Transformational Growth For LES International

The 2011-2012 Society year witnessed significant transformational growth for LESI as an organization. A short report of the major initiatives completed through the hard work of the LESI Board, its Committees and National Societies follows.

#1: Formation of the LES National Presidents’ Council
As an umbrella organization, LESI exists to serve the needs of its 32 local Societies. In many respects, the best thing LESI can do is to facilitate communication between the leadership of the local Societies and then get out of the way! The National Presidents’ Council (NPC) has quickly become a vehicle for these efforts. Peter Hess, Arnaud Michel and Francois Painchaud have led three primary meetings of the NPC in its first year. These sessions focused on best practice sharing for LES local Society governance, administration and communication to individual members.

The National President’s Council is now operating independent of the LESI Board, exactly as hoped. We have more fully engaged the network of current LES Society Presidents, but excitingly, we have also brought back to the LESI campfire many, many of our former National Presidents.

#2: Creation of the LESI Global Technology Impact Forum and Invent For Humanity Technology Transfer Exchange Fair
The LESI 2012 Global Technology Impact Forum (GTIF) and concurrent Invent For Humanity™ Technology Transfer Exchange Fair represented our first dedicated outward effort to establish structured multiparty dialogue amongst peer organizations and, in a related effort, facilitate dialogue and networking regarding humanitarian technology transfer. This discussion continued at the LESI Annual Conference in New Zealand which was themed ‘Commercialising Innovation to Save the World.’ We are not alone in this shift as the US PTO recently announced the Patents for Humanity pilot program that rewards patent owners for using their patented technology to address humanitarian needs. We are looking for input from you regarding this important topic and the specific training and networking activities that further your company’s own initiatives in this regard.

GTIF was held in place of a traditional local Society conference following the Board’s winter planning meeting. Organized by the LESI Board, GTIF was a peer-to-peer, Board-to-Board gathering of more than 25 global non-profit and non-governmental organizations (NGOs) dedicated in part to the business of licensing. The mission of GTIF is to coordinate and communicate the efforts of leading organizations ‘advancing the business of intellectual property globally.’ Amongst the more than 25 organizations which attended, four agreed to work with LESI as a strategic partner for the event—WIPO, WTO, ICC and the Center for Applied Innovation.

GTIF 2012 provided an overview of critical IP licensing and technology transfer issues as seen by the participants, fostering unique organizational networking among senior leadership of participating organizations. Throughout the year, this community continued to advance evergreen objectives set during the Forum. Participating organizations are expected to use this unique organizational networking and collaboration opportunity to move forward a consensus agenda addressing major IP licensing and technology transfer concerns. Such efforts may in the future include the commitment of joint resources from all or a subset of those who attended. Although similar forums have been created for more general economic questions, the LESI GTIF represents a first for the broader technology transfer community. For more information regarding GTIF 2012, please visit: GTIForum.org, follow @GTIForum on Twitter, or find these activities on LinkedIn, YouTube, Flickr, SlideShare, or Scribd.

Concurrent with GTIF, LESI organized the inaugural Invent for Humanity™ Technology Transfer Exchange Fair, showcasing field-ready sustainable innovations, known as ‘Appropriate Technology,’ and leveraging the experience of licensing professionals to structure the actual transfer of such technology to meet recognized needs of emerging market economies. The continued mission for Invent for Humanity is to:

- Expose technology needs and solutions to the senior leadership of participating organizations at the GTIF; and
- Facilitate the practical transfer of Appropriate Technology to developing countries by utilizing Center for Applied Innovation Fellows as well as IP and licensing professionals. LESI has the support of the Board of Certified Licensing Professionals, LLC to solicit pro-bono support from CLPs for such efforts.

The Invent for Humanity Technology Transfer Exchange Fair was a first-ever event bringing together a renowned collection of technology leaders capturing the attention of IP and general news media. We welcome your support to reach out to relevant organizations in your local Society for a repeat of this program in January of 2013. For more about the Invent for Humanity™ Technology Transfer Exchange Fair, visit InventforHumanity.org, follow @Invent4Humanity on Twitter, or find it on Facebook, YouTube, Vimeo, Flickr, Jumo, CauseCast, or Scribd.

Time will determine if the LESI Global Technology Impact Forum and related Invent For Humanity™ Technology Transfer Exchange Fair will become a permanent part of the LES calendar. However, the first GTIF session has already made a strong and long lasting positive impression regarding LES and its voice in the global technology transfer community. GTIF was the result of endless hours from too many volunteers to mention. Thank you in particular to Kevin Nachtrab as incoming President as well as Hector Chagoya and Martin Schneider as incoming Co-Chairs for continuing GTIF in Geneva, Switzerland on January 20-22, 2013.

#3: Retention of a Dedicated LESI Executive Director
The size, needs and complexities of LESI have grown significantly. We have historically relied upon a contract with the administrative office of LES USA & Canada to staff such requirements however their needs also continue to grow. Following discussion first at the NPC meeting in Geneva and then within the Board and the International Management and Delegates Meeting (IMDM) in New Zealand, a decision was made to retain our first Executive Director for LESI. This will begin as a two year, part time contract position but will likely expand to a full time permanent position in the coming years.

As reported in les Nouvelles, the process for selection of our first Executive Director was extensive. We began by forming a small selection committee and drafting of a position description reviewed and augmented by the Board. This description was widely posted providing LESI the opportunity to consider a diverse set of professionals. More than 30 qualified applicants contacted LES for the position. This list was narrowed down to five individuals for interviews by the Committee. Those interviewed held remarkable prior positions from both professional associations as well as the IP field, including former/current attorneys, inventors, patent office administrators and clerks for the Court of Appeals for the Federal Circuit. The primary goal of initial term of our Executive Director is to fully understand and develop the role that a more structured administrative function can play in furthering the strategic goals of LESI.

A sincere thank you here both to our current LESI Society Manager, Joenn Khoo, who has been key to this years operations but also to Ken Schopp-

**James E. Malackowski**
President LESI 2011-2012
As President Elect, I formed a #4: Repositioning of les Nouvelles

As President Elect, I formed a les Nouvelles Ad-Hoc Working Group led by Peter Hess and Yvonne Chua and Francois Painchoid. This group recommended to the Board in San Diego a plan to maximize the value of les Nouvelles to LESI and its various stakeholders. Topics considered included the need for les Nouvelles to be cost neutral or profitable to LESI, the economics of production as well as current and potential future dues payments allocated to les Nouvelles. In coordination with the les Nouvelles editorial committee, this working group has now repositioned les Nouvelles to include an electronic version of the Blue Pages and will work in the coming months to implement further improvements.

#5: Strategic Focus on Younger Individual Members

Credit to Past President Adam Liberman for initiating a small task force challenged with increasing participation in LES by younger professionals. As a member of this early work, I have witnessed its maturation into what is now known as the LES Young Members Congress or ‘YMC’. This effort has been an undisputed success and like the NPC has now taken on a life of its own. As part of on-going long range planning targeting younger members, the IMDM included in New Zealand a discussion of the expected future changes in member needs. Generation X and Y are the future of LES and their participation will be driven by different objectives. We are not resting but rather continue work to plan for this change which we believe will include a revised concept of networking, providing benefits beyond in-person meetings and social media. We will also place greater emphasis on helping members to ‘make a difference’ in our ecosystem. We need to continue to demonstrate that the value provided by LES membership greatly exceeds its cost. We want to provide to all members greater transparency and an open book view of LESI organizational operations and priorities.

#6: Development of Proposed Intellectual Property Business Principles

LESI reached out to the World Economic Forum and its Global Agenda Council on Intellectual Property as part of GTIF. Discussions quickly led to this group seeking LES experience to develop a list of Intellectual Property Business Principles which may apply to a wide audience of global corporations and IP owners. A working list of such principles was developed at GTIF and later augmented by the LES Board. The output of this work is the list below which is anticipated to further evolve with your input and changing market conditions.

**Intellectual Property Business Principles**

**Draft Proposal of the LESI Global Technology Impact Forum**

Recognising that Intellectual Property (IP) of all types is a core asset of our business we support the following principles:

1. We will respect the IP rule of law as a key supporting framework for innovation research and development.
2. Our IP role and strategy will be presented to our Board at least annually.
3. We have a designated CIPO that reports directly to senior management.
4. We respect the IP rights of others and will not knowingly infringe.
5. We are willing to license out non-strategic IP for value.
6. We are willing to license in third party technology for reasonable terms.
7. We encourage the development of transparent IP markets and standard IP valuation metrics and reporting.
8. We encourage harmonization of IP legal and IP business practice globally.
9. Where it does not compromise our commercial objectives, we will license our intellectual property at our discretion for humanitarian and/or pro-poor uses to responsible third parties.
10. We will endeavour to continuously improve our knowledge of and education in licensing and technology transfer.

In addition to these few new initiatives, the normal course efforts of the organization continued smoothly through tireless work of our Committees. Perhaps more than any other, the most significant teaching of the office of President is an appreciation of how much we rely on individual members to manage our meetings, generate content for our publications and keep our technology on pace. Fortunately the relationships and experience which come from these efforts provide a unique return on the time invested. If you have not been part of these efforts, I personally encourage you to get involved.

As shown above, a lot has been accomplished in the LES 2011-2012 Society year but much of it is advancing the efforts which began well before I took office and all of it, I hope, will continue to evolve long after I enjoy the calm of completing my LES service on the Board.

