



LES's (First Ever Virtual)
International Management and Delegates Meeting (IMDM)
 Tuesday, May 19, 2020
 (via zoom)

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Tuesday, 19 May 2020 – International Management & Delegates Meeting

No.	Time	Description	Presented by	Action	Attachments
1.	08:30 2 minutes	President declaring the Meeting convened	Fiona Nicolson		
2.	08:32 3 minutes	Confirmation of Delegates & Proxies and Agenda adjustments	Rob McInnes		
3.	08:35 3 minutes	Overview of the meeting and direction to delegates on using Zoom	Dana Colarulli		
4.	08:38 5 minutes	Approval, and waiver of reading, of the minutes of the last IMDM Meeting in Yokohama	Rob McInnes	Decision	4(a) Minutes of the Yokohama IMDM Meeting
5.	08:43 10 minutes	President's Report	Fiona Nicolson	Presentation	5(a) LESI Accomplishments 2019-2020
6.	08:53 7 minutes	Executive Director's Report	Dana Colarulli	Presentation	
7.	09:00 15 minutes	LESI Service Recognition Certificates Award Proposals <ul style="list-style-type: none"> • Gold Medal • The Peter K. Hess Awards of Achievement • Certificate of Merit • Society of the Year • Most Progressive Society of the Year • Outstanding Activity/Event of the Year 	Fiona Nicolson Kevin Nachtrab	Presentation Discussion & Votes on the following: <ul style="list-style-type: none"> • Gold medal • The Peter K. Hess Awards of Achievement Society of the Year 	7(a) Awards Committee Report will be displayed at the meeting on 19 May



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No.	Time	Description	Presented by	Action	Attachments
8.	09:15 10 minutes	Treasurer's Report <ul style="list-style-type: none"> Budget review LESI financial outlook for 2020 and 2021 Approval of the Annual Dues and Dues for 2021 	John Paul & Mike Lasinski	Presentation Presentation Decision & Vote	8(a) Treasurer's Report 8(b) Draft 2020 Budget
9.	09:25 5 minutes	Welcome and Plans for the Coming Year from the New Editor of Les Nouvelles and Global News	David Drews (ddrews@lesi.org)	Presentation	
10.	09:30 3 minutes each	Committee Reports (written reports from all LESI Committees including the below will be made available prior to the IMDM) <ul style="list-style-type: none"> WILA YMC Education Committee Meetings Committee IP Primers / Business Guides Attracting Business 	Committee Chairs	Presentations by Committee Chairs	
12.	09:50 5 minutes	Nominating Committee Report and Vote: <ul style="list-style-type: none"> Vote on Board nomination slate for the Presidential Year 2020-2021 presented in Yokohama in May 2019 	Patricia Bunye	Vote	12(a) 2020-2021 Nomination Slate
13.	09:55 10 minutes	Incoming President's Report	Audrey Yap	Presentation	13(a) LESI WPM Report 13(b) LESI WPM Breakout Session Results
14.	10:05 2 minutes each	Presentation of the following meetings: <ul style="list-style-type: none"> LES USA & Canada 2020 Annual Meeting – Philadelphia LESI Annual Meeting 2021 - Seoul 	Gary Fedorochko (LES USA/Canada President)	Presentations	
		Thank you and Goodbye	Dana Colarulli		
	10:15	Adjournment of meeting			



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A TRULY GLOBAL ORGANISATION



33 societies
90 Countries
8000 members

LES
LIFE ENGINEERING SOCIETY

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**FANTASTIC
LOCAL,
REGIONAL AND
INTERNATIONAL
MEETINGS ALL
OVER THE
WORLD**



LES
LIFE ENGINEERING SOCIETY

FROM 11 TO 12 OF SEPT

**LES Pan-Eu
Conference**

AN EVOLUTION AND
YOU READY?

