginia-Israel Minds in Motion Program.
9. Facilitate the Tessa dairy equipment delivery to Virginia Tech.

## CONTACT INFORMATION

Mel Chaskin  
Chairman  
Virginia Israel Advisory Board, *Office of the Governor*  
8300 Boone Blvd, Suite 450  
Tysons, Virginia 22182  
Telephone: 703-288-1414

[www.viab.org](http://www.viab.org)



Jennie O'Holleran &lt;jennie.oholleran@gmail.com&gt;

**Fwd: VIAB Nov 28th Meeting Agenda**

4 messages

**Kevin O'Holleran** <koholl1@gmail.com>

Mon, Nov 20, 2017 at 12:39 PM

Reply-To: koholl1@gmail.com

To: Jennie Moline O'Holleran &lt;jennie.oholleran@gmail.com&gt;

----- Forwarded message -----

From: **Kim Clark** <kclark@vanguardresearch.com>

Date: Mon, Nov 20, 2017 at 12:22 PM

Subject: VIAB Nov 28th Meeting Agenda

To:

Good afternoon everyone,

Attached is the agenda for the VIAB meeting next Tuesday, November 28<sup>th</sup> @ 10 am in HR 1.

If you have not already done so, please let us know if you will be attending in person or by teleconference.

Conference Dial-in Number: 1-641-715-3814

Access code: 182346#

Thank you,

*Kim Clark* (for Mel Chaskin - Chairman, VIAB)

Director of Human Resources

Vanguard Research, Inc.

8001 Forbes Place, #310

Springfield, VA 22151

703-416-0400

**Agenda November 2017.pdf**  
208K

**Jennie O'Holleran** <jennie.oholleran@gmail.com>  
To: koholl1@gmail.com

Mon, Nov 20, 2017 at 12:43 PM

Sent from my iPhone

[Quoted text hidden]

<Agenda November 2017.pdf>

**Jennie O'Holleran** <jennie.oholleran@gmail.com>  
To: Paul Reagan <Paul.Reagan@governor.virginia.gov>, Todd Haymore <todd.haymore@governor.virginia.gov>

Mon, Nov 20, 2017 at 12:44 PM

Ummmm

Sent from my iPhone

Begin forwarded message:

**From:** "Kevin O'Holleran" <koholl1@gmail.com>  
**Date:** November 20, 2017 at 12:39:45 PM EST  
**To:** "Jennie Moline O'Holleran" <jennie.oholleran@gmail.com>  
**Subject:** Fwd: VIAB Nov 28th Meeting Agenda  
**Reply-To:** koholl1@gmail.com

[Quoted text hidden]

 **Agenda November 2017.pdf**  
208K

**Haymore, Todd (GOV)** <Todd.Haymore@governor.virginia.gov>  
To: Jennie O'Holleran <jennie.oholleran@gmail.com>, "Reagan, Paul (GOV)" <Paul.Reagan@governor.virginia.gov>

Mon, Nov 20, 2017 at 1:44 PM

That makes what I heard 2-3 weeks ago make so much more sense. I didn't expect them to do it before they had new appropriations however.

**From:** Jennie O'Holleran [mailto:jennie.oholleran@gmail.com]  
**Sent:** Monday, November 20, 2017 12:44 PM  
**To:** Reagan, Paul (GOV); Haymore, Todd (GOV)

[Quoted text hidden]

[Quoted text hidden]



**VIRGINIA-ISRAEL ADVISORY BOARD MEETING  
28 November 2017**

**Location: State Capitol, House Room 1  
Richmond, VA**

**10:00 AM – 12:00 PM**

1. Review Minutes from July 18, 2017 Meeting
2. New Hire in Israel – Dov Hoch
3. Program Updates
4. Minds in Motion (women's cultural event and fundraiser)
5. Update on Executive Director
6. Next Meetings – March 27, 2018  
July 24, 2018



Jennie O'Holleran &lt;jennie.oholleran@gmail.com&gt;

**Fwd: For Ralph Robbins' Retirement**

3 messages

**Kevin O'Holleran** <koholl1@gmail.com>  
Reply-To: koholl1@gmail.com  
To: Jennie Moline O'Holleran <jennie.oholleran@gmail.com>

Thu, Jul 20, 2017 at 3:18 PM

----- Forwarded message -----

From: **Aliza Asher** <aliza@viab.org>  
Date: Thu, Jul 20, 2017 at 3:13 PM  
Subject: For Ralph Robbins' Retirement  
To: koholl1@gmail.com

Dear Kevin,

After 17 years, VIAB's Executive Director, Ralph Robbins, is retiring. We would like to send him off with something to remind him of all of the people and companies he has worked closely with and helped over the years. As one of those individuals, we are asking you to write a brief message of appreciation. Your message will be compiled in an album for him to have as a memento of his time helping Virginia's and Israel's economy grow and thrive. As this is a surprise, please don't mention this to Ralph.

We ask that you reply to this email with your message by Sunday, August 13.

Please feel free to contact Aliza or Julie if you have any questions.

Thank you so much for helping us with this project.

**Ms. Julie Krachman**  
Program Coordinator  
Virginia Israel Advisory Board, Office of the Governor  
JulieK@viab.org  
(o) 703-241-7574 (c) 202-321-5824  
www.viab.org

**Aliza Asher**  
Project Coordinator  
Virginia Israel Advisory Board, Office of the Governor  
305.710.7888 (mobile)  
http://www.viab.org

**Jennie O'Holleran** <jennie.oholleran@gmail.com>  
To: "<koholl1@gmail.com>" <koholl1@gmail.com>

Thu, Jul 20, 2017 at 3:41 PM

[Quoted text hidden]

--

Jennie Moline O'Holleran  
(703) 216-0798

7/5/2018

Gmail - Fwd: For Ralph Robbins' Retirement

Thu, Jul 20, 2017 at 3:42 PM

**Kevin O'Holleran** <koholl1@gmail.com>

Reply-To: koholl1@gmail.com

To: Jennie O'Holleran <jennie.oholleran@gmail.com>

{Quoted text hidden}





Jennie O'Holleran &lt;jennie.oholleran@gmail.com&gt;

## Fwd: Process for Hiring new Executive Director and invitation to participate

2 messages

Kevin O'Holleran <koholl1@gmail.com>

Tue, May 23, 2017 at 9:58 AM

Reply-To: koholl1@gmail.com

To: Jennie Moline O'Holleran &lt;jennie.oholleran@gmail.com&gt;

----- Forwarded message -----

From: **VIAB** <mchaskin@vriusa.com>

Date: Tue, May 23, 2017 at 9:58 AM

Subject: Process for Hiring new Executive Director and invitation to participate

To: koholl1@gmail.com



### VIAB Board of Directors

Dear Kevin,

As you know, Ralph Robbins, will retire on September 1, 2017. With the Board's help, we are determined to find a well-qualified replacement so that we can continue our success.

Following is an update on where we are with the process.

1. An Executive Search Committee has been formed which includes myself, Board Vice Chairman Chuck Lessin, Board Member Jeff Brooke and Ralph Robbins.
2. With input from the Board and from Ralph, we have written a detailed job description that explains the specific qualifications we are looking for.
3. We are advertising the position in the following social media and traditional media: The Washington Jewish Week; the Richmond Reflector; The Washington Post on-line; LinkedIn, and the VIAB newsletter and website. If you have a suggestion for another advertising vehicle, please let us know.
4. We are accepting applications through June 15, 2017.
5. We will hold between 6 - 12 personal interviews (or a Skype interview if the candidate lives too far away) on June 27 that will begin at 9:00 am.
6. Interviews will be held in the Patrick Henry Building in Richmond, Virginia.
7. If you would like to be involved in the interview process on June 27, please send me an email or call me at 703-416-0400.
8. We plan to present the final candidate to the Board for approval at the July 18, 2017 meeting and hope that you all can attend.
9. Please read the job description and if you know of a good candidate for the position, please copy the information in bold below along with the links and send it to the candidate so he/she can directly apply:

7/5/2018

Gmail - Fwd: Process for Hiring new Executive Director and invitation to participate

The VIAB Executive Director Job Description can be accessed at:

[https://drive.google.com/file/d/0B8Q\\_xX2hesqaMUxmU1I6MHVsNmM/view](https://drive.google.com/file/d/0B8Q_xX2hesqaMUxmU1I6MHVsNmM/view)

If you can refer us a good candidate, please send him/her the link below. It includes the job description and information about the process.