Thank you again to all you participated and made this a great year for our organization.

**James E. Malackowski**

**LESI President 2011-2012**

Past-president Allen Lewis (left) passes the gavel to Jim Malackowski.
Society Reports

LESI is an association of, at present, 32 national and regional societies having over 10,000 members worldwide. In this section, national and regional societies report on their activities in 2011 and future activities. For more information, please contact the society at its address given in the listing further on in this Report.

LES Arab Countries

LES Arab Countries continues to work toward increasing membership by organizing annual forums and conferences, such as the Licensing Opportunities Forum and the Saudi Patents Forum. The Society also heightens awareness through seminars and training courses provided in cooperation with universities and large industrial companies.

The second annual Licensing Opportunities Forum was held in November 2011. This event was provided in cooperation with the Arab Science and Technology Foundation (ASTF) and the United Nations Economic and Social Commission for Western Asia (ESCWA) Technology Centre in Sharjah, UAE and Sharjah Chamber of Commerce and Industry. More than 120 professionals were in attendance.

Other notable programs included the “Essential Principles and Tools of Licensing” training course, which was presented in October in Amman – Jordan. A “Technology Transfer for Universities” workshop was also presented in Amman – Jordan in October, attracting 30 attendees. More than 60 individuals arrived in Abu Dhabi – UAE for a presentation focused on “IP Role in the Economic Development.” An IAM 300 course is planned for early 2012.

LES Argentina

Twenty-five people were in attendance for a July Working Breakfast which was held at the Marval, O’Farrell & Mairal office. The program was titled, “Open Innovation – A Licensing Experience in Biotechnology.” The speaker, Dr. Federico Trucco, General Manager of INDEAR, an Argentina-based AG Biotechnology company with R&D activities focused on Crop Improvement and Molecular Farming, shared his licensing experience in a lively presentation. Attendees were very interested in the developments achieved by the company and how they have involved the public sector in the development of biotech.

A second meeting for the Argentina Society, scheduled for November, completed the annual cycle of two meetings. LES activities were advertised via email, plus joint efforts with other institutions, such as the Universidad Austral, have given LES Argentina increased visibility. Society membership held steady throughout the year.

LES Australia & New Zealand

2011 was a solid year for ANZ. The annual conference was held in Sydney from 31 March to 2 April. It was a very successful conference with attendance around 140. The AGM of the society is held at the annual conference and executives are elected. LESANZ typically has two-year terms for executive positions. In 2011, the presidency passed from Karen Sinclair to Mark Horsburgh. The leadership of the society looks strong with people planned for positions for the next several years.

LESANZ has active committees in most capital cities. The local committees each ran several events throughout the year, such as breakfast presentations and cocktail functions. In addition, two committees ran IAM courses during the year.

LESANZ had good engagement with government through involvement on an IP related advisory boards and a customer engagement forum. We also cooperated with sister organizations, such as IPTA (patent attorney association) and IPRIA (IP research group), for a number of jointly-branded events. One of the highlights was the 2011 Francis Gurry lecture series delivered in Brisbane, Sydney and Melbourne.

The society made written submissions to a number of IP-related reviews being conducted in Australia and New Zealand. One of the most significant was the preparation of a white paper on the issue of gene potentiating. The white paper was distributed to politicians, government departments, the media and other key stakeholders. Our profile-raising efforts have delivered measurable results with LESANZ appearing in mainstream media and on-line news sites. We are now receiving requests for comment, as LESANZ is being seen as having a relevant voice on issues of intellectual property and technology commercialization.

LESANZ has noted a steady resurgence in membership over the last 12 months after the post GFC period, and it is encouraging to see our renewal of memberships at the end of the year improve from previous ones.

On the international front, LESANZ has had a strong showing at most LESI events in 2011 and continues to provide our wealth of experience on LESI committees and YMC groups. Preparation for the LESI2012 annual meeting in Auckland has been a major focus throughout the year and particularly towards the end of the year.

LES Austria

On April 26 2011 Ms. Fehringer, secretary of LES Austria, organized the World IP Day course, in which new members, as well as a cooperation with leading Austrian research and technology foundations, i.e. FFG (Forschungsförderungsgesellschaft = Research Sponsoring Foundation) were gained.

LES Austria also attended the LESI Annual Conference in London, which was joined by as many LES Austria members as never before. Mr. Daniel Herzog took part in the Train-the-Trainer seminar and LES Austria now has five members who have acquired the trainer qualification.

Mr. Thomas Bereuter, Vice President of LES Austria, organized a workshop at the annual conference and was judge at the International LESI Foundation Business Plan Competition, in which for the first time an Austrian team took part, namely the Spin-off DG of the Technical University and the University of Natural Resources and Life Sciences, Vienna with focus on snowing machines.

LES Austria also attended the LES USA Canada Annual Conference and Delegates’ Meeting in San Diego. Mr. Bereuter has become the Vice Chair at the Education Committee (with focus on education in Europe) and the Vice Chair in the Communications Committee (with focus on les Nouvelles). He was also announced to be member of the Editorial Review Board of les Nouvelles.

LES Benelux

In 2011 LES Benelux organised four topic meetings:
1. ‘IP and licensing in the ICT sector, an update’
2. ‘Licensing in an Evolving World - An Update on Legal Issues’
3. ‘Useful agreements for licensing and technology transfer practice’
4. ‘IP in Open Innovation - Barrier or Enabler. The Story so Far’

The meetings were held in Brussels and Rotterdam. One meeting in Leuven was jointly hosted by the university. In November, the annual (10th edition) LES Benelux Licensing Course was organised in The Hague. It was again fully booked, with participants from several European countries outside the Benelux Society.

The Board, led by Geoffrey Clarke as president, assisted by Achim Krebs as Secretary, and Lex van Wijk as treasurer, met before each topic meeting. The Board
held several conferences calls in conjunction with the Program Committee, led by Allen Norris and Frank Landolt. The Board and Program Committee are assisted by the Assistance Office SWAN for maintaining membership, conducting meetings and keeping financial records in shape.

Furthermore LES Benelux started with preparations for the LES International Conference in 2015, to be held in the capital of Europe, Brussels in Belgium, from April 10–15, 2015.

The number of members within LES Benelux remains stable, at approximately 400. Many members are active within LESI committees and working groups.

**LES Britain & Ireland**

In June 2011, the rooms and foyers of the Park Plaza Hotel in Westminster were bustling with 600 delegates who had gathered from around the world to discuss developments in licensing practice, to network, and to renew friendships. The LES International conference in June was a very significant event in the life of the society. Undertaking the event organisation placed LES B&I at considerable financial risk, and LES B&I’s role in the international community of LES societies, and with key industrial firms, could have been enhanced or diminished by the quality of the event.

I am delighted to report that the feedback from delegates has been exceptionally positive with LESI leaders showering compliments on the outstandingly dedicated organising team and the event that they produced. The quality of the event organisation was widely-recommended, with the dinner at the floodlit Royal Courts of Justice being a particular highlight for many delegates. The programme was praised for its practical, industrially-focused content, and financially, the event met its break-even target and should generate a small surplus of the society. Personally, I found the event to be an invigorating example of what LES does, and what I consider to be unique – bringing together colleagues from different industries, professional sectors and countries, to share best practices and to develop personal networks. I thought that the quality of the programme was excellent – as particular highlights, I found Richard Seymour of Seymour Powell, and Sir Robin Saxby, to be inspirational and enlightening speakers.

On behalf of the society, I thank the outstandingly-dedicated team that committed a huge amount of personal time – working many, many evenings and weekends - to arrange an event of this quality: Hayley French, Fiona Nicholson, Sangeeta Puran, Jennifer Pierce, Raja Sengupta, Anita Roberts, Patrick Cantrill, Barry Quest, Dai Davis, Stephen Robertson, Romek Matyszczyk, Conan Chitham and the chair of the organising committee, Anne Lane.

In addition, I would like to thank, on behalf of the society, Jennifer Pierce, Vice-President, and the regional committee groups, who have organised many excellent London and regional meetings over the past year. These events provide ongoing and local occasions for learning and networking, and are critical in the life of LES B&I.

This AGM marks the resignations from Council of a number of longstanding members: Nigel Jones, Raja Sengupta, Anne Lane, Anita Roberts, Alistair Payne, Belinda Isaacs, Robert Bond, Conan Chitham and Renate Siebrasse. I thank these individuals for their immense dedication to the society over the past years, for their numerous and critical accomplishments on behalf of the society, and for their friendship and good company. Despite the highly-successful LESI conference, and a programme of industrially-relevant London and regional meetings, the society faces significant challenges. The membership has fallen over the past year, no doubt due in part to the difficult economic climate, and the LES must respond to the challenge that this situation creates.

I believe very strongly that LES has some exceptional strengths that it should look to utilise in order to develop the organisation and to better serve the licensing and business development community. Among these characteristics, it is notable that LES has a very well-established and respected brand, which is particularly strong among senior staff from multinational companies, due to the broad geographic reach of LESI. In addition, the society has access to a very-experienced pool of senior lawyers, patent attorneys, industrialists and university staff; LES also has many supporters inside many firms and universities, who have interacted with LES in different ways in the past.