Organised by LES Spain-Portugal









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ONGOING SUPPORT AND TOOLS FOR LES SOCIETIES

Speaker
database

Business
flyer

Presidents'
Channel

Business
briefings



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ENGAGING CLOSELY WITH INDUSTRY



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FIRST RATE PUBLICATIONS
in print and digital

LES GLOBAL NEWS
March 2020 Vol 9 No 1
Highlights Societies' News Meetings New Members Reviews
ADVANCING THE BUSINESS OF INTELLECTUAL PROPERTY GLOBALLY

LES BUSINESS BRIEFINGS
2020

les Nouvelles
JOURNAL OF THE LICENSING EXECUTIVES SOCIETY INTERNATIONAL
Advancing the Business of Intellectual Property Globally
Special Issue: LESI Design Study

les Nouvelles
JOURNAL OF THE LICENSING EXECUTIVES SOCIETY INTERNATIONAL
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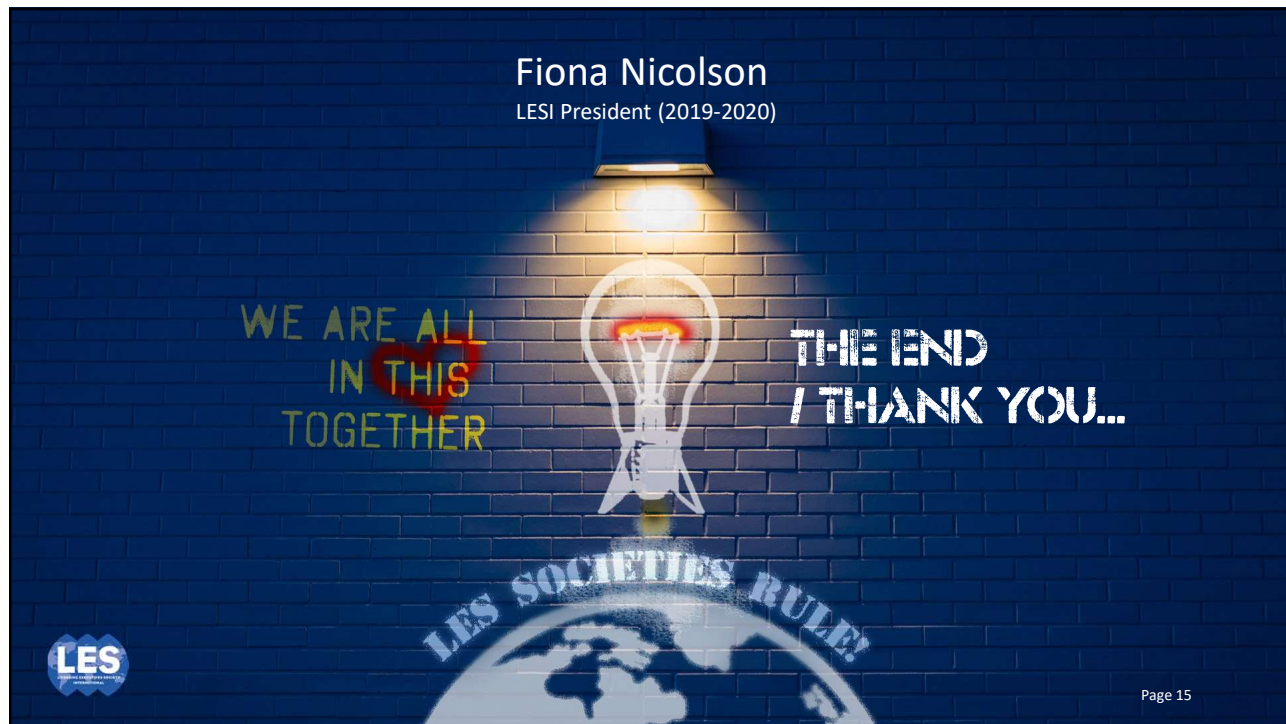


LIFELONG CONTACTS AND FRIENDS AROUND THE WORLD

LES

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Executive Director's Report

- Dana Robert Colarulli, Executive Director

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LES
LICENSING EXECUTIVES SOCIETY
INTERNATIONAL

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Executive Director's Report

- Dana Robert Colarulli, Executive Director

“Advancing the Business of IP”
*...by supporting the LESI Board and
 LES societies globally*

LES
LICENSING EXECUTIVES SOCIETY
INTERNATIONAL

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LESI Service Recognition Certificates

- Fiona Nicolson, LESI President



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Awards Committee Report – Proposed Awards

Co-Chairs:

- Kevin Nachtrab (LES Benelux)
- Katsumi Harashima (LES Japan)

Vice-Chairs:

- Jean-Hyacinthe De Mitry (LES France)
- Vikran Duangmanee (LES Thailand)



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Awards Committee Report

1. LESI Awards

- Society Awards
- Individual Awards

2. Processes

- Who Nominates
- Who Decides
- Role of Awards Committee

3. Nominations & Certificates for 2020



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Awards Committee Report

LESI Awards & Certificates

Society Awards/Certificates:

- Society of the Year Award
- Most Progressive Society of the Year Certificate
- Outstanding Event/Activity of the Year Certificate

Individual Awards:

- LESI Gold Medal
- LESI Award of Achievement
- LESI Certificate of Merit
- LESI Service Recognition Certificate



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Awards Committee Report

Processes

Society Awards/Certificates

LESI Award/Certificate	Who Nominates	Who Approves
Society of the Year	Board	Board* & ID*
Most Progressive Society	Board or ID	Board*
Outstanding Activity/Event	Board or ID or Societies	Board*

Individual Awards/Certificates

LESI Award/Certificate	Who Nominates	Who Approves
Gold Medal	Board or Awards Comm.	Board* & ID*
Award of Achievement	Board or Awards Comm.	Board* & ID*
Certificate of Merit	Board	Board*
Service Recognition Certificate	Pres. or Board or ID or Societies	Board



* Approval upon recommendation of Awards Committee

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Awards Committee Report

Committee Process

- Nomination Solicitation e-mail sent to each Member Society on 5 December 2019
- Reminders sent on 10 January and 7 February 2020
- Late Responses were accepted
- Eventually Only 9 Societies Responded (but not for all Awards/Certificates)
- Committee Sent Nominations Received and Recommendations to Board for consideration
- Committee transmitted to Board all recommendations received for Service Recognition Certificates



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*Awards Committee Report***Society Award Nominees****Outstanding Event/Activity of Year:**

Event/Activity Nominated	Society(ies) Involved
LESI Business Primer Project	None
LESI Pan-European Conference	LES Spain & Portugal
YMC Events	LESI YMC
LESI International Conference	LES Japan



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*Awards Committee Report***Society Award Nominees****Most Progressive Society of the Year**

- **LES South Africa**



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*Awards Committee Report***Society Award Nominees****Society of the Year Award**

- LES Japan
- LES South Africa
- LES Italy



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*Awards Committee Report***Society Award Winner****Outstanding Event/Activity of Year:****YMC Events:****LESI Young Members Congress**

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*Awards Committee Report***Society Award Winner**

**President's Most Progressive
Society of the Year Certificate:
LES South Africa**



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*Awards Committee Report***Society Award Recommendation**

**LESI Society of the Year:
LES Japan**



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Awards Committee Report

Service Recognition Recipients

Member	Member's Society	Member	Member's Society
Andre Gorius	LES France	Karin Hofmann	LES Austria
Madelein Kleyn	LES South Africa	Danie Dohmen	LES South Africa
Sonja London	LES Scandinavia	Don Drinkwater	LES USA/Canada
John Carney	LES USA/Canada	Samantha Williams	LES Britain & Ireland
Vikran Duangmanee	LES Thailand	Amin Huo	LES China



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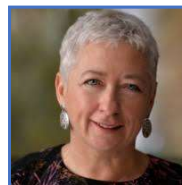
Awards Committee Report

Certificate of Merit Winners

Junko Sugimura
LES Japan



Hayley French
LES Britain & Ireland



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*Awards Committee Report***Award of Achievement Nominees**

Raul Hey
LES Brazil



Patricia Bunye
LES Philippines



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*Awards Committee Report***Gold Medal Nominee**

The Hon.
Pauline Newman
U.S. Court of Appeals
for the
Federal Circuit



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Awards Committee Report

On:

- **Nomination duly made;**
- **Recommendation of the Awards Committee; and**
- **Approval of the LESI Board**

We now commend to the LESI International Delegates, the nominations of Pauline Newman, Raul Hey, Patricia Bunye and LES Japan for approval for the awards for which they have been nominated.



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LESI Treasurer's Report

- John Paul, Treasurer
- Mike Lasinski, Assistant Treasurer



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LESI 2019

2019		
	Actual Revenue	Actual Expenses
Annual Dues	502,546	0
Investments	4,550	0
Publications	8,384	238,927
Meetings	256,910	54,288
Communications	0	45,909
Committees	0	2,361
Administration	0	227,144
Board Directors Travel	0	75,227
Special Projects	19,400	11,700
Total Revenue	791,790	
Total Expense		655,556
2019 Actuals	136,234	
Actual includes \$175K from 2019 annual meeting paid to LESI in 2020 (\$125K more than budgeted)		