<http://www.viab.org/executive-director-description>

If you have any specific questions about the search or would like to talk with me about the process, please call me at: 703-416-0400.

The Minutes for the March 30, 2017 Board meeting can be accessed at the link below:

Minutes to the March 30, 2017 VIAB Board Meeting

**Next Board Meeting: July 18, 2017: 10:00 AM in the  
Virginia Capitol, Richmond, Virginia**

It's important for us to have a quorum at the next Board meeting. Please try to make it!

Best,  
Mel Chaskin  
Chairman, Virginia Israel Advisory Board, Office of the Governor

VIAB | 8300 Boone Blvd., Suite 450, Tysons, VA 22182

[Unsubscribe koholl1@gmail.com](#)

[Update Profile](#) | [About our service provider](#)

Sent by [mchaskin@vriusa.com](mailto:mchaskin@vriusa.com)

Jennie O'Holleran <[jennie.oholleran@gmail.com](mailto:jennie.oholleran@gmail.com)>

Tue, May 23, 2017 at 10:06 AM

To: Paul Reagan <[Paul.Reagan@governor.virginia.gov](mailto:Paul.Reagan@governor.virginia.gov)>, Hayes Framme <[hayes.framme@governor.virginia.gov](mailto:hayes.framme@governor.virginia.gov)>, Todd Haymore <[todd.haymore@governor.virginia.gov](mailto:todd.haymore@governor.virginia.gov)>

Sent from my iPhone

Begin forwarded message:

**From:** "Kevin O'Holleran" <[koholl1@gmail.com](mailto:koholl1@gmail.com)>

**Date:** May 23, 2017 at 9:58:48 AM EDT

**To:** "Jennie Moline O'Holleran" <[jennie.oholleran@gmail.com](mailto:jennie.oholleran@gmail.com)>

**Subject:** Fwd: Process for Hiring new Executive Director and invitation to participate

[https://mail.google.com/mail/u/1/?ui=2&ik=f80a3c94a9&jsver=KYXXBrjF19M.en.&cbl=gmail\\_fe\\_180617.14\\_p4&view=pt&q=virginia%20israel%20adv...](https://mail.google.com/mail/u/1/?ui=2&ik=f80a3c94a9&jsver=KYXXBrjF19M.en.&cbl=gmail_fe_180617.14_p4&view=pt&q=virginia%20israel%20adv...) 2/3

7/5/2018

Gmail - Fwd: Process for Hiring new Executive Director and invitation to participate

**Reply-To:** koholl1@gmail.com

[Quoted text hidden]



Jennie O'Holleran &lt;jennie.oholleran@gmail.com&gt;

## Fwd: Executive Director of the Virginia Israel Advisory Board

3 messages

Kevin O'Holleran &lt;koholl1@gmail.com&gt;

Fri, May 19, 2017 at 11:39 AM

Reply-To: koholl1@gmail.com

To: Jennie Moline O'Holleran &lt;jennie.oholleran@gmail.com&gt;

----- Forwarded message -----

From: **Kim Clark** <kclark@vriusa.com>

Date: Fri, May 19, 2017 at 11:29 AM

Subject: Executive Director of the Virginia Israel Advisory Board

To: "Haymore, Todd" &lt;todd.haymore@governor.virginia.gov&gt;

Cc: "William Howell (delwhowell@house.virginia.gov)" <delwhowell@house.virginia.gov>, "M Kirkland Cox (DelKCox@house.virginia.gov)" <DelKCox@house.virginia.gov>, "Thomas Norment (district03@senate.virginia.gov)" <district03@senate.virginia.gov>, "Richard Saslaw (district35@senate.virginia.gov)" <district35@senate.virginia.gov>, "Timothy Hugo (DelTHugo@house.virginia.gov)" <DelTHugo@house.virginia.gov>, "Terry Kilgore (DelTKilgore@house.virginia.gov)" <DelTKilgore@house.virginia.gov>, "Frank Wagner (district07@senate.virginia.gov)" <district07@senate.virginia.gov>, "Frank Ruff (district15@senate.virginia.gov)" <district15@senate.virginia.gov>, "David Toscano (DelDToscano@house.virginia.gov)" <DelDToscano@house.virginia.gov>, "John O'Bannon (DelJOBannon@house.virginia.gov)" <DelJOBannon@house.virginia.gov>, Mel Chaskin <mchaskin@vriusa.com>, Aaron Roberts <aaronmichaelroberts@gmail.com>, Abby Moore <abbymooreVA@gmail.com>, Aliza Asher <Aliza@viab.org>, "Ann Wooldridge (willhoit.ann@gmail.com)" <willhoit.ann@gmail.com>, Aviva Frye <Springtime0691@yahoo.com>, Bob Budoff <bob.budoff@gmail.com>, Bob Zahler <Robert.Zahler@pillsburylaw.com>, Chuck Lessin <chucklessin@gmail.com>, Daniel Fogel <dfogel@jewishrichmond.org>, Darcy Hirsh <dhirsh@jcouncil.org>, David Oblon <dao@albo-oblon.com>, David Tenzer <dtenzer@gfdg.com>, Dietra Trent <dietra.trent@governor.virginia.gov>, Donald Ferguson <dferguson@oag.state.va.us>, Eileen Filler-Corn <Eileenfillercorn@gmail.com>, Eric Steigleder <Eric.Steigleder@governor.virginia.gov>, Fran Fisher <fran@revrecon.com>, Gail Bassin <gbassin@jbsinternational.com>, Harry Graber <hgraber@ujft.org>, "Haymore, Todd" <todd.haymore@governor.virginia.gov>, Irv Blank <irvblank@parisblank.com>, "Jay Klebanoff (jaykleb@hotmail.com)" <jaykleb@hotmail.com>, Jay Myerson <myerson@myersonlaw.net>, Jeffrey Brooke <jbrooke@poolemahoney.com>, Jerome Chapman <jerome.chapman@aporter.com>, Jody Sarfan <sarfans@aol.com>, Joel Kanter <Wndyctyfn1@aol.com>, Julie Krachman <juliek@viab.org>, Kevin O'Holleran <koholl1@gmail.com>, Larry Davidson <LDavidson@davidsonsclothing.com>, Larry Krakover <lkrakove@msn.com>, Laura Jennings <Laura.Jennings@governor.virginia.gov>, Marc Broklawski <marc.broklawski@gmail.com>, Marcus Weinstein <cweinstein@weinsteinproperties.com>, Mark Dreyfus <mdreyfus@ecpi.edu>, Meggie Lareau <meggie.lareau@governor.virginia.gov>, Michael Gillette <mgillette@bsvinc.com>, Nannette Shor <shornannette4@gmail.com>, Nathan Shor <nshor@slnusbaum.com>, Ralph Robbins <robbins@viab.org>, Robin Mancoll <rmancoll@ujft.org>, Sam Asher <SAsher@jewishrichmond.org>, Sophie Hoffman <seaside.sophie@gmail.com>, Steve Rakitt <steve.rakitt@shalomdc.org>, Steve Valdez <steven.valdez.lu@gmail.com>, Steve Wendell <swendell@ujcvp.org>, Steven Lederman <SLederman@ssd.com>, Todd House <todd@toddrhouse.com>, Will Frank <williamfrank@gmail.com>

Good morning Secretary Haymore,

Attached please find a letter from Mel Chaskin, Chairman of the VIAB, regarding the above subject.

Mel can be reached at 703-472-3770 or at mchaskin@vriusa.com.

Best regards,

*Kim Clark* (for Mel Chaskin)

Director of Human Resources

Vanguard Research, Inc.

6225 Brandon Ave., #260

Springfield, VA 22150

703-416-0400

FAX 703-560-3140

 **Executive Director, VIAB - Letter to Sec'y Haymore.pdf**  
106K

**Jennie O'Holleran** <jennie.oholleran@gmail.com>  
To: "<koholl1@gmail.com>" <koholl1@gmail.com>

Fri, May 19, 2017 at 11:41 AM

Yeah. I will fill you in. Paul talked to Mel last night. And John Daniel.

