



**LESI Committees:**

***End of Year Report for the 2023 International Management and Delegates Meeting (IMDM) – April 30, 2023***

*Submitted: March 31, 2023*

<b>Committee Name</b>	<b>Membership Committee</b>
<b>Chairs and Vice Chairs</b>	<Chair> Yorikatsu HOHOKABE (LES Japan) Héctor CHAGOYA (LES Mexico) Alexander CIZEK (LES Austria) <Vice Chair> David SWAIN (LES China-HK) Ann Cannoni (LES USA-Canada)
<b>LESI Board Liaison</b>	Ningling Wang (LESI Vice President)

**Action Plan**

**Objectives and strategy**

The Membership Committee is responsible for managing membership and the membership recruitment and retention programs for LESI, as well as those of Member Societies requesting the Committee's assistance.

This will be done by reviewing the qualifications Member Societies apply to become an LES member, monitoring compliance with the Articles of Incorporation and By-Laws of LES International. In particular, with the obligations for Member Societies as set out in Sections 1 and 2 of Article VIII thereof, assisting candidate societies to meet membership criteria and examining any application for membership of candidate societies. Also, the Committee must assist Member Societies to increase their activities and make recommendations on any of the foregoing.

## 1. Recent developments

### (1) Group Membership matter (I) Resp.: Yorikatsu, Hector, Alexander, Ann and David

Committee leadership has discussed with some LESI board members about group membership matter at the video committee meetings (June 30, July 28, and August 24) based on the incentive program for increasing membership by means of group membership scheme such as its IP Owners Group Membership Program of LES USA-Canada. Committee leadership has also discussed the group membership matter with Ichiro (LESI President) at the video meeting (September 17).

Discussion heavily focused on multi-national group company's individual members, and benefits of group membership to smaller societies in such as Latin America.

After the 1<sup>st</sup> video meeting (June 30), Yorikatsu provided all attendees and committee leadership with eight documents such as membership development (2006-2022) which all persons involved in membership matter should understand.

At the 3<sup>rd</sup> video meeting (August 24), Yorikatsu requested Ann Cannoni to prepare a draft proposal to LESI Board, and on August 31, Ann circulated among the committee leadership her draft proposal to LESI Board regarding membership matter, to which Yorikatsu made some revision on it. Alexander and Hector also provided their comments on the revised proposal.

On September 2, Hector Chagoya provided his analysis on membership fees of various LES societies.

After such discussions in July and August and based on the above Ann's proposal revised by Yorikatsu, Yorikatsu prepared Membership Committee's Report to LESI Board with committee's recommendation and with Yorikatsu's personal comments on necessity of restructuring LESI.

On behalf of Membership Committee, Yorikatsu submitted to Ichiro (LESI President) and other Board members with five documents on September 6, 2022: (1) Membership Committee Reports with Recommendation, (2) UC Model of Group Membership, (3) JP model of Group Membership, (4) LESI Membership Call wrap up (of August 24 video meeting prepared by Dana) and (5) Memo relating to restructuring LESI by Yorikatsu.

As a part of the above submission by Yorikatsu, the document "(1) Membership Committee Reports with Recommendation" involved incentive plans being tested by LES USA/CA. Ann has updated the information on March 24, 2023 as provided below. As with any new program, we are watching the renewal rates to determine success of the new programs.

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### LES USA-Canada

**Summary:** LES USA & CA has developed two Incentive Programs, namely the IP Owner Group Membership Program and Emerging Leaders Program.

- The IP Owners Program is targeted at Operating Companies owning IP, Academia owning IP, and US and CA government entities.
- The Emerging Leaders is targeted at individuals with less than 10 years of professional experience in the IP and licensing field.

