

**MINUTES OF THE  
INTERNATIONAL MANAGEMENT AND DELEGATES MEETING  
("IMDM")**

**LICENSING EXECUTIVES SOCIETY INTERNATIONAL  
(LESI)**

**Held on May 26, 2019 at 08:45 AM**

at PACIFICO Yokohama, Yokohama, Japan

**ATTENDANCE**

LESI Board;  
International Delegates of Member Societies ("Delegates") to  
the meeting (in person or represented by proxy);  
Permitted Observers  
SEE LIST ATTACHED AS APPENDIX "A" TO THESE MINUTES,  
INDICATING BOARD/DELEGATE/PROXY/OBSERVER STATUS

*(Note: Where the term "presentation" is used, copies of this presentation are available on the LESI website at <https://www.lesi.org/about/lesi-meeting-documents/yokohama-2019>)*

**1. CHAIR AND SECRETARY OF THE MEETING**

**François Painchaud** ("François"), LESI's President, chaired the meeting and, **Rob McInnes** ("Rob"), LESI's Corporate Secretary, acted as secretary.

**2. QUORUM**

The attending Delegates representing the majority of all Delegates were either present or represented by proxy\*. Quorum was reached and **François** declared the meeting properly convened, noting that there was record attendance for an IMDM.

\*69 delegates were present or represented by proxy at the opening of the IMDM representing 26 Member Societies. No Delegates were present from the following Member Societies: Andean Countries, Arab Countries, Argentina, Chile, Czech Republic, Israel, Malaysia, and Poland.

**3. PRESIDENT'S WELCOME AND REPORT**

**François** addressed the Delegates and referred to his year's activities and visits to Member Societies. He made reference to "upping our game" in the provision of services to LES members and Member Societies, foreshadowing further discussion by reference to specific projects, including a need to focus on GDPR/data protection, and the implications of this for projects such as the Royalty Rate and Deal Terms Surveys. He asked Delegates and Member Societies to assist in dealing with limitations imposed by data protection regulations, for the betterment of LESI.

François also welcomed new Delegates, and explained voting processes.

**4. APPROVAL OF THE MINUTES OF THE SAN DIEGO IMDM**

**IMDM 2019-1** Upon motion proposed and seconded, **IT IS UNANIMOUSLY RESOLVED** to ratify the minutes of the International Management and Delegates Meeting held in San Diego on April 29, 2018.

## 5. TREASURER'S REPORT

**John Paul** ("John"), Treasurer reported on the budget, available [here](#) and led discussion, together with **Mike Lasinski**, on issues relating to the Society's current and future financial prospects. Attention was drawn to the lack of an increase in dues for the previous 12 years, despite significant increases in certain cost lines. John pointed out that while the Society has had a balanced budget for many years, the accounts do not detail how many projects have been discontinued or had funding reduced, and how many potentially useful projects have not been initiated.

A 'cost of living' increase in dues, reflecting inflation over the past 12 years, would be approximately \$10. Such an increase might be implemented in two instalments of \$5. It was noted that with the Endowment Fund having been fully deployed, the Business Plan Competition had been discontinued. Discussion among the Delegates ensued, including around the question of use of any increased dues. In addition to the ability to restore funding to previously successful projects and activities, John noted that funds could be devoted to improved internal and external communications, including enhanced electronic publications going beyond placing Les Nouvelles on line.

**Fiona Nicholson** ("Fiona"), President-Elect, outlined further past activities and projects requiring LESI funding that currently cannot be supported. The question of corporate membership was raised, and it was noted that LES Australia & New Zealand has a form of membership designed to facilitate corporate support for membership numbers and payment of dues, but there appeared to be no consensus in favour of corporate membership.

Views of the Member Societies were canvassed and expressed. A range of perspectives existed, and support for a dues increase did not correlate with the membership numbers or financial resources of Member Societies. Certain Delegates from smaller Societies pointed out that financial health, and ability to pay LESI dues, depends on funding not just from Member Society dues, but also from events and sponsorships.