[Quoted text hidden]

--

Jennie Moline O'Holleran  
(703) 216-0798

**Jennie O'Holleran** <jennie.oholleran@gmail.com>  
To: "jennie.oholleran@governor.virginia.gov" <jennie.oholleran@governor.virginia.gov>

Fri, May 19, 2017 at 11:41 AM

[Quoted text hidden]

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Jennie Moline O'Holleran  
(703) 216-0798

 **Executive Director, VIAB - Letter to Sec'y Haymore.pdf**  
106K



# COMMONWEALTH of VIRGINIA

*Office of the Governor*  
Virginia Israel Advisory Board

May 19, 2017

The Honorable Todd Haymore  
Secretary of Commerce and Trade  
Patrick Henry Building  
1111 East Broad Street  
Richmond, Virginia 23219

**RE: Executive Director, Virginia Israel Advisory Board**

Dear Secretary Haymore,

At the March 30, 2017 Board meeting of the Virginia Israel Advisory Board (VIAB), we publicly received the resignation of our very successful, trusted and long serving Executive Director, Mr Ralph Robbins. We hope you agree that jointly finding an apolitical candidate for this extremely unique economic development position that we can all support is critically important.

As Chairman of the Board as required I publicly announced a selection committee comprised of myself, our Vice-Chairman, Chuck Lessin, Jeff Brooke and Ralph Robbins. We are writing to ask that you appoint a member of your staff or your designee to serve on this committee.

I also announced at the same meeting that our VIAB website would host an application for any person wishing to apply for this position. We posted on our site a concise description of the job and the necessary skill sets necessary to fulfill the needs of this extremely unique position. We have since advertised the position in several print publications. We have had tremendous responses to our advertisements.

We are planning to conduct interviews on June 27, 2017 in the Patrick Henry building and we are hopeful that you and/or your designee will be able to join us for these important and detailed interviews.

Again, our goal, as we believe is your goal, is to select the most qualified candidate for this incredibly important leadership position. We are open to any potential candidate and look forward to making the final selection with your assistance. If the date of June 27, 2017 represents a conflict for you please send us other possible dates.

If you think it prudent our selection committee is willing to meet with you and your staff at your convenience before these interviews.

8300 Boone Blvd, Suite 450, Vienna, Virginia 22182-2633 • **Telephone:** (703) 288-1414  
**Fax:** (703) 893-1269 (Att: VIAB) • **E-mail:** robbins@viab.org • **Website:** www.viab.org

We need a leader that can inspire Israeli businesses to consider expanding operations to the United States and specifically Virginia. This task is extremely difficult but we have been successful because of the close relationship and trust between our board members and the Executive Director

Like you, we are excited to find the right person that we can all agree is the best fit for this position and who will help create more jobs and investment in the Commonwealth of Virginia. We look forward to working with you in making this exciting selection.

Thank you and if you have any questions please feel free to contact me at any time

Regards,



Mel Chaskin  
Chairman, VIAB

cc: The Honorable Bill Howell, Speaker of the House  
The Honorable Kirk Cox, Speaker of the House Designee  
The Honorable Tommy Norment, Senate Majority Leader  
The Honorable Dick Saslaw, Senate Minority Leader  
The Honorable Frank Wagner, Chair, Senate Commerce Committee  
The Honorable Frank Ruff, Sub Chair, Senate Finance Econ Dev  
The Honorable Timothy Hugo, Majority Caucus Chairman  
The Honorable David Toscano, House Minority Leader  
The Honorable John O'Bannon, Sub Chair, House Approps Commerce  
The Honorable Terry Kilgore, Chairman, House Commerce Committee  
Members of the Virginia Israel Advisory Board



Jennie O'Holleran &lt;jennie.oholleran@gmail.com&gt;

**Fwd: VIAB Board Material for March 30th meeting and information about VIAB and AIPAC**

1 message

Kevin O'Holleran &lt;koholl1@gmail.com&gt;

Tue, May 16, 2017 at 3:12 PM

Reply-To: koholl1@gmail.com

To: Jennie Moline O'Holleran &lt;jennie.oholleran@gmail.com&gt;

Attended in Person: Irv Blank, Bob Budoff, Jerome Chapman, Mel Chaskin, Donald Ferguson (OAG), Daniel Fogel (Director of Communications Richmond Federation), Will Frank, Aviva Frye, Michael Gillette, Darcy Hirsh, Julie Krachman, Larry Krakover, Chuck Lessin, Abby Moore, Kevin O'Holleran, Aaron Roberts, Ralph Robbins, Nathan Shor

Attended Via Conference Call: Aliza Asher, Mark Dreyfus, Eileen Filler-Corn, Jay Myerson, Steven Valdez

----- Forwarded message -----

From: **Ralph Robbins, Executive Director, VIAB** <robbins@viab.org>

Date: Fri, Mar 24, 2017 at 12:31 PM

Subject: VIAB Board Material for March 30th meeting and information about VIAB and AIPAC

To: koholl1@gmail.com



**VIAB Board of Directors Meeting  
Thursday, March 30, 2017 at 10:00 am  
House Room 1 in the Capitol**

Dear Board member,

You can access the Board Presentation via the link below:

Other information regarding VIAB and AIPAC March 26 -27, 2017

**1. Ralph will participate in a breakout panel at AIPAC:****Strengthening U.S.-Israeli Economic Ties**

Monday, March 27, 2017

1:45 pm - 2:45 pm

Room Number: TBD



**Description:** Despite the Best Efforts of the BDS movement, US-Israel economic ties continue to deepen. Learn how leading actors enhance the economic relations between the countries and fight back on international efforts to politicize doing business in Israel.

**Panelists:**

Josh Kram, Senior Official, US Chamber Of Commerce

Ralph Robbins, Executive Director, Virginia Israel Advisory Board, *Office of the Governor*

Moderator: Bill Lane, former executive at Caterpillar

**2. Minds in Motion Video to be Screened**

Art Sandler of Virginia Beach has arranged for the filming and showcasing of the Minds In Motion Israel program at AIPAC. It will be shown during the plenary session on Monday sometime between 4:30-6:30.

If you are going to AIPAC, please write to Ralph so that he can meet you there.

Other information about the Board meeting:

[Click here to read the Board Minutes from November 29, 2016](#)

If you have not responded, please click on the link below to RSVP even if you can not attend.

**[Click here to RSVP](#)**

Thank you.  
Sincerely,

Mel Chaskin  
Chairman

Ralph Robbins  
Executive Director

VIAB | 8300 Boone Blvd., Suite 450, Vienna, VA 22182

[Unsubscribe koholl1@gmail.com](#)

[Update Profile](#) | [About our service provider](#)

Sent by [robbins@viab.org](mailto:robbins@viab.org)



Jennie O'Holleran &lt;jennie.oholleran@gmail.com&gt;

**Fwd: VIAB Meeting - July 26th**

3 messages

Kevin O'Holleran <koholl1@gmail.com>  
Reply-To: koholl1@gmail.com  
To: Jennie Moline O'Holleran <jennie.oholleran@gmail.com>

Wed, Jul 20, 2016 at 1:15 PM

----- Forwarded message -----

From: **Kim Clark** <kclark@vriusa.com>  
Date: Wed, Jul 20, 2016 at 12:48 PM  
Subject: VIAB Meeting - July 26th  
To:  
Cc: Kim Clark <kclark@vriusa.com>

Good afternoon everyone,

Attached is the agenda for the meeting next Tuesday, as well as a copy of the Governor of New York's Executive Order regarding BDS, and the minutes from the March meeting.

If you have not already done so, please let us know if you will be attending the meeting in person or via conference call.

The conference call info is:

Dial-in Number: 1-641-715-3814

Access code: 182346#

Thank you,

*Kim Clark* (for Mel Chaskin)

Director of Human Resources

Vanguard Research, Inc.