### **Program Details:**

#### **Program #1: LES USA-Canada IP Owner Group Membership Program**

- \$1995 for up to 15 employees of an IP Owner organization
- Special Pricing available for more than 15 members
- Same full benefits as individual members, plus:
  - Pay for one member to attend a ½ day virtual educational meeting and have the rest the LES members in your organization attend for free (one ½ day meeting per year).
  - Virtual education class discount – Buy one of your IP Owner members as attendee, get one free.
  - Permanent early bird pricing for members to attend the LES Annual Meeting
- Monthly New Member Orientation Program
- IP Owners Ambassador Program provides continuing outreach and engagement throughout the year.
- Special Events for IP Owner group members.
- **IP Owners include Operating Companies\* owning Intellectual Property/IP, Academia (educational, non-profit, and/or research institutions) owning IP, and US government entities (register by the entity)**

*\*Operating Companies: This category includes commercial entities that develop and sell intellectual property-based products and services: whether hardware-based, software-based or information-based; whether chemical-based or material-based; whether energy-based, communication-based or transportation-based; whether utility-based or security-based; whether reseller-based or financially-based; whether food-based or beverage-based; whether travel-based or entertainment-based; or whether based on any other type of field or value proposition outside the categories of Patent Licensing Firms, Intellectual Property Brokers, Intellectual Property Consultancies/Agents, Intellectual Property Law Firms and Intellectual Property Management/Transaction Software, Software Services and Information Services Firms.*

### **Results and Feedback:**

- **Forty (40) IP Owner organizations have signed up since July of 2021.**

AstraZeneca  
 Merck & Co., Inc.  
 Ericsson\*)  
 General Electric Company\*)  
 ATCC  
 Adeia (formerly Xperi)  
 Argonne National Laboratory  
 Raytheon Technologies\*)  
 INRS (CA)  
 University of Maryland  
 University of Oregon  
 National Research Council (CA)  
 Clorox  
 The Ohio State University  
 University of Toronto  
 University of Minnesota  
 Rambus, Inc.  
 Corteva,  
 Huawei  
 Alkermes  
 Qualcomm\*)  
 Sanofi  
 The Research Foundation for SUNY  
 Otsuka  
 University of British Columbia

Xiaomi  
Liquid Wire, Inc.  
Tonix Pharmaceuticals  
Univ. of North Carolina - Chapel Hill  
IGM Biosciences  
Loma Linda University Health  
Axelys  
Innovation Asset Collective  
UC-Berkeley  
National University of Singapore  
Bayer  
MIT

**Three have not renewed \*\*):** Boehringer-Ingelheim, Johnson & Johnson, Ovid Therapeutics

Most Ovid member are no longer with Ovid. J&J was a small group, and some are no longer with J&J.

- **Current designated members = 373 and growing. 263 are new members.**
- **Feedback on the new membership category is favorable**
  - Good value, many younger members.
  - Diverse mix of operating companies, universities, non-profits and government organizations. Under consideration from many more organizations.
  - The IP Owners program discounts the individual membership price of \$395 per person to \$1995 for up to 15 members.
  - LESI dues are paid for **five** individuals.
  - LES USA-Canada are hopeful that over the long term they are able to attract and retain a higher number of individual members through the IP Owners program, resulting in an increase in overall membership revenue.
  - LES USA-Canada have an Ambassador Program in which Board members with similar Sector/Industry backgrounds periodically contact the IP Owners for feedback and to form relationships.
  - LES USA-Canada track engagement for each member.

#### **Program #2: LES USA-Canada Emerging Leaders Program**

- Increase membership and participation by young IP professionals and those not so young transitioning into a licensing role.
- **Target:** individuals with less than 10 years of professional experience in the IP and licensing field.
- Build career-long members
- This program is not simply a discount, but creates a pathway for engagement, career development, education, etc.
- Increase long term revenue
- The Young Members Task Force has developed an onboarding and continuing outreach program with the YMC.

