

**MINUTES OF THE  
INTERNATIONAL MANAGEMENT AND DELEGATES MEETING ("IMDM")  
LICENSING EXECUTIVES SOCIETY INTERNATIONAL (LESI)**

**Held on May 19, 2020 at 08:30 AM EDT (virtually via Zoom)**

**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/virtual-2020>)*

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

**Fiona Nicolson ("Fiona")**, 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 presented by proxy.<sup>1</sup> Quorum was reached and **Fiona** declared the meeting properly convened.

**3. OVERVIEW OF THE MEETING**

**Dana Colarulli ("Dana")** informed the meeting participants on the running of the meeting and how to use Zoom.

**4. APPROVAL OF THE MINUTES OF THE YOKOHAMA IMDM**

<b>IMDM 2020-1</b>	Upon motion proposed and seconded, IT IS UNANIMOUSLY RESOLVED to ratify the minutes of the International Management and Delegates Meeting held in Yokohama on May 26, 2019.
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**5. PRESIDENT'S REPORT**

**Fiona** presented the following [report](#) highlighting initiatives and achievements during 2019-2020.

**6. EXECUTIVE DIRECTOR'S REPORT**

**Dana** shared his background and BIO. He noted the importance and value diversity of membership to the organization as well as the aggregated expertise of long-time members. He noted that he had worked with organisations that had similar challenges. And thanked David Massey and Esha C at NNE, and David Drews, the Editor of les Nouvelles. He also thanked sponsors for the cancelled Berlin meeting who agreed to donate some of their sponsorship to offset those costs.

**7. AWARD PROPOSALS**

**Kevin Nachtrab ("Kevin")** announced the awards per the [Awards Committee report](#). The awards

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<sup>1</sup> **72 delegates** were present or represented by proxy at the opening of the IMDM representing 28 Member Societies. No Delegates were present from the following Member Societies: Andean Countries, Arab Countries, China-Hong Kong, Malaysia, and Poland.

were voted on and approved by the delegates. Certificates were then presented as follows:

*Society Award Winner for Outstanding Event/Activity of Year:*

- YMC Events: LESI Young Members Congress

*Society Award Certificate Winner for President's Most Progressive Society of the Year:*

- LES South Africa

*Society Award Recommendation for LESI Society of the Year:*

- LES Japan

*President's Service Recognition Recipients:*

- John Carney (LES USA-Canada)
- Danie Dohmen (LES South Africa)
- Don Drinkwater (LES USA & Canada)
- Vikran Duangmanee (LES Thailand)
- André Gorius (LES France)
- Karin Hofmann (LES Austria)
- Aimin Huo (LES China)
- Madelein Kleyn (LES South Africa)
- Sonja London (LES Scandinavia)
- Samantha Williams (LES Britain & Ireland)

*Certificates of Merit:*

- Hayley French (LES Britain & Ireland)
- Junko Sugimura (LES Japan)

*The Peter K. Hess Awards of Achievement:*

- Patricia Bunye (LES Philippines)
- Raul Hey (LES Brazil)

*Gold Medal Winner:*

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

The recipients were congratulated by the Board and all the Delegates.

## **8. TREASURER'S REPORT**

- [Budget review](#)

**John Paul ("John")** reported the following:

- Noted that last year, the organization realized an unexpected surplus, and this year there was an unexpected loss.
- Expect decline 5% membership, others say more
- \$200K reserved to cover for Berlin costs

Focus for the upcoming year:

- Support national societies
- Reduce hard copy publications
- Budget conservatively
- Look for new revenue streams, cost reductions

**Mike Lasinski (“Mike”)** reported:

- Explained that a dues increase was needed because of a predicted 5% decrease in overall membership; for some LES Societies that decrease may be greater, reiterating the point made by **John**.
- Plan to increase role of Northern Networking Events; Noted that Dana Colarulli was a high-level presence that is important to LESI’s future growth
- Reported that they have identified approx. \$40K in savings for next year, including a publications cost cut from \$238K to \$186 in 2020
- Further reductions possible, but the coming year was a transition the new and old editors overlapping
- Proposed dues increase is incremental over the course of three years:
  - \$3 in 2021
  - \$3 in 2022
  - \$4 in 2023
- [LESI financial outlook for 2020 and 2021](#)
- Approval of the Annual Dues and Dues for 2021

**IMDM 2020-2**

Upon motion proposed and seconded, IT IS UNANIMOUSLY RESOLVED to move forward with the increase of annual dues.