6225 Brandon Ave., #260

Springfield, VA 22150

703-416-0400

FAX 703-560-3140

**3 attachments**

-  **Agenda July 2016.pdf**  
226K
-  **VIAB Minutes March 2016.pdf**  
236K
-  **NY Governor Exec Order - BDS.pdf**  
135K

**Jennie O'Holleran** <jennie.oholleran@gmail.com>  
To: Kevin O'Holleran <koholl1@gmail.com>

Wed, Jul 20, 2016 at 3:13 PM

[Quoted text hidden]

--  
Jennie Moline O'Holleran  
(703) 216-0798

**Kevin O'Holleran** <koholl1@gmail.com>  
Reply-To: koholl1@gmail.com  
To: Jennie O'Holleran <jennie.oholleran@gmail.com>

Wed, Jul 20, 2016 at 3:22 PM

[Quoted text hidden]



## **VIRGINIA-ISRAEL ADVISORY BOARD MEETING 26 July 2016**

**Location: State Capitol, House Room 1  
Richmond, VA**

**10:00 AM – 12:00 PM**

1. Approval of Minutes from March 29, 2016 Meeting
2. Minds in Motion presentation by Cat Studdard, Director of MIM program
3. Review of Governor's trip including:
  - UBQ
  - Yissum/Hebrew University
  - ELTA
  - Strauss
  - Energix
  - Exigent and ImmunArray \$10 million announcement
  - Announcements by Governor: EPC, Tessa mini dairy, Sensilize fly off in Wise County
  - Governor's reception
  - OSG
  - EL AL
4. New Business – BDS - Governor NY Executive Order
5. Next Meetings:
  - November 29<sup>th</sup>
  - April 4<sup>th</sup> 2017



No 157

#### **EXECUTIVE ORDER**

##### **DIRECTING STATE AGENCIES AND AUTHORITIES TO DIVEST PUBLIC FUNDS SUPPORTING BDS CAMPAIGN AGAINST ISRAEL.**

**WHEREAS**, the State of Israel is a critical and invaluable ally of the United States;

**WHEREAS**, the State of New York and Israel enjoy a special historical relationship and share a commonly forged cultural bond;

**WHEREAS**, the State of New York does not support boycott related tactics that are used to threaten the sovereignty and security of allies and trade partners of the United States;

**WHEREAS**, in 2005, elements of Palestinian civil society issued a call for a Boycott, Divestment and Sanctions (BDS) campaign against Israel, coordinated by the Palestinian BDS National Committee;

**WHEREAS**, the State of New York unequivocally rejects the BDS campaign and stands firmly with Israel;

**WHEREAS**, the State of New York will not permit its own investment activity to further the BDS campaign in any way, shape or form, whether directly or indirectly;

**NOW, THEREFORE, I, ANDREW M. CUOMO**, Governor of the State of New York, by virtue of the authority vested in me by the Constitution and Laws of the State of New York, do hereby order as follows:

#### **I. DEFINITIONS**

A "Affected State Entities" means (i) all agencies and departments over which the Governor has executive authority, and (ii) all public benefit corporations, public authorities, boards, and commissions, for which the Governor appoints the Chair, the Chief Executive, or the majority of Board Members, except for the Port Authority of New York and New Jersey

B "Boycott, divestment, or sanctions activity targeting Israel" means to engage in any activity, or promote others to engage in any activity, that is intended to penalize, inflict economic harm on, or otherwise limit commercial relations with Israel or persons doing business in Israel for purposes of coercing political action by, or imposing policy positions on, the government of Israel

C "Commissioner" means the Commissioner of the Office of General Services

#### **II. PUBLICLY AVAILABLE LIST OF BDS ASSETS**

A. Not later than 180 days after the date of this Executive Order, the Commissioner shall develop a list of institutions and companies that the Commissioner determines, using credible information available to the public, participate in boycott, divestment, or sanctions activity targeting Israel, either directly or

through a parent or subsidiary. Such list, when completed, shall be posted on the website of the Office of General Services.

B. The Commissioner shall update the list every 180 days.

C. Prior to placing any institution or company on the list, the Commissioner shall provide to the particular institution or company written notice of the Commissioner's intent to include the institution or company on the list, and shall allow such institution or company a period of at least 90 days to present the Commissioner with evidence that the institution or company does not in fact participate in boycott, divestment, or sanctions activity targeting Israel, either directly or through a parent or subsidiary.

D. Where, pursuant to Section II(C) above, the Commissioner makes a good faith determination that the institution or company does not in fact engage in boycott, divestment, or sanctions activity targeting Israel, either directly or through a parent or subsidiary, the Commissioner shall not include the institution or company on the list.

E. An institution or company that has been included on the Commissioner's list may request removal from the list by submitting written evidence to the Commissioner that the institution or company no longer participates in boycott, divestment, or sanctions activity targeting Israel, either directly or through a parent or subsidiary. If the Commissioner makes a good faith determination that the institution or company does in fact no longer participate in such activity, the Commissioner shall remove the institution or company from the list at the next opportunity pursuant to Section II(B) above.

### III. DIVESTMENT OF CERTAIN PUBLIC FUNDS

A. All Affected State Entities are hereby directed to divest their money and assets from any investment in any institution or company that is included on the Commissioner's list pursuant to Section II above.

B. This Executive Order shall not be construed to require the premature or otherwise imprudent divestment of money and assets, but Affected State Entities shall achieve compliance with the directive in Section III(A) above no later than one year after the issuance of this Executive Order.

### IV. NO FURTHER INVESTMENTS IN BDS ASSETS

A. No money or assets shall be invested by any Affected State Entity in the future in any institution or company that is included on the Commissioner's list pursuant to Section II above.

FURTHER, this Order shall take effect immediately and shall remain in effect until further notice.



GIVEN under my hand and the Privy Seal of the  
State in the City of Albany this fifth day  
of June in the year two thousand sixteen

BY THE GOVERNOR

A handwritten signature in black ink, appearing to read "Andrew Cuomo".

*William J. Mahon*  
Secretary to the Governor



## Virginia Israel Advisory Board

*Office of the Governor*

Minutes of Board of Directors' Meeting

March 29, 2016 10:05 AM – 12:00 PM, House Room 2, Richmond, Virginia

**Attended in Person:** Bob Budoff, Mel Chaskin, Donald Ferguson (OAG), Delegate Eileen Filler-Corn, Daniel Fogel (Director of Communications Richmond Federation), Will Frank, Darcy Hirsch, Joel Kanter, Julie Krachman, Jay Myerson, Kevin O'Holleran, Ralph Robbins, Richard Samet, Nathan Shor, Eric Steigleder (for Secretary Holton), Steven Valdez, Larry Wilder Jr. (for Secretary Jones)

**Attended Via Conference Call:** Aliza Asher, Aviva Frye, Sophie Hoffman

1. Mel Chaskin, Chairman, called the meeting to order at 10:05 AM.
2. The Board Minutes of December 1, 2015 were presented. There were no corrections.
3. **Minds in Motion Update.** Ralph summarized the program for the Board meeting attendees and emphasized that the central purpose of the program is to improve self-confidence in the Arab-Israeli and Jewish-Israeli participants thereby leading to openness and acceptance of other cultures. He reiterated that Annie Sandler of Tidewater, Virginia had brought the Brookdale Institute and Professor Jack Habib on board to analyze the efficacy of the program. VIAB will be helping the Richmond Ballet to make presentations to the Virginia Federations for funding. Nathan Shor suggested that a challenge grant might be a good idea and this could be a good opportunity for a sister city project. Another possibility would be for representatives from each Federation to attend the program or incorporate attendance at the program into an Israel trip. Delegate Eileen Filler-Corn said that a video of the program should be linked to the web site. Delegate Eileen Filler-Corn also offered to make a meeting between the Richmond Ballet, the VIAB, and Secretary of Education Anne Holten to discuss the program and the potential ramifications of the research being conducted. Ralph thanked Delegate Filler-Corn for the offer and said that the VIAB will act on the offer.
4. **Virginia Tech, SW Virginia and other Business Development updates.** Ralph Robbins reported that Professor Tom Thompson, Virginia Tech Professor and Department Head, Crop and Soil Environmental Sciences, joined him in Israel to do some due diligence and additional planning on the Virginia Chickpea Project. He and Ralph visited Hebrew University and also visited some early stage field tests of potential "disruptive" disease suppression technology that could improve chickpea yield in Virginia.

Ralph reported that unfortunately the Virginia State University Stage 1 Virginia chickpea development was inconclusive. It is expected that Phase 2 of the chickpea initiative will be transferred to Virginia Tech. In the meantime, the VIAB's efforts have led to the Virginia Tech Agriculture Department being awarded \$40,000 from the Commonwealth and Ralph hopes to have Virginia Agriculture Secretary Todd Haymore meet the Israeli chickpea breeders during the Governor's visit to Israel this coming summer.