The potential market for the sharing of best practices and networking opportunities that LES provides is large: IP-based agreements worth billions of pounds are signed each year involving British and Irish firms, and complaints that IP matters are poorly understood are commonplace in many media. LES should be encouraged by this opportunity and act to adjust its products and service offering to meet this need.

LES Council is developing a strategy that will allow LES B&I to respond to these challenges, with the following key themes:

- **Deepen the engagement with industrial firms**
- **Develop LES B&I’s offering to current and potential members**
- **Enhance the LES’s offering to experienced licensing and business development staff**
- **Manage LES B&I effectively and professionally**

It has been an honour to be able to take a leading role in LES B&I over the last few years, and I am convinced that the society can respond to the current challenges, build on the success of the recent LES International conference and fulfil the potential of LES in Britain and Ireland.

I thank all of the members of the society who have worked over the past year to develop the society’s conferences, events and activities, and I ask for your support for the Council as it takes action over the coming year to develop LES B&I for the future.

**LES Chile**

On Nov. 25, 2011, LES Chile held a Round Table Meeting – INAPI (Patent and trademark Office). The following photos are from that meeting.
LES China

ACTIVITIES:
1. IAM100 course in Beijing with about 40 attendees.
2. Board meeting in May, with 12 attendees.
5. Annual Meeting in September in Yunnan, with about 50 attendees.

LES China – Hong Kong

LES China – Hong Kong operated under the direction of Chair Alice Ngan in 2011. A crowning event for the year was the Intellectual Asset Management one-day course held in September. Approximately 90 participants joined the event, which was jointly organized by HKTDC, LES Hong Kong and Transpecific IP Ltd. The course was presented by instructors who held a vast amount of IP licensing experience, and the response to the day was excellent.

The World IP Day, April 26, presented another opportunity to engage professionals on a large scale. LES Hong Kong placed a crossword puzzle on Facebook as an Internet World IP Day initiative. As a result, 293 individuals joined the Facebook page.

May was an active month for LES Hong Kong. The Society held a joint seminar with Richard Ivey School of Business, University of Western Ontario and HKTDC in Hong Kong. The seminar, titled “Licensing-Unleash the Power of Brands,” attracted 97 attendees. During that month, LES Hong Kong also acted as a supporting organization to SmartHK, which was organized by the Hong Kong Trade Development Council in Guangzhou. Additionally, the Society served as a supporting organization to a Domain Name Dispute Resolution Seminar organized by the Hong Kong International Arbitration Centre in Hong Kong.

As the year ended, LES Hong Kong responded to participate in a review of the Patent System in Hong Kong.

Ms. Yvonne Chua, who is well known to the LESI community, was nominated as LES Hong Kong President Elect for 2012-13 year.

LES Chinese Taipei

We conducted the Intellectual Asset Management (IAM 100) conference on January 17, 2011. LESI President Alan Lewis, Education Committee Chair Hayley French, and LES Korea Vice President & Secretary Sun Ryung Kim attended the conference in Taipei. The conference was attended by more than 200 participants. The theme of the conference was “Commercializing Technology through the Power of Licensing.”

The theme of LES Chinese Taipei’s 2011 annual conference was “Technology Transaction and Anti-trust” LESI Past President Heinz Goddar attended the conference in Taipei.


These activities were well received by the members and they significantly enhanced LES Chinese Taipei’s visibility and reputation.

MEETINGS:
2011/01/17 - Intellectual Asset Management, IAM 100:
“Commercializing Technology” at the International Convention Center, 200 attendees.
2011/03/11 - Cross-Strait Technology Transaction and Cooperation: Advantages and Opportunities in the post-ECFA Era at the Frontier International Convention Hall, 450 attendees.
2011/05/13 - Technology Transaction and Antitrust at the Frontier International Convention Center, 450 attendees.
2011/08/04 - An Introduction: Medical Device Practice, Medical Method and Patent Eligibility at the Innovation City International Convention Center, 50 attendees.
2011/08/30 - Mistakes Made by Foreign Applicants in Filing US Application at the Innovation City International Convention Center, 50 attendees.
2011/12/02 - International Conference on Commercialization of Medical Device Technology at the International Convention Center, 250 attendees.

LES Czech Republic

There were two conferences organized by LES Czech Republic in 2011:
• June 15, 2011 – “Practical Experience of IP Exploitation” (transfer of technologies from universities, IP in pharmaceutical industry).
• November 8, 2011 – “Copyright Law in Practice” (copyright law and licensing in architecture, copyright licensing, software licensing).

LES Czech Republic also participated in events co-organized jointly with other local public and private subjects:
• October 4, 2011 – Conference “Legal Protection in the Field of Industrial Design and Internet” – presentations about responsibilities for website content and trade mark law problems in connection with usage of keywords in Internet searching locators – jointly with Technological Center of Czech Academy of Sciences/Enterprise Europe Network, Ministry of Trade and Commerce and Industrial Property Office.

LES Czech Republic cooperated with other national chapters as well. In December 2011 we participated in LES Russia’s International Workshop “Business Transactions with IP” in Moscow. Our presentation was dedicated to technology transfer specifics from EU to Russia in the area of pharmaceutical industry.

Our members were also regular participants of LESI events during 2011 (International Delegates Meetings, International Conferences).
LES France

LES France has continued to be a very healthy LES society in 2011 with a steady growth of its members, now over 500. One conference per month in average was held. Some of the topics addressed were the Royalty funds/Science & Technology funds, the development in Brazil from an IP/ Licensing standpoint, and the comparison of IP litigations systems in various EP countries and US. The LES France Life Sciences Committee and young members were again very active and organized several conferences.

We held the annual IAM 100 session in Lyon, which was attended by a lot of entrepreneurs from start-up companies. It has been greatly appreciated by the attendees. We received some requests to hold IAM 200. This is under internal consideration by LES France board members.

We have also continued our partnership with IEEPI for a more advanced IP & Licensing training session held over two weeks.

The first LES IP100 meeting outside US was held in Paris on September, with attendees from all over the world. It has been a great success and has led to an article in IAM magazine.

Lastly, we had more than 100 attendees to our full-day general assembly on December 6, where we presented the usual hot IP topics and recent business trends in the IP licensing business.

After four years as President, Alfred Chaouat gave the reins to Emmanuel Gougé at the end of the year.

LES Germany

Among the highlights of the LES Germany activities in 2011 was the joint conference of LES Germany, The Federal Circuit Bar Association (FCBA), and the World Intellectual Property Organization (WIPO) with the topic “A Search for Best Practices: Conflict Solution in Patent Disputes - Litigation, Arbitration, and Trans-Atlantic Comparisons” on May 18 in Munich.

The conference featured presentations and panel discussions provided by different well-known law firms and industrial corporations from different countries. The view of the courts and bars were presented by Chief Judge Randall Rader of the Courts of Appeals for the Federal Circuit (CAFC), Judge Arthur J. Gajarsa of the CAFC, and Jan Horboly, Circuit Executives of the CAFC as well as Sara Rearden, President of the Federal Circuit Bar Association. Christian Wichard, Deputy Director of the WIPO also joined the conference as one of the speakers. More than 80 participants attended the conference.

Another significant event in 2011 was the joint conference of LES Germany and the Information Center Patents Stuttgart which took place on May 19 in Stuttgart. Among others, Chief Judge Randall Rader of the CAFC and Uwe Scharen, former presiding judge of the Federal Supreme Court in Germany commented on the general topic of the conference, “Damages in patent infringement proceedings: Trends in the US and Germany”. The conference attracted 130 participants.

LES Germany hosted a number of further meetings, such as the Spring and Autumn Meeting, and the Modul Seminar Series.

We put some effort into broadening the understanding and recognition of LES in Germany; a new advertisement flyer for LES was created, printed and distributed through professional law magazines.

LES Germany has started to focus more on its committees. Steps have been taken to alert the members to the committees and to encourage the work in the committees.

Further steps have been taken to continue to improve the LES Germany website; by now the organization of all LES events are handled by the website system, the quality of the membership data included in the website has increased, documents can be assigned to each member in the data management, the website domain for the LES working groups has been amended etc.

LES India

A successful conference attended by sixty professionals was held July 6-8, 2011 in Bangalore, India. The event titled, “Confluence of Technology, Business and Law,” was a platform to go beyond creating awareness of IP Rights. The conference aimed to deepen the general understanding of IP and related issues in India over a period of time, and to contribute to building a community of high-quality IP professionals in India.

In line with this vision, the 2011 conference adopted a format structured along the lines of an academic conference, in which submissions were invited from professionals in the field. As far as we know, this was the first time such a format was adopted for an IP conference in India. Sessions focused on a specific topic, which was presented by invited senior professionals. Presentations were preceded or followed by presentations from young IP professionals whose papers were accepted for the particular session. The overall theme of the conference was focused on two broad sectors, Healthcare and Sustainable Technologies, both of which present huge opportunities and challenges with respect to intellectual property rights generation and protection in India.

Although the number of meetings per year remains about the same, there are now three active LES centers in India: Bangalore, Pune and Mumbai. This geographical spread of activities is due to the expansion of the Board to induct key industry and research professionals from Pune, Bangalore and Chennai.

Plans for continued membership and geographical growth continue. Under Board Chair, Dr. Raj Hirwani of URDIP, www.urdip.res.in, the Society worked to induct more IP people from government research laboratories, industry and academia. A special effort was made to attract people from CSIR’s 40+ laboratories all over India. This could provide opportunities for smaller meetings held in those locations throughout the country.