#### **Emerging Leaders of LES Only \$195\***

- This exclusive offer will enable you to elevate your career without breaking the bank. Qualified applicants\* receive \$200 off the LES Annual Membership for three consecutive years.
- *Qualified applicants include individuals with less than 10 years of professional experience in the IP and licensing field. This offer does not apply to anyone who has been an LES USA & Canada member within the last 3 years*

- Pitch: Your LES membership will allow you to build a resilient licensing career that includes:
- Global networking with peers and industry experts
- Professional and career development opportunities
- Education courses, webinars, Annual Meeting and Chapter events
- IP community involvement
- Access to global business/legal resources to facilitate international deal-making
- LES/LESI Global Membership Directory (the largest global network of licensing professionals)
- Career Center to discover new opportunities and resources
- **The new member is automatically added to the Young Members Congress (YMC) roster.**

**Results and Feedback:**

- **148** new members since January 2022. About **39** are up for renewal and have not renewed yet.
- Interesting mix of young professionals and other professionals new to a career in licensing.
- LES USA-Canada are hopeful that the reduced revenue to LES USA/CA on a per member basis in the three-year discount window will be surpassed by the long term revenue gain associated with membership maintained throughout one’s career.
- YMC is engaging with new members and maintaining contact.
- LES USA-Canada track engagement for each member.

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 As a part of the above submission by Yorikatsu, the document “(1) Membership Committee Reports with Recommendation)” involve Japan model of membership structure as provided below.

**LES Japan**

**LES Japan - Membership Structure**

**Summary:**

	One-time admission fee (JPY)	Annual fee (JPY)
Regular Member	20,000	45,000
Secondary Regular Member <sup>*)</sup>	None	20,000
Academy Member <sup>**)</sup>	20,000	20,000
Continuing Member <sup>***)</sup>	None	20,000
Replacement <sup>****)</sup>	None	from next year 45,000 or 20,000

<sup>\*)</sup> Any individual who is the second or subsequent one from the same institution of a regular member

<sup>\*\*)</sup> Any individual who is a person of academia and whose primary work is not associated with IP practice

<sup>\*\*\*)</sup> Any individual who has been a member for LES Japan for 5 years or more and has retired from normal institutional work as well as professional IP work

\*\*\*\*) Any individual who replaces a regular or secondary regular member can be a regular or secondary regular member, whichever applicable, without one-time admission fee.

## **LES Japan - Membership Type (detailed descriptions):**

### **Regular Member:**

Any individual, regardless of the nature of his/her entity -- corporate, private practice firm, IP transaction firm or else -- who applied membership to LES Japan becomes a regular member, if he/she (i) is admitted by LES Japan board meeting and (ii) has paid one-time admission fee (JP 20,000 Yen) and annual fee (JP 45,000 yen) (prorated depending the month of admission during the year).

### **Secondary Regular Member:**

Second or any following individual of the same entity of a regular member, who applied membership to LES Japan, becomes a secondary regular member, if he/she has been admitted by LES Japan board meeting. A secondary member shall pay reduced annual fee (JP 20,000 Yen), and no one-time admission fee is charged.

In other aspects, a secondary regular member is equally treated as a regular member, and LES Japan pays corresponding annual due to LESI

### **Transfer of Regular Member:**

If a regular member retires from or is replaced by another individual in his/her entity, and such another individual wants to be a regular member, such another individual can become a regular member without paying one-time admission fee, if admission is approved by LES Japan board meeting. Also, the annual membership fee which the regular member has paid is effective for such another individual member during the paid year.

### **Payment of Fees:**

Fees are only payable by individual members. However, many corporations which acknowledged its employees to become members of LES Japan often reimburses the expenses to such employees.->-> LES Japan is going to discuss about introducing a payment method in which group membership is introduced, thereby the fees of individuals in the group (institution) can be collectively paid by the group, while the LESI dues are paid based on the number of such individuals in the group.

### **Academy Member:**

LES Japan also provides "Academy member" which is a membership for a university employee whose primary work is not associated with Intellectual Property practice, at a reduce annual fee (JP 20,000 Yen) with payment of one-time admission fee (JP 20,000 Yen). (Note: university employee whose primary work is IP transaction or IP development, etc. are not entitled to be Academy member but should apply for regular membership.)