In 2019 LESI made a profit of \$ 136,324



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LESI Budget 2020

2020				
	Budget Revenue	Actual Revenue to 31 March	Budget Expenses	Actual Expenses to 31 March
Annual Dues	484,736	304,259	25,000	0
Investments	4,500	2,287	0	0
Publications	13,000	3,273	186,450	10,385
Meetings	7,700	26,780	214,000	4,554
Communications	0	0	52,200	2,548
Committees	0	0	11,500	0
Administration	0	0	306,550	71,769
Board Directors Travel	0	0	72,500	0
Special Projects	15,000	0	20,000	0
Total Revenue	524,936	336,599		
Total Expense			888,200	89,256
Net Budget	Net Budget	-363,264		
2019 Actuals	Current Actual	247,343		
Budgeted loss of \$363,264 includes \$200,000 in Berlin reserves and excludes an annual meeting surplus (typically \$50,000)				



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LESI 2020 Financial Forecast

Total Assets and Liabilities as 31th December 2019	\$ 1,720,191
2020 Budget Revenue	\$ 524,926
2020 Budget Expenses (w/o annual meeting surplus)	\$ 688,200
Berlin meeting cancellation expenses / reserve	\$ 200,000
Total Liabilities and Assets as at 31st December 2020	\$1,356,927



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LESI 2020 Financial Summary

- In 2019 LESI made a profit of \$136,324 largely due to the success of 2019 annual meeting.
- The 2020 budget shows a loss of up to \$363,264, due primarily to the cancellation of 2020 annual meeting.
- We have reserved \$200,000 for Berlin cancellation costs.
- We will be unable to forecast an annual meeting surplus until at least 2022.
- We are enacting current and will continue to seek cost cutting measures such that LESI operates on a budget and can meet its obligations with recurring revenue streams such as annual membership dues.



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LESI 2020 Approvals Sought

- LESI seeks approval of the 2020 budget.
- LESI seeks approval of an increase in the membership dues in 2021 of \$3 from \$64 to \$67 per person. It also seeks an additional increase of \$3 and \$4 in 2022 and 2023, respectively.



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Welcome and Plans for the Coming Year from the New Editor of *Les Nouvelles* and *Global News*

- David Drews, Editor



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Women in Licensing Alliance (WILA)

- Pam Cox (LES USA-Canada)
- Sonja London (LES Scandinavia)



WOMEN IN
LICENSING
ALLIANCE



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Young Members Congress (YMC)

- Vincent Bergeron (LES USA-Canada)
- Gina Busku (LES Hungry)



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Education Committee Update

- Martin Schneider (LES Switzerland)
- Natalie Raffoul (LES USA-Canada)



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2020-2021 Upcoming Committee Work

- Reignite Committee Membership
- Integrating Master Class into EPO/LESI workplan for 2020 and advancing LESI/EPO advanced technology commercialization course
- Online “Train the Trainer” Course
- Events planned for Eastern LES societies, London and Zurich
- Evaluation of and coordination between societies on LESI course offerings, such as LES200/300 series
- Speaker Database continued assistance to LESI
- Tentative project around “Pop-Up Courses”
- LES USA Canada and LESI Collaboration for international content
- Development of LESI/AIPLA licensing course



LESI Education Committee Report - Page 46

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2019-2020 Committee Highlights

- Appointment of Vice Chairs for 2020-2021
 - Asia – Sung-Pil Hwang – LES South Korea
 - Americas – Bruna Rego Lins – LES Brazil
 - Europe – Thomas Adocker – LES Austria
 - Other regions: Danie Dohmen – LES ZA
- 2 meetings with EPO academy in Munich to further develop LESI/EPO technology commercialization and negotiation masterclass
- Conducted LESI/EPO master class in Basel, Turkey and Dublin
- Successfully assisted LES China with conducting LESI/LES China/CNIPA licensing course in Beijing – attended and instructors included Committee Chairs
- Attended CNIPA/LESI delegation meeting in Beijing
- Successfully held a joint webinar between LESI/WIPO in May 2020 – to develop relationship with WIPO (under existing MoU)
- LES USA Canada outreach with Director of Education, Mark Keagle



LESI Education Committee Report - Page 47

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Meetings Committee

Chairs:

- Thomas Adocker (Austria)
- Anne-Charlotte Le Bihan (France)

Vice Chairs:

- Arthur Choy (Korea)
- Alexander Haertel (Germany)



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LESI IP Primers / “Business Briefings”