Dr. Seshan Viswanathan of Philips was selected to head the new website Editorial Board and will be working on improving communications with members as well as connections with LES globally.

LES India is also considering at outreach program that will lead to joint sessions with other professional organizations in various technology and business domains.

In an effort to improve representation at the International Delegates meeting, Dr. Seshan Viswanathan was nominated to join Ms. Rajashree Sharma as a delegate for LES India.

LES Italy

LES Italy activities in 2011:

- **22 March 2011** - LES Italy Executive Meeting in Milan, 13 attendees
- **24 March 2011** - Conference in partnership with the Chamber of Commerce in Turin “Made in Italy – How to protect it” (food) in Turin, 100 attendees
- **31 March 2011** - Conference in partnership with the Chamber of Commerce in Turin “Made in Italy – How to protect it” (fashion) in Turin, 100 attendees
- **26 April 2011** - IP Day, IP Competition to award the best publication made by a young writer under 35, Issued in Italy and worldwide
- **23 May 2011** - Special LES Italy Executive Meeting with Mr. Alan Lewis in Milan, 15 attendees
LES Japan

LES Japan is very pleased to report that most of its planned activities have been successfully conducted even after the terrible tragedy of March 11, 2011, and most importantly that the number of Society Members remained unchanged from the previous year. Our annual conference took place in Toyama with 175 participants, featuring LESI President Alan Lewis. It was his second visit to Japan for the year. We all deeply appreciated Alan’s participation and his warm speech filled with sympathy and condolences to us.

Monthly seminars and Licensing Education courses attracted over 1000 participants in total throughout the year, despite the cancellation of March and April classes due to the earthquake. A variety of active committees and working groups, to which half of our members belong, continue to go about their business as usual. Among those, the newly organized “International Committee” chaired by Junko Sugimura, VP LES Japan, has been working diligently to prepare for the “3rd Asia Pacific Regional Conference in Tokyo” planned for September 2012. Additionally, the new task force led by Ichiro Nakatomi, President Elect LES Japan, is busily making preparations for the Asian Student Business Plan Competition. Both of these are going to be key events to celebrate the 40th anniversary of LES Japan in 2012.

In summary, the year 2011 was very special and memorable for LES Japan. The many warm and kind words we received from all over the world were immensely heartening and reminded us that we are all connected not just as colleagues, but also as friends. As Mr. Yamazaki, President LES Japan in 2011, recently noted, that there is a Japanese expression, “Wazawai wo tennjite fukuto nasu”, which means “making the best of misfortune” or “turning a calamity into a fortune”. Mr. Yamazaki’s words serve as an inspiration as we move forward.

LES Korea

A new president was elected from the industrial side, for the first time in the LESK history. Mr. Jeongjoong Kim, Vice President of LG Electronics, took the position by election in the General Assembly of LESK on February 22, 2011. Under the 3-year-term new presidency, the new board was set up with more members from the industrial side, including Samsung and other medium sized companies. Consequently LESK organization got wholly reshuffled. Two vice presidents would be in charge of Networking and Education respectively, supported by the new Planning Team.

The Korean government established “Presidential council on Intellectual Property” as a presidential advisory body on July 28, 2011. It consists of 10 governmental ministers and 18 non-governmental professionals. This committee appointed LES Korea members, Ms. Kyeongran LEE (Co-vice president) and Mr. Youngwook HA as its non-governmental committee members. Mr. Jeongjoong KIM (President) and Wonhee CHO (Secretary-General) were appointed as its ad-hoc committee members as well. This committee is playing a leading role to establish national strategy strengthening competitiveness in the field of Intellectual Property and to form a policy protecting and using intellectual property resources. LES Korea is contributing its ideas to intellectual property-related national strategies and policies through these members.

Six members acquired CLP licenses through its grandfathering program. Meanwhile, a study-group like gatherings went on for preparing CLP test. Another group was also voluntarily set up among members for the same purpose. The members of the CLP study groups worked as core part of impetus to LESK activities.

Planning lots of activities LESK concluded that it is inevitable for more vigorous activities to secure legal status as an incorporation. Rather complicated process of incorporation as a non-profit entity has been done to complete by the end of March 2012. Once incorporated LESK is expected to propel more diversified activities.

The most notable activity was the newly-launched “Licensing Clinic”. The first one was held on November 23, 2011. The Clinic is designed to provide actual advice and information on the current issues related to licensing and commercialization business. The Clinic is to be developed to work as a valuable opportunity to industries for getting high-level solutions on licensing issues in collaboration with other industrial organizations in Korea.

Thanks to members’ voluntary devotion, the first Korean version of les Nouvelles was published on November 1, 2011, subject to permission from LESI’s publishing committee. From now on, LESK members would more easily access the valuable contents in les Nouvelles.

LESK’s website has been getting a facelift. It will, however, take some more time to fill the website with contents. LESK plans to utilize the website as much as possible.

LES Malaysia

Our main thrust, as always, has been to tap into the resources offered by LESI in order to provide greater services to LESM members, and to take the lead in guiding the relevant sectors of the public on intellectual property transaction issues in order to generate awareness on how intellectual property can be fully exploited in the case of IP transactions and in the management of IP portfolios or licensing deals.

Looking back, we believe our committee had achieved these goals. The following events are the main activities for the year 2011:-
LES Philippines

For the year 2011, LES Philippines made the most of the momentum gained from the previous year in terms of organizing and/or participating in activities and conferences that involved the private and public sectors, with a view to develop intellectual property licensing, education and networking. It was a busy year graced with the election/appointment of a new set of directors, officers and Committee chairs and board oversight, the formation of the Council of Advisers and the coming of two (2) sitting LESI Presidents. Since the last Annual Planning Session, we have had the following events/activities:

1. “Business Opportunities in Green Technology,” a forum by the CEEM and Automotive Committees.
   In March 2011, the CEEM and Automotive Committees of LES Philippines organized a forum entitled, “Business Opportunities in Green Technology” at the CVCLaw Center. Representatives from law firms, energy companies, commercial offices of embassies, auditing firms and automotive companies attended the event.

   On April 26, 2011, LES Philippines celebrated the World IP Day. Cocktails were held at the CVCLaw Center, and the event was attended by some of the APAA Organizing committee members and representatives from the IPO Philippines.

   In May 2011, LES Philippines, as a supporting organization, promoted the event/conference entitled, “Asia IP Exchange 2011,” which was held in Hong Kong last May 29-31, 2011.

4. LES International Annual Conference.
   In June 2011, LES International held its annual conference in London. Mr. Ferdinand M. Negre, Ms. Patricia A. O. Bunye, Mr. Cesar C. Cruz, Mr. Alex Ferdinand S. Fider represented LES Philippines.

5. Annual General Assembly: Election of officers and directors; Formation of the Council of Advisers.
   On 24 June 2011, LES Philippines elected their new officers and directors for the term 2011 to 2013. Former directors and past presidents of the LES Philippines likewise expressed their interest to become members of the Council of Advisers, a recently established body tasked to provide guidance to the current directors and officers. The new roster of officers, directors and council of advisers as are as follows:

   **OFFICERS**
   - President: Ferdinand. M. Negre
   - President-Elect: Leslie Anne T. Cruz
   - Vice President Administration: Divina V. Ilas-Panganiban
   - Vice President National: Rosabel Socorro T. Balan
   - Vice President International: Ma. Trinidad P. Villarreal
   - Vice President Public Affairs: Abelaine T. Alcantra
   - Treasurer: May A. Caniba-Llona
   - Asst. Treasurer: Vida M. Panganiban-Alindogan VI
   - Secretary: Ma. Jasmin R. Blancaflor
   - Asst. Secretary: Jasmine L. Solivas-Dayacap

   **DIRECTORS**
   - ABELAINE T. ALCANTARA
   - MILLETTE R. ASUNCION-ARNIEDO
   - ROSABEL SOCORRO T. BALAN
   - MA. JASMIN R. BLANCAFLOR
   - PATRICIA A. O. BUNYE
   - PERICLES J.C.R. CASEUA
   - LESLIE ANNE T. CRUZ
LES Philippines was also given a complimentary booth at the three-day expo. LES Philippines shared the mission of LES and the benefits of being a member of LES Philippines. Issues of les Nouvelles and the LES brochures were much appreciated by the visitors to the LES Philippines booth.

On 16 November 2011, the LES Philippines officers and directors, in partnership with the Intellectual Property Office of the Philippines (IPO-PHL), held yet another forum entitled “Patent Auctions & Technology in an Emerging Global Economy,” and this time with incumbent LESI President James Malackowski as keynote speaker. Mr. Malackowski addressed the audience on the topics “IP Markets: From Auctions to Traded Exchange” and “Role of LES in Emerging Global IP Markets.” The event was also graced by the presence of Ms. Audrey Yap and Mr. Yu Sam Chiew of LES Singapore. In the said forum, the IPO-PHL Director General, Mr. Ricardo Blancalloor, signed up for membership, perhaps making LES Philippines the only local society with the incumbent head of intellectual property government agency as member.

11. 1st Anti-Counterfeiting and Piracy Summit.
On 24-28 October 2011, LES Philippines participated in the 1st Anti-Counterfeiting and Piracy Summit organized by the IPO-PHL.