**François** summarised the discussion, noting a range of views and the need to make choices if future projects and activities are to be funded, and encouraged Delegates to discuss the question of a dues increase within Member Societies.

## 6. LONG RANGE PLANNING COMMITTEE

**Emmanuel Gougé, David Swain, Sherry Rollo and Omer Hiziroglu** reported on the following special initiatives:

- [Social Media Guide for Societies](#)
- [Introduction to LESI Primer](#)

John added that LESI is looking to prepare a further resource listing international speakers. Discussion topics included recognition that while Twitter and LinkedIn are the Society's primary focus, other platforms need to be used and supported in specific countries.

## 7. EXECUTIVE ADMINISTRATOR'S REPORT

**Chris Katopis** ("Chris") presented his report, available [here](#).

Chris summarised the services provided by the office and spoke to his report. The focus was on a website upgrade, the highlighting of committees to encourage participation by the membership, and optimisation of the website for viewing on phones. François noted that the presentation reflected a great deal of hard work by Chris and also by Northern Networking. He encouraged Delegates to view the enhanced website content and web platform.

## 8. PUBLICATIONS

**Héctor Chagoya** ("Héctor") and **Chris** presented their report, available [here](#).

François began by introducing the topic, noting the historical and ongoing importance of publications to the profile and success of LESI. Héctor pointed out that LES Nouvelles has remained a constant throughout the history of LESI, without undergoing significant change, but the world has changed. Primarily, our focus will be on digital publishing in the future, and this means more than simply updating the means of publication. Consideration also needs to be given to new types of content, perhaps including one-off publications on topics of interest as well as periodical publications.

Chris spoke on the topic of cost of publications, noting that in recent years one third of the LESI budget has been devoted to production, printing and shipping of LES Nouvelles, with shipping costs having increased as much as 50% in the past year. Layout of LES Nouvelles is a significant cost. Consideration needs to be given to whether shipping 12 tons of paper each year is a core activity of LESI.

Subsequent discussions revealed differing views among the Delegates, with some saying that many members would prefer electronic-only publications. Chris noted that because of how pricing differs with volume, printing significantly fewer physical copies of a publication does not necessarily reduce costs significantly.

Chris completed the session by giving a presentation on the LESI publications app, which was chosen from a number of options and which facilitates sharing of content via social media. The presentation is available [here](#). François noted that LES Nouvelles will be available on the app from June 2019. Jim Malackowski suggested the Committee consider a podcast discussing and foreshadowing issues to be covered in text publications.

## 9. EDUCATION COMMITTEE/EPO COLLABORATION

**Martin Schneider** ("Martin") updated the Delegates on the joint LESI/European Patent Office course scheduled for Basel in June 2019 (see the draft curriculum [here](#)). The course has around 40 registrations including 10 from China. LES members will have the opportunity to participate as authors or reviewers of content, or to take part in a train the trainer course. Martin reported that the commitment of the EPO is dependent upon the individuals involved, which can change from time to time.

The arrangement between LESI and the EPO involves copyright in the course materials being assigned to the EPO, but on the basis that LESI and LES Member Societies are authorised to use the content non-commercially, as well as the EPO and its constituent patent offices. A further MOU is in preparation for an event in Dublin scheduled for November 2019, with the involvement of LES Britain & Ireland. The focus of this event will be on the SME sector. Martin explained that as further events occur and arrangements are negotiated, it will probably be necessary to accept joint ownership of intellectual property as ownership is important for the EPO. François commended Martin's hard work

in complex dealings with the EPO, noting that more work will be required to conclude settled arrangements.

## 10. YOUNG MEMBERS COMMITTEE

**Tom Gaunt ("Tom")** and **Vincent Bergeron ("Vincent")** gave a presentation on 10 years of the YMC and its successes and achievements, available [here](#). They focused on the issue of quantifying what success means for the YMC in the context of benefiting LESI, which success has primarily consisted of signing up of new LES members from people attending free YMC events. In response to a question, Vincent noted that round 40% of these new members that he sees are from industry. Vincent discussed the need to involve Member Societies and their YMC groups. He outlined the YMC strategy for attractive meetings, noting that past sponsors are returning, which is a good sign. He advised that the philosophy of the YMC is to move fast, and if mistakes are made, to fix them.