- Karin Hofmann (LES Austria)
- Danie Dohman (LES South Africa)
- Don Drinkwater (LES USA-Canada)



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- 3 short information brochures
- Cover essential aspects of protecting and commercialising IP
- Available online (LESI Website, LESI App)



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Resource for National Societies

- promoted by national societies
- in connection with a Society event or outreach (e.g. as basis for Webinars)
- with a view to attracting new LES members
- Online & Printable
- Last page designed to contain local contact info
- Translations possible (inform LESI beforehand, placed also on LESI website)



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Special Thanks

- Kick off - May 2019 IMDM

11 Authors

- Release - 05.05.2020

3 Working Group Leaders:

Jim Malackowski
André Gorius
Alfred Chaouat

Initiative and guidance:
Fiona Nicolson

Several Reviewers

Edits by Business Writer
Design: Noemi Montanaro

3 Steering Group Members:

Don_Drinkwater@bose.com
karin.hofmann@tuwien.ac.at
Danie.Dohmen@adams.africa

... available for queries and comments



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Attracting Business Task Force

- André Gorius (LES France)
- Scott Johnstone (LES Britain & Ireland)
- Natalie Raffoul (LES USA-Canada)
- Sung-Pil Hwang (LES Korea)



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Nominating Committee Report and Vote

- Patricia A. O. Bunye (LES Philippines)

Audrey Yap	LES Singapore	President
John Paul	LES USA/Canada	President-Elect
Fiona Nicolson	LES Britain/Ireland	Immediate Past-President
Mike Lasinski	LES USA/Canada	Treasurer
Pamela Cox	LES USA/Canada	Corporate Secretary
Tatiana Campello	LES Brazil	Vice President
Sergey Dorofeev	LES Russia	Vice President
José-Miguel Lissen	LES Spain/Portugal	Vice President
Christopher Shaowei	LES China	Vice President

**2020-2021
LESI Board
of Directors**

Counsels to the Board as confirmed by the incoming President

Mattia Dalla Costa	LES Italy	Legal Counsel
Russell Levine	LES USA/Canada	Legal Counsel



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Nominating Committee Report

- Patricia A. O. Bunye (LES Philippines)

John Paul (LES USA/Canada)	President
Ichiro Nakatomi (LES Japan)	President-Elect
Audrey Yap (LES Singapore)	Immediate Past-President
Mike Lasinski (LES USA/Canada)	Treasurer
Pam Cox (LES USA/Canada)	Corporate Secretary
Sergey Dorofeev (LES Russia)	Vice President
José-Miguel Lissen (LES Spain/Portugal)	Vice President
Karin Hofmann (LES Austria)	Vice President
Junko Sugimura (LES Japan)	Vice President

**2021-2022
Proposed
Slate**



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Incoming LESI President's Report

- Audrey Yap



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Audrey Yap
LESI President 2020/2021

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History inspires Innovation!

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Innovations to fight Covid-19

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The Renaissance of LESI Through Innovation