- 5. Smart Greenhouse Technology in Southwest Virginia.** Ralph explained that the VIAB has developed an ecosystem for the smart greenhouse project. Working with a top Israeli agronomist who will lead the new business, the VIAB helped to identify a well-qualified Virginia individual who wants to own and operate the first unit which will be the demonstration farm. This person is also a Veteran and could qualify for some government set-asides or preferences. Banks have been identified to provide financing. The land has been located which will accommodate the greenhouse, and Virginia Tech continues to support the project. Ralph has also re-engaged with Food City since the project has had a long lead time. Ralph recognized Board Member Aviva Frye for her integral role in putting this program together. A key challenge is securing financing for the Demonstration Site. The VIAB is working with the VEDP, the County where the Greenhouse will be built, and other institutions to try to resolve this.

Ralph reminded everyone that one of the strong advantages of this program is that non-farmers including veterans are eligible since agricultural experience is not necessary to build and operate one of these greenhouses. Training is offered by the Israeli company who will be executing the program and building their business. Ralph also shared that an Israeli company who builds the steel frames for the greenhouses is also interested to participate. It is hoped that the Israeli steel company will also establish a distribution center in the region to support the company as it grows.

- 6. Israeli Reusable Bag Factory in Southwest Virginia.** Ralph has been working with an Israeli company that has developed a new manufacturing technology that can produce reusable "tote bags" that are sold at supermarket checkout counters. The technology enables the bag to be manufactured without the need for stitching in the corners. This process creates bags which compete with those manufactured in China with cheap labor. Board Member Nate Shor offered some promotional follow-up with Jewish companies in Richmond which provide similar bags and that could be useful for market research.
- 7. EPC.** This Israeli company continues construction of their first waste treatment facility in Tazewell Virginia. VIAB is now working with the company and the county to create a "soft opening" where all of the Park's Authorities in the areas will be invited. The company has committed to open assembly in Tazewell when they reach a certain sales level.
- 8. Cybersecurity.** Ralph reported that on a rare occasion, Vince Barnett contacted the VIAB and gave a heads up of an event in California where the Governor was going to meet some Israeli Cyber Security companies. The VIAB used this opportunity to involve the Israel Electric Corporation (IEC), which offers expertise for defending critical infrastructure from cyber attacks. With over 400,000 cyber-attacks per day, the IEC works in partnership with many small and large Israeli companies in the field. Ralph's vision is to leverage the IEC's connections with some of the best emerging Israeli companies to create a collaborative effort with Virginia's cyber players.
- 9. Oran Safety Glass (OSG).** The Israeli company OSG, with a manufacturing facility in Emporia, Virginia, recently won a large contract and needs to expand their production capacity. While there is strong competition with two other states, the VIAB believes we'll be able to secure the expansion



at their current site. We also expect to work with the company to offer compelling reasons why the company should consolidate their Vermont facility with the Virginia facility. The latter is a longer term project. Ralph also introduced them to the Martin Agency, a major advertising agency located in Richmond and NYC. This may lead to new production opportunities for some of OSG's emerging consumer technologies. Chuck Lessin, Vice Chairman of VIAB, met with OSG's leadership during a recent trip to Israel and offered some compelling ideas of how to structure a package that would be attractive to the company and secure the long term commitment of the company to Virginia.

10. **Nilit.** Nilit is an Israeli company and is the largest producer of nylon 6.6 in the world. They bought an ailing company in Martinsville seven years ago which saved two hundred jobs. They are having a challenge right now with some issues involving TPP agreements. They are also looking at expansion. Ralph will have the Secretary of Trade & Commerce meet the company when in Israel during the Governor's mission in July.
11. **Aquaculture.** No updates on the aquaculture project. We continue to observe developments and remain hopeful the project will come to fruition. Ralph will have them meet the Secretary of Commerce and Trade during the Governor's trip to Israel. The VIAB remains concerned that the management change in the US company that took place about one year ago may impinge on the company's original vision.
12. **Governor's Trip.** The VIAB is working with the VEDP to ensure that the Governor meets with all relevant companies so the visit is effective. He will meet with Sabra and other major manufacturers with current interests in Virginia or who are interested in Virginia.

**13. Other New Business:**

The VIAB Budget was approved by the State. The total budget for FY2017 and 2018 is \$209,068 for each year. Mel thanked everyone for their support especially the Federations for their participation in Jewish Lobby Day. There may be additional funds required for the Governor's visit and that will be addressed when we have more information.

Mel Chaskin complimented Vince Barnett from the VEDP for all of his help and assistance on VIAB initiatives.

Sophie Hoffman offered to assist in organizing a meeting with the Northern Virginia Federation for a VIAB and Richmond Ballet presentation of the Minds in Motion program.

New Product Accelerator – Secretary Maurice Jones is working on 26 incubators set up by the state. We will work with Larry Wilder of Secretary Jones' office on engaging Israeli bioscience and agriculture companies with the incubators. Ralph will meet with Larry to discuss this in more detail.

14. Mel asked everyone to note the upcoming meetings on their calendars:

July 26, 2016

November 29, 2016

April 4, 2017

The meeting was adjourned at 12:00.

**O'Holleran, Jennie (GOV)**

---

**From:** Kim Clark <kclark@vanguardresearch.com>  
**Sent:** Tuesday, November 14, 2017 10:42 AM  
**Subject:** VIAB 2017 Annual Report  
**Attachments:** Annual Report Memo 2017.pdf; VIAB Annual Report November 2017.pdf

Good morning,

Attached is the Virginia Israel Advisory Board 2017 Annual Report and Memo from Mel Chaskin, VIAB Chairman. Mel can be reached at [mchaskin@vanguardresearch.com](mailto:mchaskin@vanguardresearch.com) or at 703-416-0400 should you have any questions.

Regards,

*Kim Clark* (for Mel Chaskin, VIAB Chairman)  
Director of Human Resources  
Vanguard Research, Inc.  
8001 Forbes Place, #310  
Springfield, VA 22151  
703-416-0400

## O'Holleran, Jennie (GOV)

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**From:** Haymore, Todd (GOV)  
**Sent:** Monday, October 16, 2017 8:30 AM  
**To:** O'Holleran, Jennie (GOV); Framme, Hayes (GOV)  
**Subject:** Fwd: Virginia Israel Opportunity Briefing

In case you didn't receive...

Sent from my iPhone

Begin forwarded message:

**From:** "Mel Chaskin, Chairman, VIAB" <[mchaskin@vanguardresearch.com](mailto:mchaskin@vanguardresearch.com)>  
**Date:** October 16, 2017 at 2:00:56 AM EDT  
**To:** <[todd.haymore@governor.virginia.gov](mailto:todd.haymore@governor.virginia.gov)>  
**Subject:** Virginia Israel Opportunity Briefing  
**Reply-To:** <[mchaskin@vanguardresearch.com](mailto:mchaskin@vanguardresearch.com)>

## Virginia-Israel Opportunity Brief Virginia-Israel Advisory Board

October 2017, Vol 1- Issue 40

### Israel-Virginia Company OSG Expands Its Emporia Plant -- Brings 55 New Jobs to Virginia

Governor Terry McAuliffe joins VIAB and local government representatives to celebrate the company's growth and to present a \$150,000 check to aid the expansion

September 2017 - Emporia, VA

Last month, Virginia Governor Terry McAuliffe joined local leaders at Oran Safety Glass' Emporia plant to announce a \$4.5 million expansion adding 55 jobs to the plant. First brought to Virginia in 2006 with a joint effort by the Virginia Economic Development Partnership, Greensville County, the Emporia-Greensville Industrial Development Corporation, the Greenville County Industrial Development Authority



Governor McAuliffe and Louis Mitchener, Senior VP  
OSG

and the Virginia Israel Advisory Board. OSG is an Israel based company and a leading manufacturer of specialty glass for military vehicles.

The Governor presented Greensville County Supervisors Dr. Margaret Lee, Michael Ferguson and Raymond Bryant with a \$150,000 check, a grant from the Commonwealth's Opportunity Fund, as part of the investment into the OSG expansion. McAuliffe noted that ten years ago Virginia was chosen over Wisconsin for the OSG project.

