

“Tochnit Norfolk”

The Norfolk Program

June 6 – 8, 2005
Norfolk, Virginia



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The Norfolk Program

Phase I:

Interviews with a Virginia selection committee to take place in Israel:

Tel Aviv:
May 3, 4, 8, 9 and 10, 2005

Haifa:
May 5, 2005

To apply, please send a brief description of your US project and requested date for an interview and consultation to: Michal@viab.org

A Special Program for Israeli Companies

“Tochnit Norfolk”
The Norfolk Program

A unique program to assist Israeli company expansion in the United States

**Presentations and Meetings with
Investors & Strategic Business Partners
June 6 – 8, 2005
Norfolk, Virginia**

**Primary Targeted Sectors:
Homeland Security & Defense
Maritime Related**

Companies in other areas fitting our criteria will be considered.
See details on page 5



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6 Israeli companies will be selected to participate in "Tochnit Norfolk" and each company will:

- Present to a group of investors and potential strategic business partners on June 7
- Have one-on-one targeted meetings with potential "strategic partners" on June 8
- Participate in a special "Tochnit Norfolk" business and marketing program

Criteria for selection to Norfolk Program:

1. Company has a product which it is currently selling in Israel, Europe or the US.
2. Company wants to expand into the US market and/or wants to increase its business in the US.
3. Company might want to open an additional manufacturing line to meet US demands and/or FMF funding requirements.

What's important about the Norfolk region?

- Center for Homeland Security decision makers, development, testing and funding opportunities.
- Cluster for Maritime industries in the US (logistics, shipyards, shipping lines, freight forwarders, etc.)
- Largest naval base in the world
- 2nd largest commercial and container port on the East Coast, in the US (after NY-NJ)
- High concentration of government contract awards
- Centrally located on East Coast of the United States
- Powerful government

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"Tochnit Norfolk" business and marketing program includes:

- Strategic cooperation and consultations that can lead to growth of your business in the United States.
- The program offers a cost effective instant recognition as a US company with a US address and a US phone number. (Your company will expand in the US. It will not move to the US. You will maintain your Israeli head quarters and R&D center, but expand your marketing reach in the US. This is a prerequisite for success!)
- The Harbor Group International will assist with both a location and providing marketing experts. This will be offered at a discounted rate. Discussions and opportunities will be discussed in Norfolk during the June program. The Harbor Group International, L.L.C. represents a group of high net worth individuals and institutional investors seeking to capitalize on real estate opportunities in the worldwide market. Harbor Group International controls more than \$1 billion in real estate investment properties and is constantly exploring more opportunities to share with investors.
<http://www.harborgroupint.com/>
- The Government of Virginia will offer support for your expansion into the US once you have a marketing foothold in Virginia. "Tochnit Norfolk" will provide the foothold. Incentives for manufacturing and introductions to the right people will be part of the ongoing support.
- The Hampton Roads Economic Development Alliance will provide support in the Hampton Roads (Norfolk and surrounding cities) region. You will have individual meetings with them during your visit.
- You will meet potential investors.
- You will receive coaching and assistance to prepare your executive summaries and power point presentations.
- Representatives from the Virginia Government will visit Israel in May to interview potential companies for the program.
- Fee for entering the program: NO FEE. Each participant is responsible for transportation to and from Norfolk and for hotels. (You'll receive a discounted rate for the hotel)
- You will receive consultation services during the program by companies such as Focus Enterprises, ZelTech, Sage Communications and the American Business Development Group.

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A partial List of types of companies that should apply to the "Tochnit Norfolk" program:

- Vessel Systems and Equipment developers/manufacturers.
- Container repairs and renewal companies.
- Ship equipment: both high tech and low tech.
- Maritime Security Companies
- Shipyard and Boat Builders.
- Technology in the area of perimeter security.
- Non-invasive security check of containers.
- All aspects of homeland security.
- Harbor and port systems.
- Unique GPS and other location systems.
- Other maritime technology

Other companies outside of these categories, but still fitting our basic criteria, will be considered based on availability.

Participants include:

Focus Enterprises, Inc.