12. LES Asia-Pacific Regional Conference in Singapore
On 9-11 November 2011, LES Philippines was involved in the LES Asia-Pacific Regional Conference in Singapore where LES Philippines President, Mr. Ferdinand M. Negre, spoke on the topic, “Fostering greater University-Industry collaborations in the Life Sciences” at the conference.

On 22 November 2011, the LES Philippines President discussed the topics “The A-Z of Patenting” and “Licensing, LESI and LESP” in the Chamber of Herbal Industries of the Philippines, Inc.’s 2nd Tradition Medicine (Trad Med) Forum with the theme, “Strengthening of the Output of Clinical Trials Through Patent/Trademark Registration.”

14. Department of Agriculture’s symposium entitled “Bringing Innovations from Laboratories to Market.”
On 24 November 2011, LES Philippines also participated in a symposium titled, “Bringing Innovations from Laboratories to Market” hosted by the Department of Agriculture in celebration of the 7th National Biotechnology Week, where Mr. Negre, discussed the topic “Intellectual Property Protection and Valuation.”

On 28 November 2011, the LES Philippines President talked about the applicable Philippine laws under the topic “Legal Framework for In and Cross Border Technology Transfer and Licensing - National Regulations” at the World Intellectual Property Organization’s Regional Workshop for Development of Management Skills on Innovation, Technology Transfer and Successful Technology Licensing (STL) in Research and Development (R&D) Institutions.

16. LES Philippines Annual Christmas Party.
The members of LES Philippines capped off 2011 with a night of fun and merriment when they held the Annual Christmas Party at the Rainmaker’s Lounge of CVC Law. The party held on 2 December 2011 was graced with the presence of the board directors, officers, council of advisers and members, as well as distinguished guests such as, Director General Ricardo Blancalloor and IPO-DITTB Director Carmen Peralta.
LES Russia

LES-Russia contributed to celebrating World IP Day by holding the IAM100 Course “Commercializing Technology Through the Power of IP Licensing,” on April 26 in Moscow. We were happy to meet the team of brilliant teachers: Dr. Hayley French, Apitope Technology Ltd., UK and Mr. Thomas Bereuter, ValIP Ltd. & Co KG, Austria who presented the course. This was a very good meeting which attracted 27 participants the majority of which are young, fluent in English and very interactive.

A meeting held on December 2, “Business Transactions with Intellectual Property” was also very interesting. Both Russian and foreign speakers were really impressive and inspiring. The seminar was followed by a lively panel discussion. We would like to particularly thank Milos Hraba from Czech Republic and Omer Hiziroglu from Turkey for their brilliant contribution.

LES Scandinavia

LES Scandinavia held mini seminars called, “Licensing of Nanotechnology and other topical licensing issues” in Helsinki, Finland on 26 January 2011 and “Challenges and possibilities of licensing”, in Vantaa, Finland, on March 23. The 2011 Annual Conference called “Partnering & Licensing” was held in Oslo, Norway from 4-6 September, 2011. All three events were very well attended and greatly honoured by the attendees. Board meetings were chaired by Morten Balle, as president, and assisted by Per Ericsson as secretary and Martin Draabye Gantzhorn as treasurer. The international delegates meetings in London and San Diego were attended by representative of LES Scandinavia.

Membership of LES Scandinavia remained stable during 2011 with 340 members.

LES South Africa

South Africa is a country that has undergone many legislative and business changes affecting IP and technology transfer:

1) South African equivalent of Bayh Dole Act adopted in August 2010
2) Consumer Protection Act adopted in April 2011
   a) More awareness by Competition Commission (anti-trust body) of collaborative IP commercialization
   b) Relaxation of South Africa exchange control regulations requiring prior approval by the South Africa Reserve Bank for cross-border IP transfers
3) Drafting of National IP Management Office’s (NIPMO’s) guidelines and interpretation notes for the South African Intellectual Property Rights from Publically Financed Research and Development Act (South Africa’s equivalent of Bayh Dole Act).

LES South Africa membership increased steadily in 2011. This was due to the Society’s efforts to engage historically disadvantaged black lawyers of South Africa, as well as an increased number of afternoon discussions covering a variety of relevant topics.

Regularly scheduled afternoon meetings focused on important and new legislation, case law and other issues. These well-attended events were presented by recognized national experts. From February through November, LES South Africa gave presentations and lectures to the Black Lawyers Association in all major cities and provided IP presentations at National and Regional Conferences in Johannesburg, Pretoria, Cape Town and Durban. In May and June 2011, “Engaging and Assisting National Government with Implications of South Africa Equivalent of Bayh Dole Act and Exchange Control on Cross Border IP Transfers” was presented in Pretoria. “The Evolving IP Legal Landscape for Public/Private Collaborative Research, Development and Commercialisation in South Africa’s Transition Towards a Knowledge Economy” was presented to about 150 attendees at the National Science and Technology Forum in Benoni.

From July through October 2011, work was done in Pretoria and Johannesburg in engaging and assisting the National IP Management Office (NIPMO) with drafting guidelines and interpretation notes for the South African Intellectual Property Rights from Publically Financed Research and Development Act (South Africa’s equivalent of Bayh Dole Act).

In the final quarter of 2011, approximately 50 professionals attended LES South Africa 3-Day Fundamental Asset Management Course – IAM 200, which was presented in Johannesburg for the Sasol Group of Companies.

LES Spain & Portugal

The year started with the election of a new Board of Directors, which was ratified in the General Assembly held in March. As usual, the meeting was followed by a conference of interest to LES members. This time, we were honored to have the presence of the Director General of the Spanish Patent and Trademark Office (OEP), Alberto Casado, who gave the presentation “Status and Perspectives of the European Union Patent”. His talk was very timely, since it coincided with the publication of the opinion of the Court of Justice of the European Union, according to which, the draft agreement establishing a European
Court and Community patent is not compatible with Community law. The talk given by Mr. Casado, a person who has been and is still one of the protagonists of the discussion process of the European Patent, enriched us all and allowed us to see the different profiles of a process that contains many of the ingredients that spice up the debate on the future of the Union. No wonder that the future lies in innovation and the patent system is one of the pillars on which it sits. More than 50 people attended the conference, and many asked questions and debated with the speaker.

In April, we held a symposium, “Trade secret protection and technology transfer contracts in the chemical-pharmaceutical and biotech sectors.” The firm Cuatrecasas, Gonçalves Pereira provided invaluable support, as well as FEIQUE and ASEBIO, the industry associations in the pharmaceutical and chemical industry in Spain. The audience was about 50 people of various professional profiles, who showed their interest during the presentations, round table and lively discussions. Talks such as these were given: “Anti-trust prosecution of technology transfer contracts” by Jorge Llevat, Partner of Cuatrecasas, Gonçalves Pereira, “Trade-secret protection”, by José Miguel Lissen, Lawyer of Gómez-Acebo & Pombo Abogados, “Trends and opportunities of technology transfer in the biotech sector”, by Josep Castells Boliart, Executive President of IUCT Corporation and Industrial Biotech Area Coordinator at ASEBIO, and “Technology transfer in the chemical-pharmaceutical sector”, by Cristina González, Innovation Coordinator of FEIQUE. The day ended with a panel discussion on open innovation and technology transfer. It became clear that the value proposition of an association such as LES is to serve as a meeting and discussion forum among all professionals involved in the process of open innovation, allowing us to generate new ways to act, to negotiate and to engage; either through training projects, or by generating qualified opinions, advice, etc.

In June, LES Spain & Portugal’s President was invited to participate, by giving a 20-minute talk in a round table on the topic, “Accreditation systems of knowledge transfer professionals: International Initiatives,” organized by Red OTRI, the association of Spanish Universities Technology Transfer Offices. In front of over 200 attendees, he presented on LES and CLP (in coordination with CLP responsibilities) and answered questions.

Taking advantage of the visit of LESI President, Alan Lewis, to Portugal in June, LES Spain-Portugal organized the seminar, “The Knowledge-based Society: Challenges and Tendencies of Licensing”, held in Lisbon. Forty-one people attended, mostly individuals from the Portuguese pharmaceutical industry, as well as universities and lawyers. The event was hosted and co-sponsored by the Lisbon office of Gómez-Acebo & Pombo and by Clarke, Modet Cº Portugal.

Among other speakers, the following were included:
• Ms. Dina Chaves, Head of Innovation at Clarke, Modet Cº Portugal, who gave the speech, “Future perspectives of licensing,”
• Mr José Miguel Lissen, Secretary of LES Spain & Portugal, who focused his presentation on the impact of the ECJ Judgment of 29 April 2009, case C-50/08 [Copad SA and Christian Dior Couture SA, Société industrielle de Lingerie (SIL)] as a milestone for the protection of rights owners of reputed trademarks insofar as it enables them to enforce trademark rights against licensees who infringe on the selective distribution system and against resellers.
• Mr Alípio da Torre, head of Project Development of COTEC Portugal, gave an interesting presentation about specific examples of successful Portuguese spin-off companies which had developed IPRs in specific fields of technology.
• Professor Rui Loureiro, Professor of the Faculdade de Farmácia da Universidade de Lisboa, gave an overview of the current situation of the pharmaceutical industry in Portugal and the challenges faced by domestic companies in the near future.