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*"On behalf of all the citizens of Virginia, I know you could have gone to Wisconsin - you made the right decision. I do want to thank you for your continued investment in the great Commonwealth of Virginia."*

*-Governor T. McAuliffe*

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Ralph Robbins, Executive Director of the Virginia Israel Advisory Board when Governor McAuliffe visited Israel in 2016, said: "The VIAB is happy to see that OSG recognizes Virginia as the right place for Israeli companies to grow and expand in the United States. We also know that Governor McAuliffe's trade and marketing focused visit to Israel last year paid dividends with OSG and with other Israeli companies which are serious about beginning operations in Virginia."

---

## EPC Ltd. Opens First US facility in Tazewell, Virginia

### **EPC's onsite wastewater recycling technology serves new recreational park and acts as the company's demonstration site in the United States**

August 2017 - Tazewell, VA

When the Virginia Israel Advisory Board introduced EPC's innovative "bio-disk" technology to Tazewell, Virginia, the agency was sure that the Israeli company's systems would prove critical to communities with limited access to main sewage lines. The VIAB recognized the importance of EPC's solution for rural America and the

quality of the company's management and worked with EPC for many years to help the business define its proper market entry strategy in the Commonwealth. Tazewell also saw the excellence and utility of EPC's system and when the County decided to develop Cavity's Creek Recreational Center awarded EPC the contract to install its wastewater treatment system as well as to build recreational cabins and the waste treatment infrastructure. Additionally, the Tazewell Industrial Development Authority awarded a \$25,000 grant to help realize the project and to keep the systems manufactured in Tazewell, fueling its economy and growing jobs.

Charles Botwick, President and CEO of EPC America, said: "We foresee significant growth for our Tazewell based company as we market these solutions nationally. Our efforts will create further impetus for other companies to create a manufacturing and distribution center for water



Pat Greene, an official from Tazewell, and Charles Botwick, President EPC America turn on the power for the first time.

wastewater, and other innovative products in Tazewell. In fact we have already created a team of Virginia based companies critical to the completion of the Cavitt's Creek project. Together we will provide turnkey projects in Tazewell, regionally, and nationally and we envision becoming an exporter from Virginia to the world."

## Israel-Virginia Company Cyren Wins CyberSecurity Breakthrough Awards - Also Awarded Close to \$1 Million by the Israeli Innovation Authority

### Cyren Named "Secure Web Gateway Solution of the Year" and "Hosted Email Security Solution of the Year"

September 2017 - McLean, VA

Cyren, a leading cloud internet security company with headquarters in Tysons Corner, Virginia, announced that it has won the "Secure Web Gateway Solution of the Year" and "Hosted

Email Security Solution of the Year" awards from CyberSecurity Breakthrough, an independent organization that recognizes the top companies, technologies and products in the global information security market. This year's program attracted more than 2,000 nominations from 12 countries. All nominations were evaluated by an independent panel of experts within the information security industry.

James Johnson, managing director at CyberSecurity Breakthrough, said "In selecting Cyren as winner for the CyberSecurity Breakthrough Awards, we recognize their industry leadership as well as their commitment to applying innovation to address today's complex security and threat landscape." Dan Maier, vice president of marketing at Cyren added "Cyren is honored to receive these two notable marks of distinction in the industry."

[MORE](#)



## How Virginia Business Leaders Can Maximize Their Success with Israeli Companies

### Osnat Lautman shares secrets for achieving intercultural success without committing cultural faux pas.

August 2017 - Fairfax, VA

The Virginia Israel Advisory Board (VIAB) brings Israeli companies connections, possible funding sources, growth and profitability in the Commonwealth of Virginia. If you want to build long-term, profitable business ties you'll also need to take the next step and learn about the other side's business culture in order to enhance communication and overcome the Israeli-American cultural gap.



The first step lies in understanding the main cultural characteristics of Americans and Israelis, and comparing the two. Over the past six years Osnat has interviewed nearly 100 people working in global companies. The knowledge she accumulated from these interviews, in addition to her experience, led her to formulate a practical model using the letters in the word "Israeli" as a basis for organizing the main Israeli business culture characteristics.

[MORE](#)

## TSA Chooses Fairfax, Virginia for New Headquarters

### Relocation Makes Northern Virginia Even More Attractive for Israeli Cyber-Security Companies

August 2017 - Fairfax - VA

The US Transportation Security Administration announced in August that it is expanding its headquarters in Virginia and moving into Fairfax County, VA. This will create additional opportunities for Israeli companies in Cybersecurity and HLS fields.



Said Gerald L. Gordon, Ph.D., president and CEO of the Fairfax County Economic Development Authority: "We are thrilled and honored that the federal government has chosen a Fairfax County location to be the next headquarters for the important mission of the TSA. The site in central Springfield is a great location because it is accessible to highways and public transportation, and bringing TSA into the community means the area continues to develop into one of the region's major employment centers."

[MORE](#)

## Virginia-Israeli Company News Briefs: Israeli Companies Growing in Virginia - Expanding Globally



### Elbit receives U.S. Army contract

Elbit Systems of America, LLC, an Israeli company with offices in Reston, VA, announced in May that it had been awarded a contract worth approximately \$166 million over five years to provide operator interface and computer processing capabilities for a U.S. Army platform.



### Mellanox product proves effective for NASA

In June, the Mellanox Federal Systems office in Herndon, Virginia announced that NASA's Ames Research Center has selected the Mellanox EDR InfiniBand solutions and the new HPE SGI 8600 liquid-cooled platform to expand its "Electra" super-computing cluster.

Mellanox Technologies, Ltd. supplies solutions for data center servers and storage systems. The addition to the Electra supercomputer is expected to take place later this year.



Virginia Israel Advisory Board

8300 Boone Blvd, Suite 450  
Vienna, Virginia 22182  
JulieK@viab.org  
Aliza@viab.org  
www.viab.org

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STAY CONNECTED:



8300 Boone Blvd, Suite 450, Vienna, VA 22182

For more information, please contact Julie K. Kotz at [JulieK@viab.org](mailto:JulieK@viab.org) or Aliza at [Aliza@viab.org](mailto:Aliza@viab.org).  
Sponsored by the Commonwealth of Virginia

## O'Holleran, Jennie (GOV)

---

**From:** Hopkins, Carlos (GOV)  
**Sent:** Thursday, September 7, 2017 1:43 PM  
**To:** Mel Chaskin  
**Cc:** Jeffrey Brooke; Charles Lessin; Stewart Petoe  
**Subject:** Re: Ralphps' gift

Thanks Mel. Appreciate you getting back to me.

----- Original Message -----

**Subject:** Ralphps' gift  
**From:** Mel Chaskin <mchaskin@vanguardresearch.com>  
**Date:** Sep 7, 2017, 1:37 PM  
**To:** "Hopkins, Carlos (GOV)" <Carlos.Hopkins@governor.virginia.gov>

Carlos,

As per our conversation last night.

The funds from the Foundation was given to Ralph by the Board only because he was leaving as a farewell gift.

In accordance with Stewart's memo, this is an acceptable gift.

I hope this answers your concerns.

Best,  
Mel

**From:** Stewart Petoe [mailto:spetoe@dls.virginia.gov]  
**Sent:** Friday, September 01, 2017 10:43 AM  
**To:** Mel Chaskin  
**Subject:** Re: Ralphps's Bonus

Hello, Mel. Thank you for calling me today to further clarify the situation.

Based upon the details you have provided me, I must change my earlier guidance. When you told me that the funds for the departing employee's farewell gift/bonus were coming from the Virginia Israel Foundation, I thought it was a situation where the Foundation would be giving the funds to the Board, and that the Board, in turn, would give the funds to the employee. In other words, the Board had discretion over how the money was to be spent, and the actual check would be coming from the Board's own bank account or payroll office.

If that were the case, then the money would be coming from the employee's own agency, the Virginia Israel Advisory Board, and would be lawful compensation. Therefore, the prohibition on accepting outside compensation, per Virginia Code section 2.2-3101, subsection 1, would not be implicated.

However, you have indicated that the check will actually be payable from the Virginia Israel Foundation's bank account. The Board's only involvement with the payment of this money would be to physically hand over the actual check, which would be coming from the Foundation's own, separate bank account.