### **Benefit to Institution:**

Any non-member whose institution has at least one member (regular, secondary, or academy) may attend annual meeting and monthly seminar at a member registration fee

- Monthly seminars are held in Tokyo and Osaka, with different topics and schedules (each about 10 times).
- Non-member whose institution has no member may attend at a non-member registration fee (twice the member fee)

Any member and non-member whose institution has at least one member (regular, secondary, or academy) may join any working group without fees for studying a specific subject.

## **(2) Group Membership matter (II)**

Video Conference of MC and LESI Board members was held on January 26, 2023 for preparation of the WPM in Geneva. Dana provided some of the Feedback that LESI Board received from the societies when the board asked them about whether they had considered creating additional membership categories to enhance recruiting efforts.

## **(3) Group Membership matter (III)** (by Yorikatsu)

Membership Committee leadership noticed from the latest information provided by Ann on March 24, 2023 (Feedback section in (1) Group Membership matter (I)) that LESI USA-Canada has changed the LESI dues described as above **“LESI dues are paid for FIVE individuals”** from the LESI dues described in their former feedback description as described in our Mid-Year Report (**“LESI dues are paid for each individual”**)

[Note 1] (By-Laws-Article I, Section 1)

LES International is a nonprofit, nonstock corporation organized in accordance with the laws of the State of Delaware, United States of America, consisting of organizations of natural persons for one or more countries ("Member Societies").

[Note 2.] (By-Laws-Article II, Section 1)

The membership of LES International is composed of all Member Societies which have been admitted to membership.

[Note 3] (By-Laws-Article II, Section 2)

Membership in any of the Member Societies shall be limited to natural persons who engage or have engaged in or otherwise have substantial activities related to intellectual property and/or business dealings with and related to intellectual property,

[Note 4] (By-Laws-Article II, Section 7)

Each Member Society shall have the following obligations:

- (i) Obligation to pay the dues to LES International as established by the Board of Directors under Article IX, Section 1 hereof for membership and maintenance of the International Roster, les Nouvelles and other publications of LES International;
- (j) Obligation to report, preferably in writing, to each meeting of the Board of Delegates on the Member Society's activities, membership, general financial condition and other relevant matters;
- (k) Obligation to accept members of other Member Societies at meetings upon the same terms as its own members;

[Note 5] (By-Laws-Article IX, Section 1(a))

Each Member Society shall pay annual dues to LES International as established by the Board of Directors and approved by the Board of Delegates. Dues shall be based on the number of members of the Member Society as of December 31 of each calendar year according to the directory of members on the LESI website or a written list of members supplied to the LESI Treasurer or secretariat by a Member Society as of December 31. Absent a written list of members received by LESI on or before December 31, LESI shall be entitled to rely on the directory of members on the LESI website.

[Note 6] (By-Laws-Article IX, Section 1(d))

Subject to Section 1(b) of this Article IX, each Member Society shall fix its own dues structure for its members and handle its own finances.

**Each Society is required to comply with LESI By-Laws, among others those clauses of LESI By-Laws as noted above when fixing its own dues structure for its members, handling its own finances, performing its activities, and adopting any programs for promoting membership.**

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**Thus, LES U/C is required to designate all individuals belonging to any IP Owners and to pay LESI annual due for each individual designated as a member in any IP Owner organization.**

#### **(4) New groups interested in establishing local LES society**

##### **1) Greece**

On behalf of the Membership Committee, Alexander Cizek has been in contact with Nikos Minas and Kostas Vavekis, who have expressed interest in forming a new Member Society in Greece. Alexander has been providing information and guidance on the first steps and the committee is following up on that request. During the LESI Annual Conference in Venice, André Gorius informed that Prof. Andreas Zagos of Patent Management Technical University of Cluj-Napoca and Intracom Group in Germany was interested in joining in the efforts and put Alexander in touch with him. In September 2022 Kostas and Andreas advised that they were working on a website for the intermediate entity as well as on a development plan and would send it to Alexander soon. Alexander will continue to monitor the next steps of Mr. Kostas Vavekis, Mr. Nikos Minas and Prof. Andreas Zagos and to be of further assistance to them.