Finally, in December, a half-day event was organized in Madrid to discuss the most recent “Case law of the ECJ on plant variety rights and licenses,” presented by Prof. Ángel García Vidal, Full Professor of...
Commercial Law at the Universidad de Santiago de Compostela. In addition to all these activities, 2011 was an important year for LES Spain & Portugal. In October, we launched our refurbished website as part of a newly-defined strategy to capture more members, by providing them with more services, by opening up the association to professionals active in technology and innovation, and linking it to other associations, such as those that bring together tech transfer professionals in universities and public research centers or industry associations. A series of 16 presentations, to be held in parallel in Madrid and Barcelona, has been devised in order to familiarize professionals, companies and institutions, with concepts, tools and strategies relating to IP, as a means to increase business competitiveness. This series will be an essential part to this new strategy.

LES Switzerland
LES Switzerland’s year 2011 followed its regular pattern with two meetings in the German part of Switzerland and two meetings in the French part. All of the meetings were attended by between 20 and 50 participants. The themes of the meetings were: “Développements récents en droit des marques” on June 5 in Geneva (joint meeting with the national Institute of Intellectual Property), “Externaliser l’innovation” on September 8 in Lausanne; the well-known Rigi-Weekend on 16/17 September in Vitznau (at the foot of the famous Rigi mountain) on successful IP co-operations; R&D co-operations with Universities on April 14 in Zurich.

The board of LES Switzerland met three times in 2011. We have decided to re-introduce in 2013 licensing courses, this time following the IAM 100 model. Further, we are embracing the LES Pan European conference “Spirit of Licensing” in June 2013 in Davos at the same venue where the WEF forum takes place each year.

LES Turkey
LES Turkey has built a platform with five of the leading universities in Istanbul (ARTEV platform) and has secured government funding. This allowed the Society to place itself as a leading figure in IP/IA management in Turkey, as well as to build collaborations with Turkey’s leading NGO/NPOs. In addition, the number of LES Turkey events increased slightly, while the impact of these events was noticeably larger.

Meetings were held in Istanbul during the latter half of the year. “Intellectual Asset Management in the Context of Universities” was presented in conjunction with the ARTEV platform in September and November, attracting 25 and 100 attendees, respectively. A presentation on “Value Chain Proposal in the Management of Intellectual Assets,” was given to 50 professionals in October 2011.

The Society aimed at growing membership to 100 members in 2011. Although numbers remained below target, membership grew by 30%. A membership drive stressing the value added through membership will continue in 2012. Anticipated 2012 legislation could bring the licensing profession within universities to the foreground of discussions, and would also help to increase the importance of LES Turkey.

LES (USA & Canada)
Throughout 2011, LES (USA & Canada) sharpened its focus on the LES Value Proposition and delivered more value to all members, despite significant limitations on corporate budgets for travel, training, and professional development. Licensing, by its nature, requires personal interaction. Therefore, we focused on adding value to our members where they live and work, through our local chapters and sectors. We focused on providing Web content (webinars and LES Insights) to the workplace. We remain focused on teaching locally, including courses designed specifically for licensing professionals at their workplace.

For people that come to our seasonal and annual meetings, we are increasing the user experience. We are focusing on program content more than ever before. We have highlighted key issues and made sure that our speakers are senior executives from leading companies. Additionally, we are providing more time for networking in stimulating, yet relaxed environments.

Our most important initiative this year was to include sector, committee and chapter leaders at our Board meetings and other leadership gatherings. Specifically, we invited non-board leaders to our Board of Trustees’ meetings and to our (new) annual leadership summit. Gathering this broader group creates a lot of energy for our most active volunteers. This energy to focus on LES initiatives is critical to the success of the organization because we are so busy day-to-day.

Almost every one of our volunteers is a leader in their organization. Bring thirty-plus leaders (our board and key volunteers) together and you have a lot of differing viewpoints that need to be heard, evaluated, and moved forward appropriately. Choosing amongst the best of the best is a high class problem that we were pleased to have had to live with this year.

Through our global community, LES (USA & Canada) will continue to focus its future efforts to enhance the (virtual or in person) membership experience for all members—locally, nationally, and internationally.
Industry, Professional and Regional Committees and Management Committee Reports

At the international level, IPR and Management committees have been established within LESI to gather and collate information of relevance to members’ interests, to disseminate this to members by various means and to support their ongoing professional development, to provide interfaces for the membership with significant external organizations, and to make recommendations where relevant to the Executive Committee and the International Delegates for the efficient management of operations. Thus LESI may be said to have a matrix organization; along one axis are the national and regional societies of LESI, and along the other are the various committees of LESI, which draw their membership from these societies. The work done within a committee is coordinated by its chair or co-chairs assisted by its vice-chairs and members.

The individuals mentioned at the top of each report were in charge until and including the LES (USA & Canada) Annual Meeting held in San Diego in 2011. The slate given after the reports became effective after this meeting.

Industry, Professional and Regional Committees (IPR)

Americas
Co-Chairs: Robert Gruetzmacher, Juliana Viegas, and Marcela Souza
Vice Chairs: Martha Lopez Oraù, Cedric Sikandar, Gustavo Schötz, Allan Jarry and Imelda Oropeza.

The Americas Committee, Chaired by Robert Gruetzmacher, held several meetings by conference call, and also met in person at the International Annual Conference in London. Committee communication was also conducted by email.

The Committee signed a Collaboration Agreement with LESI and ASIPI (Inter-American Association of Intellectual Property) in June 2011. The Americas Committee organized a workshop for the LESI Annual Conference. This workshop was titled “The Booming Generics Market and the Trend of Pharmaceutical M & A in Latin America: How is IP Being Affected and Protected?” and was presented by Marcela Trigon de Souza (Monsem, Leonards & Cia), Eduardo Roncolotto (Merck Sharp & Dohme), Marcos Macêdo (IMS Health), and Mariano Genovesi (Universidad the Buenos Aires). The Committee was also present at the LES (USA & Canada) Annual Conference with a workshop, “Investments in Start-up Companies in South America/ Venture Capitalists,” presented by Allan Jarry (NEOS), Diogenes Feldhaus (Okyra Consulting & Education), and Roberto A. Lotufo (NOVA).

Working together with LES Mexico and LES Andean, the Americas Committee organized the Latin American Innovation Tour 2011. The Americas Committee intends to organize the LESI Americas Latin America Tour 2012 in Chile, Argentina and Brazil, and provide at least one workshop with quality Latin American speakers to the LESI Annual Meeting in New Zealand and the LES (USA & Canada) Annual Meeting.

Chemicals, Energy, Environment and Materials
Co-chairs: Tony Venturino and Sumiko Kobayashi;
Vice-chair: Fabbrima Niang, Bashid Khan, Jody Lynn DeStefanis and Achim Kreb

Under the leadership of Co-Chairs Tony Venturino and Sumiko Kobayashi, the Chemicals, Energy, Environment and Materials Committee (CEEM) presented engaging workshops at key meetings. The CEEM workshop at the 2011 LESI Annual Meeting in London was titled “Intellectual Property Licensing in the Emerging Nations: Cheaper, Faster, and Smarter.” "Overcoming Negotiation Issues that Hamper Licensing in Brazil and Elsewhere” was presented at the LESI (USA & Canada) Annual Meeting in San Diego. Additional workshops are planned for 2012. The Committee also held a successful LESI CEEM networking dinner during the 2011 LESI Annual Meeting.

Communication to committee members continues by email and bilateral phone calls.

Engineering, Transportation, and Physical Science Committee
Chair: John Paul, Vice Chair: Bill Elkington

The LESI Engineering, Transportation, and Physical Science Committee is the successor to the LESI Automotive and Transportation Committee. The expanded scope of industry focus includes products or processes involving mechanical technology. The committee is chaired by John Paul and Bill Elkington and includes 35 enlisted members. It has done its work and communicated about objectives and developments by phone and email throughout the year. The committee will be chaired in the coming year by John Paul and Per Ericsson.

The committee worked with the LESI Chemicals, Energy, Environment and Materials Committee to prepare a workshop for the LESI annual meeting in London on environmental tech transfer for automobiles and it worked with the LES Germany Automotive Committee on workshop ideas for the meeting in London as well. It worked with the LES US/C Aerospace and Transportation Committee and the LES Germany Automotive Committee to arrange joint conference calls and arranged for interested members of those committees to have a telephone conference in 2011 to exchange ideas, and participate in an educational program presented by a speaker. It arranged for the VP of strategic alliances for GM to be a plenary speaker at the US/C 2011 annual meeting in San Diego.

It has been working to generate interest from relevant industry members, and identify and form natural communities of people in various industry subsectors by (1) identifying key industry groups; (2) identifying relevant LESI members, relevant national society committee members like US/C Aerospace and Transportation and Germany Automotive, silent LES members, non-LES members and groups; (3) sharing information on members with relevant organizations like US/C Aerospace and Transportation; and (4) planning high-value low-cost activities such as conference calls to discuss developments, concerns and best practices, joint calls with related groups, webinars for more detailed information, and creating “meeting places” at LES meetings for related groups of people.