## 11. AWARDS

**Jeffrey Whittle ("Jeff")** outlined the differing types of awards conferred by LESI and the nominating and awarding processes applicable to each, in a presentation available [here](#).

### PROPOSAL TO RE-NAME THE LESI AWARD OF ACHIEVEMENT

Prior to the conferring of awards, François further noted the outstanding contribution to LESI of the late Past President Peter K. Hess. The Board proposed the re-naming of the LESI Award of Achievement to honour Peter.

**IMDM 2019-2** Upon motion proposed and seconded, **IT IS UNANIMOUSLY RESOLVED** That the Board of Delegates, recognizing the service and honoring the memory of Past-President Peter K Hess, approves the re-naming of the LESI Award of Achievement to the "LESI Peter K. Hess Award of Achievement".

### PROPOSAL TO AWARD THE GOLD AWARD TO PETER HESS

**Jeff** (on behalf of the Awards Committee) proposed that the Gold Award be conferred posthumously on Peter. François also spoke of Peter's many achievements and contributions to LESI, which are recorded on the LESI website [here](#). Both the Awards Committee and the LESI Board had already unanimously approved this Award. The proposal was put to the Delegates in line with the requirements of the LESI By-Laws.

### PROPOSAL TO AWARD PETER K HESS ACHIEVEMENT AWARDS

**Jeff** (on behalf of the Awards Committee) proposed that the Peter K. Hess Achievement Award be conferred on Alan Lewis of LES South Africa and Jonas Gullickson of LES Scandinavia. Both the Awards Committee and the LESI Board had already unanimously approved these Awards. The proposal was put to the Delegates in line with the requirements of the LESI By-Laws.

**IMDM 20179-3** Upon motion proposed and seconded, **IT IS UNANIMOUSLY RESOLVED** That the Board of Delegates approve the recommendations of the Awards Committee and LESI Board and thereby approve: the award of the Gold Medal to Peter Hess; and, the Peter K. Hess Achievement Award to Alan Lewis and Jonas Gulliksson”.

François also noted that the previously-awarded Gold Metals of Past Presidents Yvonne Chua and Chikao Fukuda would be physically conferred during the course of the Yokohama Annual Meeting.

### PRESIDENT'S AWARDS

**Jeff** (on behalf of the Awards Committee) reported on the conferring by François and the Board of President's awards and service recognition certificates. The awards and certificates were then presented as follows - the recipients being congratulated by the Board and all of the Delegates:

Society Award Winner for Outstanding Event/Activity of Year:

- LES Standards Initiative: LES France; LES (USA & Canada); and LESI Patent and Technology Committee

Society Award Certificate Winner for Most Progressive Society of the Year:

- LES India

President's Service Recognition Recipients:

- Beth Benson, LES ANZ
- William Bird, LES Benelux
- Hayley French, LES Britain-Ireland
- Tilman Müller-Stoy, LES Germany
- Brian O'Shaughnessy, LES (USA & Canada)
- Andre van der Merwe, LES South Africa
- Juliana Viegas, LES Brazil
- Ningling Wang, LES China

Certificate of Merit (conferred at the 2018 IMDM)

- Martin Schneider, LES Switzerland

Award of Achievement (conferred at the 2018 IMDM)

- Bruno Vandermeulen, LES Benelux

The report of the Awards Committee can be found [here](#).

## **12. NOMINATING COMMITTEE REPORT AND VOTE**

- \* Process for Board Nomination and slate (the process is described [here](#))

Patricia proposed the vote for the following slate, as presented in April 2018 in San Diego, for the Presidential Year 2019 – 2020:

Fiona Nicolson	President
Audrey Yap	President-Elect
François Painchaud	Immediate Past-President
John Paul	Treasurer
Rob McInnes	Corporate Secretary
Christopher Shaowei	VP
Jean-Christophe Troussel	VP
Pamela Cox	VP
Tatiana Campello	VP

**IMDM 2019-4** Upon motion proposed and seconded, **IT IS UNANIMOUSLY RESOLVED** that the individuals mentioned in the slate as presented to the Delegates (see above) be and they are hereby elected as Board members to hold office for the year 2019-2020 and that each of them is elected to the position of officer associated to their respective names for the year 2019-2020.