As this is the case, it seems that the bonus will not be coming from the employee's own agency. Instead, it will be coming from a third party. This means that the prohibition contained in Virginia Code section 2.2-3101, subsection 1, must be kept in mind. This subsection specifically prohibits a state employee or official from accepting money for services performed within the scope of his official duties, except compensation paid by the agency of which he is an officer or employee. Therefore, the employee may not accept a bonus from an outside entity for work performed.

If the nature of this check is that it is a gift, rather than a bonus for work performed, then subsection 1 of Code section 2.2-3101 does not apply. In that event, the employee may accept the farewell gift, provided that it is not being given by the Foundation for any illicit purpose or out of any improper motive, such as a quid pro quo for help or decisions the employee made which favored the Foundation or its goals prior to his leaving his employment with the Board. Quid pro quo type gifts are prohibited by subsections 3, 5, and 8 of Virginia Code section 2.2-3101.

As the Virginia Israel Foundation is not a lobbyist's principal, the \$100 gift cap does not apply to any gifts the Foundation gives to state officials and employees. They are free to give the employee this gift of \$5,000, just as any other person or entity would be free to give the employee a gift out of a genuine feeling of friendship or as a token of esteem. The employee may accept this gift given in honor of his leaving, provided that there is no improper purpose or motive behind the gift.

I hope this explains the situation and the applicable legal provisions found in Virginia's State and Local Government Conflict of Interests Act. If you have any other questions, or if any of the details I summarized above are incorrect, please contact me.

Sincerely yours,

G. Stewart Petoe  
Executive Director  
Virginia Conflict of Interest and Ethics Advisory Council  
900 E. Main Street  
Pocahontas Building, 8th Floor  
Richmond, VA 23219  
804-698-1845  
[spetoe@dls.virginia.gov](mailto:spetoe@dls.virginia.gov)  
website: [ethics.dls.virginia.gov](http://ethics.dls.virginia.gov)

## O'Holleran, Jennie (GOV)

---

**From:** Thomasson, Kelly (GOV)  
**Sent:** Wednesday, August 2, 2017 4:47 PM  
**To:** O'Holleran, Jennie (GOV)  
**Subject:** FW: Virginia-Israel Advisory Board  
**Attachments:** Virginia-Israel Advisory Board - Skaist.pdf

FYI

**From:** Judy Dunigan [mailto:JDunigan@house.virginia.gov]  
**Sent:** Wednesday, August 02, 2017 4:32 PM  
**To:** robbins@viab.org; Thomasson, Kelly (GOV); Paul Nardo; Mark Vucci/DLS; Barbara Teague; Hobie Lehman/Senate  
**Subject:** Virginia-Israel Advisory Board

All,

Please find attached your copy of the Speaker's appointment letter.

Regards,

*Judy*

**Judy Dunigan**  
Executive Assistant  
Office of Speaker William J. Howell  
Virginia House of Delegates  
Post Office Box 406  
Richmond, Virginia 23218  
O: 804-698-1514  
F: 804-698-1828  
E: [jdunigan@house.virginia.gov](mailto:jdunigan@house.virginia.gov)  
W: [www.williamjhowell.org](http://www.williamjhowell.org)



COMMONWEALTH OF VIRGINIA  
HOUSE OF DELEGATES  
RICHMOND

WILLIAM J. HOWELL  
SPEAKER

106 CARTER STREET  
FALMOUTH, VIRGINIA 22405

TWENTY-EIGHTH DISTRICT

COMMITTEE ASSIGNMENT:  
RULES (CHAIRMAN)

August 2, 2017

Mr. Steven Skaist  
6771 Dartmouth Avenue  
Richmond, Virginia 23226

Dear Mr. Skaist:

In conformance with the provisions of § 2.2-2424 of the *Code of Virginia*, I am pleased to officially advise you of your appointment to the Virginia-Israel Advisory Board for a two-year term commencing July 1, 2017. A copy of the code section pertaining to the board is enclosed for your information.

Thank you for your willingness to serve our Commonwealth in this important capacity.

Sincerely yours,

William J. Howell

WJH/jad

Enclosure

bcc: Ralph Robbins, Executive Director  
The Honorable Kelly Thomasson  
The Honorable G. Paul Nardo  
The Honorable Susan Clarke Schaar  
Mark J. Vucci, Director, DLS  
House Committee Operations  
Senate Committee Operations

(Mr. Skaist replaces David A. Oblon)

**O'Holleran, Jennie (GOV)**

---

**From:** Reagan, Paul (GOV)  
**Sent:** Monday, June 26, 2017 5:35 PM  
**To:** O'Holleran, Jennie (GOV)  
**Subject:** Fwd: Interviews on June 27 start at 9 am on 2nd floor of the Patrich Henry Building  
**Attachments:** Executive Director - Interview schedule.pdf; ATT00001.htm

Sent from my iPhone

Begin forwarded message:

**From:** Ralph Robbins <[robbs@viab.org](mailto:robbs@viab.org)>  
**Date:** June 26, 2017 at 5:06:34 PM EDT  
**To:** Paul Reagan <[PAUL.REAGAN@governor.virginia.gov](mailto:PAUL.REAGAN@governor.virginia.gov)>, "TODD P. HAYMORE" <[todd.haymore@governor.virginia.gov](mailto:todd.haymore@governor.virginia.gov)>  
**Cc:** Mel Chaskin <[mchaskin@vriusa.com](mailto:mchaskin@vriusa.com)>, Chuck Lessin <[chucklessin@viab.org](mailto:chucklessin@viab.org)>  
**Subject:** Interviews on June 27 start at 9 am on 2nd floor of the Patrich Henry Building

Paul and Todd,

Just in case you would like to send anyone from your office, I have attached the interview schedule.

We'll forward you the 3 or 4 best and rank them.

All the best.

Regards,  
Ralph

Ralph Robbins  
Executive Director  
Virginia Israel Advisory Board, *Commonwealth of Virginia*  
8300 Boone Blvd., Suite 450, Tysons, Virginia 22182  
Telephone: [703-288-1414](tel:703-288-1414)  
Mobile: [703-966-6178](tel:703-966-6178)  
skype: ralphrobbins  
<http://www.viab.org>

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## O'Holleran, Jennie (GOV)

---

**From:** O'Holleran, Jennie (GOV)  
**Sent:** Tuesday, May 23, 2017 7:47 PM  
**To:** Framme, Hayes (GOV)  
**Subject:** Re: Retirement and Replacement

I do not. The list on the website is not current. For instance, Kevin and Will Frank are not on that list.

Sent from my iPhone

On May 23, 2017, at 6:31 PM, Framme, Hayes (GOV) <[Hayes.Framme@governor.virginia.gov](mailto:Hayes.Framme@governor.virginia.gov)> wrote:

Jennie --

There are more names on the email list you sent than are on the Board and there are names on the board (based on the website) that are not on the email blast

The missing names are Paul Grossman, Michael Ginsberg, Timothy Powers, and Joyce Scher

I am assuming these folks were replaced, but based on the email blast I don't know who replaced them.

Do you have an updated list of board members?

Regards,

B. Hayes Framme  
Deputy Secretary  
Secretary of Commerce and Trade  
1111 E. Broad St., Richmond, VA 23219  
P. (804) 225-4517 C: (804) 201-6971  
[hayes.framme@governor.virginia.gov](mailto:hayes.framme@governor.virginia.gov)

**From:** Haymore, Todd (GOV)  
**Sent:** Tuesday, May 23, 2017 6:28 PM  
**To:** O'Holleran, Jennie (GOV)  
**Cc:** Framme, Hayes (GOV)  
**Subject:** FW: Retirement and Replacement

FYI – Hayes is following up on Paul's instructions from earlier today.

**From:** Haymore, Todd (GOV)  
**Sent:** Tuesday, May 23, 2017 6:28 PM  
**To:** 'Ralph Robbins'  
**Cc:** Framme, Hayes (GOV); Eileen Filler-Corn  
**Subject:** RE: Retirement and Replacement

Ralph: Thank you for your email; my apologies for the delayed response as Chief of Staff Paul Reagan worked through a number of issues with Mel Chaskin, the Attorney General's office,

and others. The Governor and I are appreciative of your years of service as Executive Director of the Virginia Israeli Advisory Board and we wish you health and happiness in retirement.