Industry, University, and Government Transactions (IUGT) Committee
Chair: Sun R. Kim
Vice Chairs: Thomas Bereuter, Omer Hiziroglu, Gordon Zong

IUGT is led by Chair Sun R. Kim and Vice Chairs Thomas Bereuter, Omer Hiziroglu and Gordon Zong. The Committee held workshops at both the LESI Annual Meeting in London and the LESI (USA & Canada) Annual Meeting in San Diego. Attendees in London enjoyed “Collaborate and Innovate: New Collaboration Models for Public Research Organizations and Businesses Focused on Disruptive Innovation.” In San Diego, insights were offered in “Collaborate & Innovate: New Collaborations and Models for Public Research Organizations and Businesses Focused on Disruptive Innovation.” Following a successful 2010 TLO/PRO “IP Theme Weekend” Forum in Asia, IUGT expanded its IP Weekend program to Europe under the theme of “University-Industry Cooperation in Transferring Technology into the Marketplace.”
IUGT initiated a joint collaboration project with the Innovation and Technology Section of University Initiative at WIPO in April. This education program aims to provide assistance to the universities, especially in developing countries, by formulating best practices for commercialization and developing tools for effective collaboration with industries. This program launched during the fourth quarter of 2011.

IUGT developed cooperative working relationships with Shanghai University, AUTM, ICC and UNITT. These international organizations have supported past IP Weekends and will continue to support IUGT on various projects including the IP Weekends and publications.

Additional IUGT ongoing projects include creating an up-to-date online summary of Employee Ownership Rights, Benefit Sharing, including the legal policy basis; collating Internet links and LESI website content for the IUGT web page; and continuing to develop connections and joint projects with complimentary organizations.

The committee continues to communicate through ad-hoc phone conferences, as required.

**Patent and Technology Licensing Committee**

*Chairs: Roberto Dini (Dini, Garavelli & Partner, Italy)*

**Business Strategies For Addressing Costs And Delays In Protecting Inventions Around The World**

The cost and delay in obtaining patents, and therefore starting enforcement activities, have prevented businesses from effectively protecting and maximizing the value of their inventions, and discouraged additional investments in innovation and patenting.

Panelists discussed the problems in obtaining patent protection in key countries around the world, the impact of patents on their business, critical factors and decision points in patenting, strategies they use to cope with infringers and proposals for improving the patent system.

**LES International Annual Conference—London 2011**

**Business Strategies For Addressing Costs And Delays In Protecting Inventions Around The World**

- Roberto Dini (Sisvel, Italy)
- Francesco Macchetto (Bracco Imaging, Italy)
- Mr Nikolaus Thumm (FPO, Germany)

**LES (USA & Canada) Annual Meeting – San Diego 2011**

**Business Strategies For Addressing Costs And Delays In Protecting Inventions Around The World**

- Roberto Dini (Dini, Garavelli & Partner, Italy)
- Mark Ick (Motorola Solutions, US)
- Duke Ogata (Sisvel, Japan)

**Management Committees**

**Audit Committee**

*Co-Chairs: Gary M. Nath, Nabil Salame, Rani Boazz, Peter Hess and Divina Ilas-Panganiban*

The Audit Committee embarked on several projects including evaluating the LESI Investment Policy as well as evaluating Internal Expense Monitoring Controls, credit card charges, and any deficiencies. It prepared an engagement letter signed by LESI USA representative and CPA auditing firm, Gelman, Rosenberg & Freedman.

The Committee gathered information and prepared expanded forms for non-profit organizations as required by the United States Internal Revenue Service (IRS). As such, preparation time and costs were consistent with 2009. An automatic filing extension was prepared and filed to extend the filing of the LESI 2011 tax return until November 15, 2011. Auditors finalized the audit results, which were distributed to Board members prior to the October meeting in San Diego.

The Committee continues to communicate via telephone and with minor email traffic.

**Business Forum (Ad Hoc) Committee**

*Chairs: Bill Ellington, Allan Jarry*

*Vice Chair: Ada Nielsen*

The 2011 Ad Hoc LESI IP100 International Executive Forum Committee was co-chaired by Bill Ellington and Allan Jarry. Ada Nielsen was the vice-chair. Members of the committee were Alfred Chauout, Andrew Sant, Kevin Nachtrab, and Mark Wilson. The Committee organized and held the first LESI IP100 International Executive Forum meeting in Paris on September 22-23, 2011. There were approximately 43 registrants, representing 14 different countries. The objective of the meeting was to enable senior corporate and university IP management professionals to network and learn best practices from one another.

The meeting focused on two topics: (1) “Best Practices in Deal Structure in IP Acquisitions, Technology Out-Licensing, IP Sales, & Joint Venture Deals” and (2) “Valuation of IP in M&A Deals.” Topic #1 panel members were: Frederic Caillaud, L’Oreal; Laurent Mandereux, Bocconi University; Andrew Sent, Crown Packaging UK plc; Allan Jarry, Federal Home Security and Automation; Fabirama Niang, Total; and Mark Wilson, Glexo SmithKline. Topic #2 panel members: Mario Bensassi, University of Milan; Sophie Dingreville, Total; and Mark Wilson. The Committee organized and held the first LESI IP100 International Executive Forum meeting in Paris on September 22-23, 2011. There were approximately 43 registrants, representing 14 different countries. The objective of the meeting was to enable senior corporate and university IP management professionals to network and learn best practices from one another.

In addition, there was an Add-On Session entitled “IP Due Diligence in Mergers & Acquisitions: Business & Valuation Issues,” that was based on materials prepared by Bob Goldman (Charles River Associates) and Mike Losinski (284 Partners) for the first LESI (USA & Canada) IP100 in Phoenix in 2010. Panels and the Add-On Session were facilitated by Ada Nielsen (BP) and Bill Ellington (Rockwell Collins).

Committee members facilitated roundtable discussions following the panels and embedded in the Add-On Session. Suggestions for topics at future IP100s were solicited. Wally Oliver is writing up data from these roundtable discussions in a white paper that will be available exclusively to the registrants.

The response to the conference was remarkably positive. For example, about 19 people filled out evaluation forms, with the following results:

- When asked, “How well did you feel this meeting met your expectations,” the average (with 1 meaning “useless” and 10 meaning “extremely useful”) was 8.42.
- When asked, “Please rate the meeting in terms of its usefulness to you in your current job,” the average (with 1 meaning “useless” and 10 meaning “extremely useful”) was 8.36.

The meeting energy was apparent and included the following:

- The meeting was well attended and included a diverse group of IP professionals.
- The roundtable discussions were engaging and provided valuable insights.
- The panelists were knowledgeable and provided valuable insights.

**Long Range Planning Committee (LRP)**

*Co-chairs: Ken McKay, Lex van Wijk*

*Vice-chairs: Jonas Gullikson, Regula Altmann, Russell Levine, Junichi Yamazaki, Francois Painchaud*

In 2011 a survey was conducted to receive input regarding issues that LESI stakeholders believe LESI faces or will face in the coming years that need to be considered in a concise long range plan for LESI. The LESI stakeholders surveyed included the Board of Delegates, National Presidents, LESI Committees and local LES Members. On the basis of the results received a short list of the most critical issues, say 4 or 5, will be selected in Auckland in 2012. The long range plan to be prepared by the Long Range Planning committee after Auckland will then focus on this short list of critical issues to create their plan for the Delegates Meeting at the 2012 LES Canada/USA Meeting in Toronto.

**Patent and Technology Licensing Committee**

*Chairs: Roberto Dini*

**Workshop 2011**

**Business Strategies For Addressing Costs And Delays In Protecting Inventions Around The World**

The cost and delay in obtaining patents, and therefore starting enforcement activities, have prevented businesses from effectively protecting and maximizing the value of their inventions, and discouraged additional investments in innovation and patenting.

In 2011 a survey was conducted to receive input regarding issues that LESI stakeholders believe LESI faces or will face in the coming years that need to be considered in a concise long range plan for LESI. The LESI stakeholders surveyed included the Board of Delegates, National Presidents, LESI Committees and local LES Members. On the basis of the results received a short list of the most critical issues, say 4 or 5, will be selected in Auckland in 2012. The long range plan to be prepared by the Long Range Planning committee after Auckland will then focus on this short list of critical issues to create their plan for the Delegates Meeting at the 2012 LES Canada/USA Meeting in Toronto.

**Company Name**

**Address**

**City, State, Zip Code**

**Phone Number**

**Email Address**

**Date**

**Building Name**

**Room Number**

**Contact Person**

**Position**

**Fax Number**

**Company Website**

**Company LinkedIn Profile**

**Company Twitter Handle**

**Company Facebook Page**

**Company Instagram Account**

**Company YouTube Channel**

**Company TikTok Account**

**Company Snapchat Profile**

**Company Pinterest Board**

**CompanyRSS Feed**

**Company Blog**
While most found the roundtables the most valuable part of the two days, others suggested dispensing with the roundtables and having a more general discussion, since the group was perceived to be small enough to do this.

Many liked the diversity of industries and the mix of academics and corporate people.

Most regarded the panelists as highly knowledgeable.

Some appreciated the use of real-life examples and best practices discussions.

Several suggested more discussion time in future IP100 meetings.

Several pointed out the usefulness of the meeting for network development.

When asked informally whether future meetings of this type - restricted to senior people from IP owner enterprises - would be welcome, the registrants responded very positively. The Committee therefore recommends that such IP100 meetings be held as a regular part of LESI’s annual calendar of events.