It is also noted that the following individuals will act as counsels to the Board and the President for the year 2017-2018 as nominated by the then President-Elect Fiona Nicolson:

Russell Levine	Legal Counsel
Mattia Dalla Costa	Legal Counsel

**Patricia** also presented the following slate for Board and officer nominations to serve as the official notification for the Presidential Year 2020-2021. This slate will be voted on by the Delegates at the next IMDM scheduled for May 2020 in Berlin:

#### **Presidential Year 2020-2021**

Audrey Yap	President
John Paul	President-Elect
Fiona Nicolson	Immediate Past-President
Mike Lasinski	Treasurer
Pamela Cox	Corporate Secretary
Christopher Shaowei	VP
Tatiana Campello	VP
Jose-Miguel Lissen	VP
Sergey Dorofeev	VP

### 13. PRESIDENT-ELECT'S REPORT AND ADDRESS OF INCOMING PRESIDENT

**Fiona** presented a summary of her programme for the upcoming year, under the theme of "taking the business of IP to the next level". Fiona thanked François for his focus on upping the game of LESI and visiting so many societies during his year.

Fiona noted that LESI should be proud of its achievements, and that having its current membership numbers in difficult times shows that it brings value to business. Further, times of change can bring opportunities. The organisation should hearken back to its fundamental values on which it is based, and focus on activities that add the greatest value to members – while having fun at the same time.

The coming year should involve each committee having 3-4 key objectives, and looking to increase its visibility. Fiona foreshadowed a new ad hoc group with a focus on the SME sector, working primarily on licensing, valuation and IP management. She also welcomed the Women in Licensing Alliance (WILA), to be launched during the Yokohama Annual Meeting, and indicated that the Long Range Planning Committee would be an important focus of her year.

### 14. WOMEN IN LICENSING ALLIANCE (WILA)

**Pamela Cox ("Pam")** and **Sonja London ("Sonja")** gave a presentation on this initiative, reporting that only 24% of the global LES membership are women, and noting that LESI needs to support recruitment of women as members, and promote their advancement into leadership roles. All members can play a role in this (not only women).

### 15. COMMITTEE UPDATES FOR THE COMING YEAR

**Fiona** asked certain committees to report, focusing on their plans for the coming year rather than past activities. Reports were provided by:

**Chemicals, Energy, Environment & Materials (Ningling Wang)**, reporting on the planned reactivation of this Committee, including the possible recruitment of an industry advisory board.

**Life Sciences Committee (Hayley French)**, reporting on a planned focus on individual societies including assisting smaller societies to become more active with their life sciences offering. Also, liaison with the IUGT Committee and industry gatherings during Annual Meeting programs.

**High Technology Committee (Keith Lutsch)**, reporting on the proposed use of national coordinators to improve liaison with Member Societies.

### 16. BUSINESS PRIMER PROJECT

**Karin Hoffmann ("Karin")** gave a presentation on this initiative, reporting on the proposed development of relatively brief primer documents on intellectual property issues for industry, with an initial focus on valuation.

### 17. PRESENTATION OF THE NEXT MEETINGS

Presentations were made on the upcoming Annual Meetings:

- Berlin, Germany – May 17-19 2020 (IMDM May 16 & 17)
- Seoul, Korea – 2021

Also the following Member Society and regional meetings:

- LES USA & Canada Annual Meeting, Phoenix, Arizona – October 2019
- Pan-European meeting hosted by LES Spain & Portugal, Madrid – September 2019
- Joint Conference of LES Austria, LES Czech Republic & Slovakia, LES Hungary – November 2019

The agenda of the meeting having been exhausted and no other matters having been put forth by members, the meeting was declared adjourned.

Reported by  
Rob McInnes  
Corporate Secretary and  
Secretary of the meeting