Alexander Cizek has been in contact with Andreas Zagos and Kostas Vavekis, who have expressed continuous interest in forming a new Member Society in Greece. Alexander has been providing information and guidance on the first steps and the Committee is following up on that request. In September 2022 Kostas and Andreas had advised that they were working on a website for the intermediate entity as well as on a development plan and would send it to Alexander soon. However, there was no follow up from them. When Alexander followed up with them, he referred them once again to the Manual which he had sent to them earlier. Andreas stated that they were working on the LES chapter for Greece and would come back to us soon. And Kostas said that he would try to attend the LESI Annual Conference in Montreal. Alexander will continue to monitor the next steps of Mr. Kostas Vavekis and Prof. Andreas Zagos and to be of further assistance to them. Resp.: Alexander Cizek

##### **2) Vietnam**

On behalf of the Membership Committee, Yorikatsu Hohokabe attended an in-person meeting during LESI AC (Venice) on May 10, with Mr. Loc Xuan Le (Partner and Head of IP Enforcement of Tilleke & Gibbins (Hanoi, Vietnam) and Ms. Michelle Ray-Jones (President of LES Thailand/Partner, Tilleke & Gibbins) for supporting future establishment of LES Vietnam. Since then, they have not yet contacted with the Membership Committee for any request for further assistance. Resp.: Yorikatsu Hohokabe

##### **3) Romania**

On behalf of the Membership Committee, Alexander Cizek has been in contact with Claudiu Feraru and Alexandru Marin, who have expressed interest in forming a new Member Society in Romania. Alexander has been providing information and guidance on the first steps and the committee is following up on that request. At the end of February, Mr. Claudiu Feraru finally become a member of LES Britain & Ireland, a process which altogether took 1,5 years! According to him, Prof. Marin is still thinking about joining, but they work together. Alexander inquired to let me know as soon as they have decided to resume their plans and activities with a view to establishing an LES community in Romania. When asked as to whether they would attend the LESI Annual Conference in Montreal, there was no reply. In any event, Alexander will continue to monitor the next steps of Mr. Claudiu Feraru and Prof. Alexandru Marin and to be of further assistance to them. Resp.; Alexander Cizek

#### **(5) Follow-up on Societies**

We need feedback on the continuation of the special projects of ailing societies.

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**LES Poland:** With the new board, the society has start to become more active; however, the way to get there and have regular events, thereby attract more members, and be under control of its financial situation seems still to be a longer one. On 15 June 2022, LES Poland informed that in May it gave its webinar concerning developments in the EUIPO with an EUIPO representative, which was very successful with double of the usual number of attendees. On 22 June 2022, another webinar was organized. For the fall, LES Poland intended to discuss ideas for further webinars or a conference with LES Poland.

When Alexander followed up with the society last, he was advised that in recent months there was no particular activity in LES Poland. In November 2022, they have organized an online meeting focused on the subject of the Unified Patent Court and its potential impact on the Polish entrepreneurs, which was very successful. And they are planning further meetings (in person and online), but no specific topics or dates have been scheduled yet. When inquired how the society was doing financially, whether it was keeping up with the LESI dues so that it has meanwhile evened out the arrears, it was stated that the last invoice was paid in December 2022. As their treasurer points out, their statutory activity in 2020-2022 was based on the online LES-inars (webinars of LES Poland), which were free; their costs (maintenance of the website, domain, and bank account) were all covered by dues that had not increased. In 2023, they intend to expand their business a bit, but their possibilities are limited. When asked how many members they have currently, they indicated 21 members as of December 2022. Alexander will continue to monitor the next steps of LES Poland and to be of further assistance to them if needed. Resp.: Alexander Cizek

#### **LES Arab Countries:**

Yorikatsu noticed LES Arab Countries matter when Ningling kindly added Yorikatsu in the email communication chain among Dana and Membership Committee leadership in her email of December 24 2022 regarding LES Arab Countries matter:

On December 18, 2022, Mr. Majd Khaddash (LES Arab Countries Manager) informed to Esha that they decided to liquidate the LES Arab Countries in Jordan and requested to provide them with the necessary legal procedures from LESI.