<http://www.focusenterprises.com>

Focus can assist companies in finding and developing partnering relationships with other companies that add value and generate revenue. Partnering or strategic alliance relationships include licensing, joint venture arrangements, technology transfers, a contract manufacturing agreement, marketing and distribution agreements, or a debt or equity investment. Focus also specializes in locating funding opportunities through their relationships with a broad network of commercial banks, mezzanine and subordinated funds, and asset-based lenders.

Earl Industries

<http://www.earl-ind.com>

Earl Industries is a leading US company in the art and science of ship repair and custom manufacturing. The company has a proven track record for securing and completing some of the largest multi year ship repair contracts issued by the navy. They have gained their reputation by applying state-of-the-art technologies and processes to conceive, design, engineer, manufacture and successfully complete projects of any scale on-time and on-budget. In recent years, Earl Industries has diversified its engineering and manufacturing capabilities including petroleum refining, chemical manufacturing and the nuclear and non-nuclear power generation industry.

Envest Private Equity

<http://www.envestventures.com>

Founded in 2000, Envest Ventures, LLC is a private equity fund located in Virginia Beach, Virginia. We invest in privately-held companies throughout the east coast, with a weighting toward Virginia based companies. We rank among the top five private equity firms investing in Virginia. Since inception, Envest has created two limited partnership funds totaling \$86 million in capital. Envest's first fund, Envest Ventures I, invested in 13 companies, and

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made its final investment in April 2004. In March 2004, Envest announced the closing of its second fund, Envest II, a \$45 million fund.

Harbor Group International

<http://www.harborgroupint.com>

Harbor Group International, L.L.C. is a leading global real estate investment firm based in Norfolk, Virginia, USA, New York, and Tel Aviv, Israel. Harbor Group Capital Corporation has created a platform to act on opportunities worldwide. The firm has more than three decades of experience in acquiring office buildings, apartment complexes, shopping centers, and other commercial properties in North America and Europe. With over \$1 billion in assets, the investors comprising this group, are always interested in new opportunities.

Waterside Capital Corporation

<http://www.watersidecapital.com/html/about.html>

Founded in 1993, Virginia-based Waterside Capital Corporation is a publicly traded, licensed Small Business Investment Company (SBIC). The primary focus of our investment strategy is to provide funds for expansion, management and leveraged buyouts, acquisitions and working capital to small private and public businesses. The preferred investment size is \$300,000 to \$2 million and is typically structured as debt accompanied by warrants on common stock.

Zel Technologies, LLC (ZelTech)

<http://www.zeltech.com/>

Zel Technologies, LLC (ZelTech), based in Hampton, Virginia, is a professional services and information systems company that delivers systems engineering and process solutions, subject matter expertise, analytical and technical support, and program management skills to the Department of Defense, the Intelligence Community, and to federal, state and local homeland security activities. The company delivers leading edge technologies, state-of-the-art systems and battle tested processes to help modernize military command and control (C2) and intelligence, surveillance and reconnaissance (ISR) operations and protect the physical and information infrastructures of the US. We also provide intelligence support to national agencies and to military operations around the world.

ZelTech serves as Lead Systems Integrator for Security for the Virginia Port Authority (VPA). We deployed advanced Closed Circuit TV Systems in various ports throughout Hampton Roads, a microwave backbone system that connects approximately 100 sensors to a primary security facility, and enhanced port radiation detection capabilities. ZelTech has installed one of the nation's first Maritime Domain Awareness Systems at the VPA, and created an integrated security plan for Virginia ports that lays out security needs and enhancements for the next 10 years.

We assist USNORTHCOM Joint Task Force-Civil Support (JTF-CS) in preparing for military collaboration with civil authorities during homeland security operations. ZelTech focuses particularly on planning and deployment of JTF-CS to provide command and control over Department of Defense (DoD) forces aiding civil authorities during exercises or actual incidents involving the use or potential use of weapons of mass destruction within CONUS.

ZelTech leads and manages a process to build a consensus among the

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counties, cities, and state and federal agencies in the Hampton Roads region, and facilitate the development and execution of a long-term plan to improve the effectiveness of regional communications, emergency services, and crisis management.

This list will be expanded in the coming weeks.

Contact People:

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