TASK FORCE

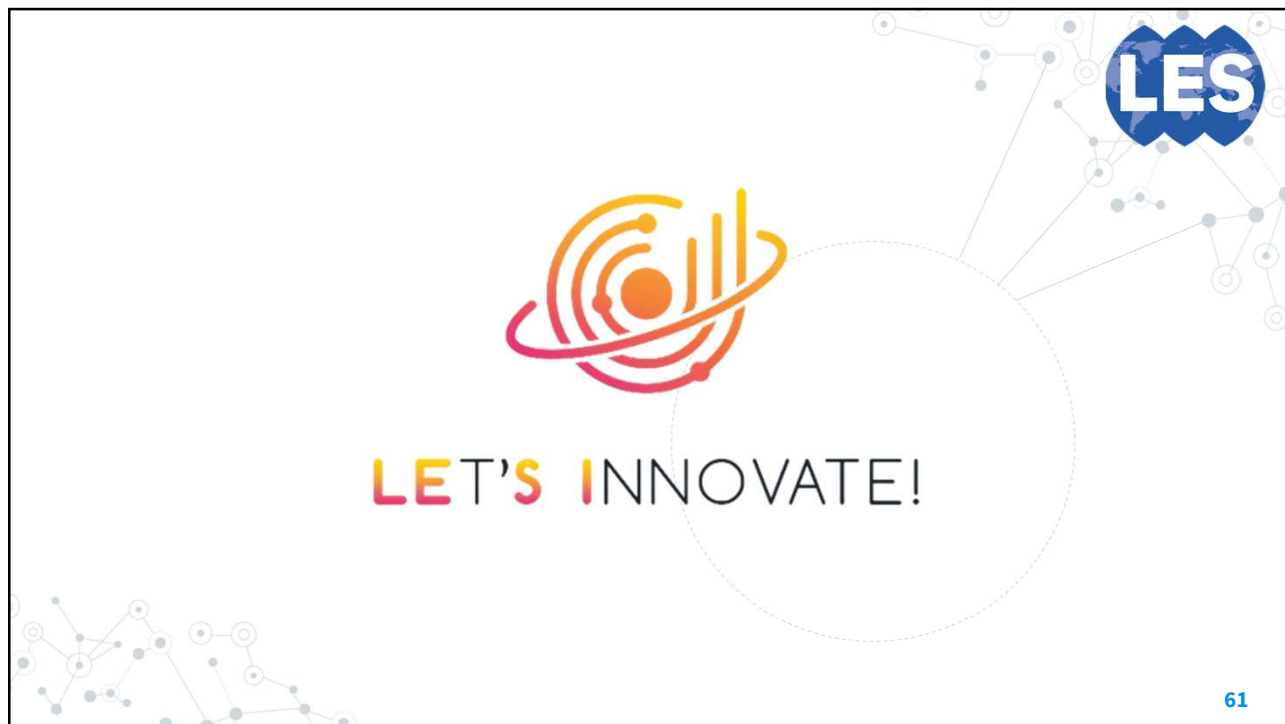
- *High Growth Enterprises (**HGE** - focusing on SMEs which represent a huge potential for the future growth of LES)++
- *LESI Innovation Trends (**LIT** - important new areas of technology that will light our path ahead)
- *LESI Industry IP Festival (**LIIF** – integrating IP with the life of business)

++ see dedicated June Les Nouvelle publication sponsored by EPO

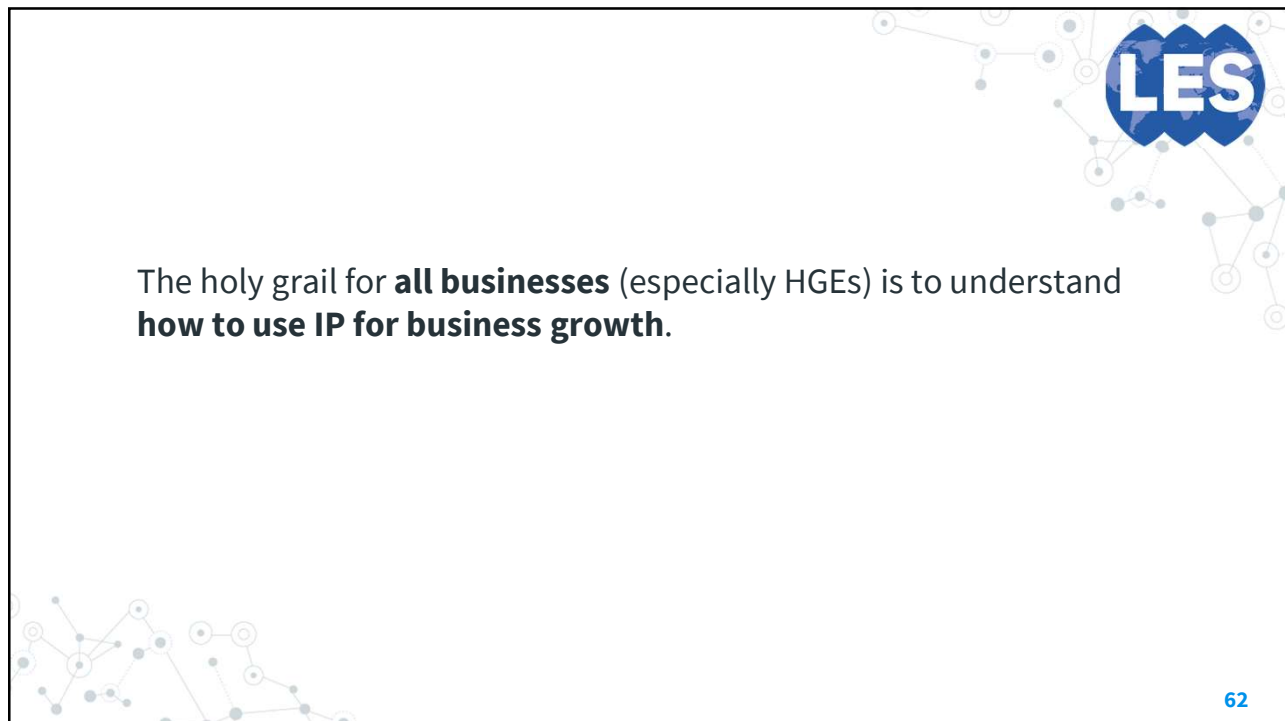
Step up and contribute! Join them!