During December 20, 2022 and January 9, 2023, many emails were exchanged among LESI Board members and MC Leadership; Dana (Dec. 20) and (Dec. 21 (cc'ed to Ningling, Emmanuel, Ichiro and Mike)), Ningling (Dec. 21(cc'ed to Emmanuel, Ichiro and Mike)) and (Dec. 24 to Emmanuel, Dana and MC Leadership)(cc'ed to Ichiro, Mike)), Yorikatsu (Dec. 24 to Ningling, Emmanuel, Dana and MC Leadership)(cc'ed to Ichiro, Mike), Ichiro(Dec. 24), Hector (Jan. 7, 2023), Ichiro (Jan. 7), Yorikatsu (Jan. 8), Ichiro (Jan. 8), Yorikatsu (Jan. 9), Ichiro (Jan.9), Ann (Jan. 9).

Ichiro talked with Dana on the matter (Jan.9), and responded to Ann by his Jan. 9 email, saying that Dana and Dana received someone living now in Saudi Arabia who has showed interest to teach licensing course.

Since then, Jeffrey Whittle has also been involved in this AC matter because he has taught LES course in licensing basics etc. there and knows some people there.

At the timing of WPM in Geneve, Ichiro and Dana, perhaps together with Jeff, might have met with Dr. Talal Abu Ghazaleh (Chairman) using Zoom. MC leadership has not yet been informed outcome of such Zoom meeting.

#### **(6) Winter Planning Meeting (Geneve, February 1 and 2, 2023)**

During the first day of WPM in Geneve, specifically during the LESI Board of Directors Meeting (February 1), as one of invited members, Yorikatsu made a short presentation

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on his own proposal “LESI Grand Sponsor Membership Program” (copies are attached herewith).

The 2<sup>nd</sup> day of the WPM this year focused on priorities for the organization budget, furthering efforts to drive membership growth, elevating LES as a credible and effective thought leader and “convener” and increasing sponsorship opportunities to support the work.

## **2. Plans**

We will follow up the 2023 WPM and continue to monitor the development of the plans tested by LES USA/CA to determine success of the new programs.

## **3. YMC**

Short summary of the highlights, membership drive and future events of the YMC is as follows, which was provided by David Swain as a liaison to the YMC for Membership Committee:

YMC even highlights:

- LESI Annual Conference – Venice, Italy (May 2022)
- LES YMC “Mingle & Meet the new YMC Chair” – Stockholm, Sweden (June 2022)
- LES YMC Pan-European Conference – Milan, Italy (September 2022)
- LES Czech Republic and Slovakia – Prague, Czech Republic (November 2022)
- LES YMC Asia-Pacific Conference – Manila, the Philippines (November 2022)
- LESI Winter Planning Meeting – Geneva, Switzerland (February 2023)
- LES YMC Pan-American Conference – Houston, Texas, USA (February 2023)

Membership drive:

- It has become more difficult - probably due to COVID-19 - to motivate people to attend events in person. Sponsors have also become more reluctant to support the events. Nevertheless, the YMC was able to gain 17 new members. Further push forward is needed.

Future events:

- LESI Annual Conference – Montreal, Canada (April 2023)
- LESI Pan-European Conference – Jerusalem, Israel (October 2023)
- LES YMC Pan-European Conference – Stockholm, Sweden (November 2023)
- LES YMC Asia-Pacific Conference – place and date to be determined

(Prepared by Yorikatsu: March 31, 2023)

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