As it relates to finding your replacement, I'm aware of the dialogue that has occurred between Chief Reagan and the aforementioned parties. Pursuant to that dialogue and as stated in section 2.2-2424(F) of the Code of Virginia and reaffirmed in the attached letter from Deputy Attorney General John Daniel, the Governor has the responsibility to appoint the Executive Director of the Virginia Israeli Advisory Board. Obviously, the Governor welcomes any recommended candidates that you believe warrant consideration for this important position. I know that Chief Reagan has extended offers to Mel and others about how the Board, you, and others can offer constructive and helpful input. It is my hope that the Board takes the opportunity extended by Chief Reagan to recommend qualified candidates for consideration by the Governor.

Thank you again for your service to several Governors, including Governor McAuliffe, and the Commonwealth of Virginia.

Todd

**From:** Ralph Robbins [<mailto:robbins@viab.org>]

**Sent:** Tuesday, May 16, 2017 1:10 PM

**To:** Haymore, Todd (GOV)

**Cc:** Framme, Hayes (GOV); Eileen Filler-Corn

**Subject:** Retirement and Replacement

Dear Todd,

I had a conversation with Delegate Eileen Filler-Corn today on various subjects. Based on my discussion with her, this email should have been sent to you some time ago, but wasn't.

As you are aware, I've made the decision to retire in September after 16.5 years in my position. I will spend the entire month of August working with my replacement in both Virginia and Israel where I'll introduce him/her to all of my contacts and review carefully all of the projects we're working on and their nuances.

As I hope you understand, my position is one of passion as much as it is a job. Therefore, my determination to help find the best-qualified individual for the position is of paramount importance.

We are placing adverts in relevant on-line sites. And reaching out for nominations to our entire network.

Mel Chaskin, Chuck Lessin and Jeff Brooks are on the review committee.

Interviews will take place in Richmond on June 27, 2017. A skype interview will be held for those selected who are too far away for a personal interview.

As of now, we'll hold the interviews in the conference room outside of Dennis Johnson's office on floor 2 of the Patrick Henry Building.

In my opinion, either one or both of you, or anyone else you designate should participate in these interviews. In fact, if more convenient, we can hold them in the conference room on your floor. We expect to have from 6 - 12 interviews on that day starting at 9 am. This should be confirmed with Mel, but I can't imagine there will be a problem. We are used to consensus decisions on things like this, and I'm sure that we'll have such a consensus with your involvement as well.

The new Executive Director will assume his responsibilities on August 1, 2017.

Obviously, if you can think of candidates that fit the job description, please send them the link below. Of course, it's important that the candidate reads the job description which can be accessed via the link below.

<http://www.viab.org/executive-director-description>

If you would like to discuss this with me further, please let me know.

Regards,  
Ralph

Ralph Robbins  
Executive Director  
Virginia Israel Advisory Board, *Commonwealth of Virginia*  
8300 Boone Blvd., Suite 450, Tysons Corner, Virginia 22182  
Telephone: [703-288-1414](tel:703-288-1414)  
Mobile: [703-966-6178](tel:703-966-6178)  
skype: ralphrobbins  
<http://www.viab.org>

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## O'Holleran, Jennie (GOV)

**From:** Will Frank <williamrfrank@gmail.com>  
**Sent:** Tuesday, May 23, 2017 2:28 PM  
**To:** O'Holleran, Jennie (GOV)  
**Subject:** Fwd: Process for Hiring new Executive Director and invitation to participate

On Tue, May 23, 2017 at 9:58 AM, VIAB <[mchaskin@vriusa.com](mailto:mchaskin@vriusa.com)> wrote:



### VIAB Board of Directors

Dear Will

As you know, Ralph Robbins, will retire on September 1, 2017. With the Board's help, we are determined to find a well-qualified replacement so that we can continue our success.

Following is an update on where we are with the process.

1. An Executive Search Committee has been formed which includes myself, Board Vice Chairman Chuck Lessin, Board Member Jeff Brooke and Ralph Robbins.
2. With input from the Board and from Ralph, we have written a detailed job description that explains the specific qualifications we are looking for.
3. We are advertising the position in the following social media and traditional media: The Washington Jewish Week, the Richmond Reflector, The Washington Post on-line, LinkedIn, and the VIAB newsletter and website. If you have a suggestion for another advertising vehicle, please let us know.
4. We are accepting applications through June 15, 2017.
5. We will hold between 6 - 12 personal interviews (or a Skype interview if the candidate lives too far away) on June 27 that will begin at 9:00 am.
6. Interviews will be held in the Patrick Henry Building in Richmond, Virginia.
7. If you would like to be involved in the interview process on June 27, please send me an email or call me at [703-416-0400](tel:703-416-0400).
8. We plan to present the final candidate to the Board for approval at the July 18, 2017 meeting and hope that you all can attend.
9. Please read the job description and if you know of a good candidate for the position, please copy the information in bold below along with the links and send it to the candidate so he/she can directly apply.

The VIAB Executive Director Job Description can be accessed at:



[https://drive.google.com/file/d/0B8Q\\_xX2hesgaMUxmU1I6MHVsNmM/view](https://drive.google.com/file/d/0B8Q_xX2hesgaMUxmU1I6MHVsNmM/view)

If you can refer us a good candidate, please send him/her the link below. It includes the job description and information about the process.

<http://www.viab.org/executive-director-description>

If you have any specific questions about the search or would like to talk with me about the process please call me at [703-416-0400](tel:703-416-0400)

The Minutes for the March 30, 2017 Board meeting can be accessed at the link below

[Minutes to the March 30, 2017 VIAB Board Meeting](#)

**Next Board Meeting: July 18, 2017: 10:00 AM in the  
Virginia Capitol, Richmond, Virginia**

**RSVP for July 18, 2017, Board Meeting by clicking  
here: Yes / No / Maybe**

It's important for us to have a quorum at the next Board meeting. Please try to make it!

Best,

Mel Chaskin

Chairman, Virginia Israel Advisory Board, Office of the Governor

STATE OF VIRGINIA

OFFICE OF THE GOVERNOR  
1000 COMMONWEALTH AVENUE  
RICHMOND, VIRGINIA 23219  
TEL: 804-781-1000

## O'Holleran, Jennie (GOV)

---

**From:** O'Holleran, Jennie (GOV)  
**Sent:** Tuesday, May 16, 2017 4:56 PM  
**To:** BristolDems  
**Subject:** Re: from Aviva ( Vee) Shapiro-Frye

Great. Thanks.

Sent from my iPhone

On May 16, 2017, at 4:07 PM, BristolDems <[bristoldems@gmail.com](mailto:bristoldems@gmail.com)> wrote:

I have an 11am conf call but 10 should work fine.  
Best number is 276-451-4428

Sent from my iPhone

On May 16, 2017, at 3:57 PM, O'Holleran, Jennie (GOV)  
<[Jennie.O'Holleran@governor.virginia.gov](mailto:Jennie.O'Holleran@governor.virginia.gov)> wrote:

Are you available at 10:00 tomorrow? If so, what number can I call?

**From:** Bristol Democrats [<mailto:bristoldems@gmail.com>]  
**Sent:** Tuesday, May 16, 2017 2:42 PM  
**To:** O'Holleran, Jennie (GOV)  
**Subject:** Re: from Aviva ( Vee) Shapiro-Frye

Absolutely

Sent from my iPhone

On May 16, 2017, at 2:02 PM, O'Holleran, Jennie (GOV)  
<[Jennie.O'Holleran@governor.virginia.gov](mailto:Jennie.O'Holleran@governor.virginia.gov)> wrote:

Vee –

I hope you are doing well. Would you have time in the next few days for a phone call regarding the Virginia Israel Advisory Board?

Thanks very much!

Jennie

Jennie O'Holleran  
Policy Director  
Office of Governor Terry McAuliffe  
m: (703) 216-0798

d: (804) 692-2566

**From:** Bristol Democrats [<mailto:bristoldems@gmail.com>]  
**Sent:** Tuesday, June 09, 2015 12:10 PM  
**To:** O'Holleran, Jennie (GOV)  
**Subject:** from Aviva ( Vee) Shapiro-Frye

hi Jennie:

As per our FB Messenger conversation, I would like to set a time to chat briefly about a project Tim Kaine asked me to work on. I will make time whenever you are available.

Aviva Shapiro-Frye  
Chair  
Rural Caucus-DPVA  
c: 276-451-4428