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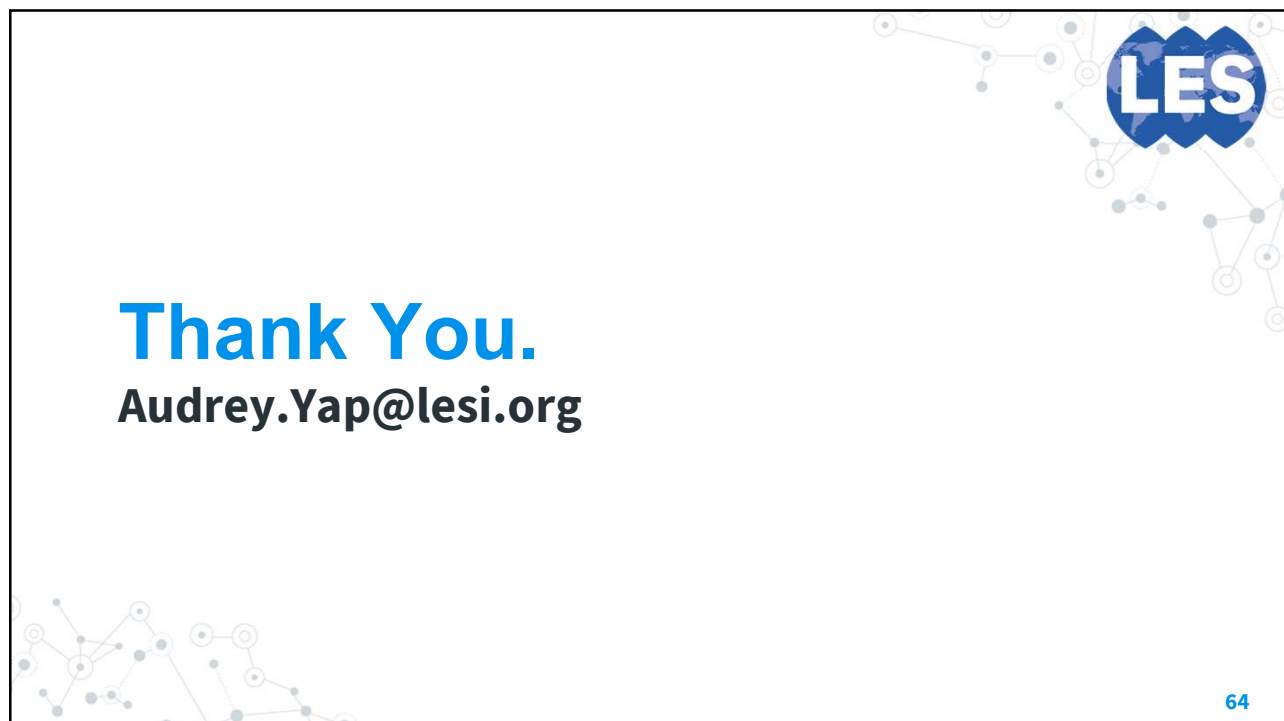
Lets advance the business of IP



LET'S INNOVATE!

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Thank You.
Audrey.Yap@lesi.org

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Report on Upcoming Meetings

- **LES USA-Canada Annual Mtg (Philadelphia, USA) - Gary Fedorochko**

October 18-20, 2020

- **LESI Annual Mtg (Seoul, Korea) – LES Korea**

May 2021



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PROTECTING & COMMERCIALIZING FUTURE TECHNOLOGIES

THE FUTURE IS NOW!

Discover how to protect and commercialize technologies that were once the future and are now omnipresent.

Save the Date:
LES 2020 Annual Meeting
October 18-20

© 2020 LES

KEYNOTE SPEAKER



Dr. Daria Mochly-Rosen
 Professor, Stanford University
 and founder and director of
 The SPARK Program

Learn more and reserve your spot at lesmeetings.org/am20/

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