**Result:** 63 votes for yes and 9 votes for no.

## 9. PUBLICATIONS

**David Drews (“David”)** presented – remarks from the new Editor of *les Nouvelles* and *LESI’s Global News*. He discussed plans for the coming year. He also thanked Larry Plonsker, former editor, for his help in transitioning and his many years of service to LESI.

*Les Nouvelles* a key part of LESI’s education focus and brand visibility. EPO SME theme issue a success. He asked delegates to submit content to both *les Nouvelles* and *Global News*

**Dana** – looking for sponsorship of *les Nouvelles* issues – also thanked Larry Plonsker, former editor.

## 10. COMMITTEE REPORTS

- Women in Licensing Alliance (WILA)

**Pamela Cox (“Pam”)**, per her written [Committee Report](#)

- Young Members Congress (YMC)

**Vincent Bergeron (“Vincent”)**, current chair, and **Georgina Busku (“Gina”)**, incoming chair, provided a [report](#) on their activities:

- 10<sup>th</sup> anniversary of YMC
- New committee members (now more LES Societies have established YMC Committees)
- Survey results:
  - 93% satisfied with events
  - 96% would recommend
  - 90% say plays a big part in renewal of LES membership

**Gina** – Announced that the coming year would include virtual events and a YMC Tournament -- IP trivia and article submissions for *les Nouvelles*.

- Education Committee

**Martin Schneider (“Martin”)** and **Natalie Raffoul (“Natalie”)**, presented the [Committee Report](#)

Noting that work would continue on an online “train the trainer” course

**Fiona** – acknowledged role of LES Benelux in implementing the China course

- Meetings Committee

**Thomas Adocker (“Thomas”)**, per the [Committee Report](#)

- Thanked LES Germany for their efforts regarding the cancelled in-person Annual Meeting and said that events in the coming months would be virtual, as a result of the global pandemic
- Future conferences: 2021 Seoul, 2022 Venice (contracts signed), 2023 USA/C proposal is being worked on, 2024 proposal is Australia/NZ
- Also gave a massive thanks to Junko for the success of LESI Yokohama 2019

- IP Primers / LESI Business Briefing

**Karin Hofmann (“Karin”)** – introduced 3 x brochures regarding the essentials of IP: IP management, IP valuation, IP licensing (see: [Business Briefings](#)). The three publications were developed a resource for societies to use in localized program and societies were encouraged to translate them as needed.

- Attracting Business Task Force

**André Gorius (“André”)** – thanked **Fiona** for her support for this project. He said that the focus of their project was to help CEOs see IP as a key business driver. He noted that materials, an outreach plan and naming of four business advisers to LESI were part of their efforts.

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

**Patricia Bunye (“Patricia”)** lead the vote on the LESI Board [nomination slate](#) for the Presidential Year 2020-2021 presented in Yokohama in May 2019.

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

### **IMDM 2020-3**

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 2020-2021 and that each of them is elected to the position of officer associated to their respective names for the year 2020-2021.

It is also noted that the following individuals will act as counsels to the Board and the President for the year 2020-2021:

Russell Levine	Legal Counsel
Mattia Dalla Costa	Legal Counsel

## **12. INCOMING PRESIDENT'S REPORT**

**Audrey Yap ("Audrey")** provided opening remarks and discussed her theme for 2020-2021. She referred to the 13(a) [LESI WPM Report](#) and 13(b) [LESI WPM Breakout Session Results](#) also included in the materials.

She noted that she planned to establish 3 task forces:

- High growth enterprises
- Innovation trends
- Industry IP festival

She stated that she planned to host quarterly "in conversation" with the National Presidents and presented slides to elaborate on her call to action, elaborating on her "LEt'S Innovate" logo, explaining the significant behind its design.

## **13. UPCOMING MEETINGS**

- LES USA & Canada 2020 Annual Meeting – Philadelphia

**Gary Fedorochko ("Gary")** – reported that they were still planning that annual meeting would take place in-person, but that they had developed a contingency plan to make it virtual. 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

*Additional edits made by LESI Staff (d.colarulli)*