

## Virginia-Israel Advisory Board

The Virginia-Israel Advisory Board is a state agency established in 1996 to facilitate the investment of Israeli companies in Virginia in order to create jobs.<sup>1</sup> According to VIAB's website, "Israel is strong in the same areas that Virginia is strong: Defense, IT, Life Sciences...Israeli companies tend to be strong on innovation, but their ability to market into the US is weak".<sup>2</sup> The organization "actively identifies, engages, and then supports Israeli companies seeking to expand to the U.S..."<sup>3</sup> Moreover, through its teaming program, it helps U.S. companies find Israeli companies with which they can partner for growth.

From FY2000 to 2017, VIAB claims to have contributed to the addition of 2179 jobs in Virginia and over \$16 million in tax revenue, representing a 563% ROI for the state over that period.<sup>4</sup> Among its many success stories of Israeli investments in Virginia are the following:

- Sabra Dipping, a hummus manufacturer, which began operations in Virginia in 2010, now has 592 full time employees.<sup>5</sup>
- EPC, a wastewater recycling technology company that targets rural areas, opened its first U.S. facility (which will serve as a demonstration site) in 2017 after working with VIAB for 17 years. It hopes to eventually provide solutions to rural areas throughout the U.S. as well as exporting from Virginia.<sup>6</sup>

VIAB also helped establish the Virginia Israel Bio Sciences Commercialization Center (now called Virginia Life Science Investments or VLSI) in 2007<sup>7</sup>, which helps Israeli companies to enter in to the U.S. market, and was highlighted as a best practice in an FDI report for the EDA in 2013.<sup>8</sup>

---

<sup>1</sup> Virginia Israel Advisory Board, FY2017 Review of Activities, November 2017, retrieved from: [http://docs.wixstatic.com/ugd/bea392\\_ebc6c486867a4e29842ba2f3f0e1ea1c.pdf](http://docs.wixstatic.com/ugd/bea392_ebc6c486867a4e29842ba2f3f0e1ea1c.pdf)

<sup>2</sup> [http://www.viab.org/teaming\\_with\\_israeli\\_companies](http://www.viab.org/teaming_with_israeli_companies)

<sup>3</sup> <http://www.viab.org/our-mission>

<sup>4</sup> Virginia Israel Advisory Board, FY2017 Review of Activities, November 2017, retrieved from: [http://docs.wixstatic.com/ugd/bea392\\_ebc6c486867a4e29842ba2f3f0e1ea1c.pdf](http://docs.wixstatic.com/ugd/bea392_ebc6c486867a4e29842ba2f3f0e1ea1c.pdf)

<sup>5</sup> <http://www.viab.org/copy-of-9-2017-israel-virginia-comp>

<sup>6</sup> Virginia Israel Advisory Board, FY2017 Review of Activities, November 2017, retrieved from: [http://docs.wixstatic.com/ugd/bea392\\_ebc6c486867a4e29842ba2f3f0e1ea1c.pdf](http://docs.wixstatic.com/ugd/bea392_ebc6c486867a4e29842ba2f3f0e1ea1c.pdf)

<sup>7</sup> [http://www.jcouncil.org/site/PageServer?pagename=nova\\_VIAB](http://www.jcouncil.org/site/PageServer?pagename=nova_VIAB); Virginia Israel Advisory Board, FY2014 Annual Review, retrieved from: <https://rga.lis.virginia.gov/Published/2014/RD400>

<sup>8</sup> Georgia Tech Enterprise Innovation Institute, "Best Practices in Foreign Direct Investment and Exporting based on Regional Industry Clusters", February 2013, retrieved from: [http://www.fdiBESTpractice.org/pdf/Exporting\\_FDI%20Final%20Report.pdf](http://www.fdiBESTpractice.org/pdf/Exporting_FDI%20Final%20Report.pdf)