**Dispute Resolution Committee**

**Chair:** Russell E. Levine

**Vice Chairs:** Anita Leung, Peter Chrociel

The Dispute Resolution Committee carried out their tasks under the direction of Chair Russell Levine. The primary committee communication occurred at the Annual Delegate Meeting. The Committee made progress on the several key initiatives: (1) to increase membership on the Committee; (2) to provide input into and to distribute the results of a WIPO survey entitled “Dispute Resolution Needs in International Patent Licensing and Technology Transfer”; (3) to participate in a workshop at the London meeting on the preliminary results of this survey; (4) to draft and submit an article for LES Nouvelles; (5) to create a one-day ADR training program; (6) to create and/or update committee materials on LESI website; (7) to create a LESI mediator and arbitrator list; (8) to prepare and present workshops for future LESI and/or National Society meetings. Efforts in many of these areas will continue into 2012.

**EIT – Electronics and Information Technology Committee**

**Chair:** Dr. Stephen Potter

The Electronics and Information Committee (EIT) was chaired by Dr. Stephen Potter and included the following members on its leadership team:

Immediate Past Co-Chairman: Rob Harrison (Germany)

Secretary: Novendu Agarwal (India)

Workshops/Sub Plenaries: Guy Proulx (Singapore)

les Nouvelles: Dario Mohammad Santander (Spain)

Surveys: Trevor Thompson (UK and Ireland)

Web site Coordinator: Jonathan Cornthwaite (UK and Ireland)

National Societies Liaison: Patrice Vanderbeekeen (Benelux), Angela Moyo (Zimbabwe)

The Committee made their presence known at the LESI 2011 Annual Meeting in London with a well-received workshop on “Global Telecommunications Standards and their Effects on Licensing.” The workshop was chaired by SEP with participation from the U.S. and Europe.

Immediate past Co-Chair, Rob Harrison, planned a meeting focused on nanotechnology with LES Spain and Portugal. Additionally, SEP wrote an article titled “Patents as the New Weapon in Economic Warfare,” which was published in IAM magazine.

The Committee communicates using teleconference calls that are arranged on two dates during the year, with the first to include Europe and the U.S., and the second for Asia.

**Endowment Committee**

**Chairs:** Dwight Olson, Rob McInnis

**Vice Chair:** Marek Lazewski

The Endowment Committee is under the leadership of Co-Chairs Dwight Olson and Rob McInnis, with Marek Lazewski as Vice Chair. The Committee values the LES (USA & Canada) Collegiate Licensing Program and is looking to make annual contributions to the LES (USA & Canada) Foundation, which supports the program. The hope is that the contributions will help to support and expand this unique and valuable competition.

The Endowment Committee also asked LESI to consider sponsoring a matched gift donation to GTIF Invent for humanity by contributing $10,000 to only be used to match other contributors.

**External Relations Committee**

**Co-Chairs:** Dr. Klaus-Dieter Langfinger and Arthur Rose

**Advisor Vice Chairs:** Heinz Goddar and Willy Manfroy

**Vice Chairs:** Markus Ineichen, Walter Copan, Ichiro Nakatomi, Ken McKay, Francois Painchaud and Audrey Yap

Dr. Klaus-Dieter Langfinger and Arthur Rose lead an executive committee listed above, as well as Board Liaison Jean-Christophe Roussel (Benelux) and members Nabil M. Salame (Canada) and Fabriniang Niang (France).

On May 31, the Committee conducted a successful meeting between the leadership of WIPO and LESI and has continued close ties with WIPO in the following ways: (1) cooperated with WIPO in circulating a notice to member societies titled “Beware of fraudulent invoices regarding your international patent application or your international trademark registration; (2) LESI Patent and Technology Licensing Committee worked together with some of the national society committees to develop a response to WIPO’s request for input regarding document revision focused on transfer technology.

The Committee is also pleased to report that the Memo of Understanding between LESI and ASIP (Inter-American Association of Intellectual Property) has now been fully executed. Héctor Chagoya was appointed by the president of LESI to represent LESI at an invitation only meeting of ASIPI.

The Committee sent invitations for the LESI 2011 Annual Conference in London to several international organizations: WIPO, AIPPI, APAA, UNICENTRAL, ICC, European Commission, ACPA, AIPLA, and ASEAN. Representatives from WIPO, APAA, AIPLA, AWGIPC (representing ASEAN) and AIPPI attended the London Conference and a special table was arranged for the Monday lunch.

A plenary panel was arranged for UNEP at the LESI International Conference in London. The program presented by Walter Copan was titled “Climate Change Mitigation Technologies—Innovation Transfer and the Planet’s Future.” The project on Climate Change Mitigation Technologies (CCMTs) with EPO is also a collaboration with the United Nations Environment Programme (UNEP), the International Centre for Trade and Sustainable Development, LESI and other partners. LESI participated in this project in a number of ways, including setting up a task force to design and coordinate a licensing survey on global technology transfer practices related to “climate change mitigation technologies.” Survey participants included LES member companies and research organizations, as well as other participants through the ICC, BDI and other associations that represented significant patent holders in the clean tech field. Meir Pugatch of the University of Haifa and the Stockholm Network analyzed the data. An overview of the joint project is available at: http://www.epo.org/topics/issues/clean-energy/about.html; and the classification system is summarized at: http://www.epo.org/topics/issues/clean-energy/classification.html. A summary report has now been published and is available at www.epo.org/clean-energy or can be ordered in print form at communication@epo.org.

Nabil M. Salame is leading outreach efforts to Middle East International Organizations, including:

- Arab Society for Intellectual Property (ASIP), http://www.asip.org/
• Lebanese Intellectual Property Association (LIPA), http://www.lipa-lb.org/
  english/
• Egyptian Center for Intellectual Property and Information Technology
  (ECIPIT), http://www.ecipit.org.eg/

The ERC Committee Vice Chair structure has been revised for the coming year to identify functions as follows:
• Vice-Chair Europe - Markus Ineichen, Switzerland
• Vice-Chair Asia - Ichiro Nakatomi, Japan
• Vice-Chair Americas - Ken McKay, USA & Canada
• Vice-Chair LESI Committees - Francois Painchaud, USA/Canada
• Vice-Chair GTIF - Audrey Yap, Singapore
• Vice Chair at Large - Walter Copan, USA & Canada

In addition, Pat O’Reilly and Sun Kim have been selected as Co-Chairs Elect and will assist in developing committee plans for the 2011-2012 year.

IP Valuation & Standards ad-hoc Committee

Co-Chairs: Weston Anson, Dwight Olson

Vice Chairs: Ulrich Moser, Corinne Suklenik

Weston Anson and Dwight Olson are Co-Chairs for the IP Valuation & Standards ad-hoc Committee. In 2011, conference calls were conducted to coordinate the efforts to spearhead the GTIF Panel 1 activity with members from LESI, OceanTomo and WIPO. A subcommittee of the LESI worked with the GTIF Panel 1 group to prepare an IP valuation primer for WIPO. Dwight Olson coordinated between GTIF Panel 1 and the contributing members of the LESI valuation committee.

The Committee also presented a workshop at the LESI Annual Meeting in London. The workshop focused on the current status of the IP valuation survey. The Committee plans to continue with the LES IP valuation survey and the global IP valuation survey through 2012. In another initiative Weston Anson performed a final read-through and editing of the WIP Valuation Primer.

Dwight Olson has signed up 20 new members and continues to look for additional LES members to join the IP Valuation Committee in the coming year. The 2011/2012 executive committee has been named: Chair – Dwight Olson, dolson@ix.netcom.com; Vice-Chair Workshops – Eduardo de Souza, emello@dannemann.com.br; Vice-Chair Webinars – TBD; Vice-Chair Surveys – David Drews, ddrews@ipmetrics.net; Vice-Chair les Nouvelles – TBD; Past Chair – Wes Anson, wanson@consor.com.

Long Range Planning

Co-chairs: Ken McKay, Lex van Wijk, Vice-chairs: Jonas Gullickson, Regula Altmann, Russell Levine, Junichi Yamazaki, Francois Painchaud

In 2011 a survey was conducted to receive input regarding issues that LESI stakeholders believe LESI faces or will face in the coming years that need to be considered in a concise long range plan for LESI. The LESI stakeholders surveyed included the Board of Directors, National Presidents, LESI Committees and local LES Members. On the basis of the results received a short list of the most critical issues, say 4 or 5, will be selected in Auckland in 2012. The long range plan to be prepared by the Long Range Planning committee after Auckland will then focus on this short list of critical issues to create their plan for the Delegates Meeting at the 2012 LES Canada/USA Meeting in Toronto.

Meetings Committee

Chair: Ted Cross, Vice Chairs: Ferdinand Negre, Michael Lantos

The Meetings Committee met in London UK on Saturday June 4, 2011 with 45 members representing 17 societies participating. The minutes of that meeting were distributed to the attendees and posted on the Meetings website page. The entire discussion period was taken up reviewing the attributes (and constraints) of the Gold/Silver/Bronze assistance and surplus sharing formula adopted in the revised LESI Conference Manual published in August 2009. These extended discussions did not allow any group discussions on the other five scheduled agenda items dealing with the budgets and plans for the meetings in Auckland in 2012, Rio de Janeiro in 2013, Moscow in 2014, Brussels in 2015 and Beijing in 2016.

A consensus was reached at the end of these lengthy discussions that the Chair would recommend to the LESI board that Section XIV of the Conference Manual be changed as follows:

The limits on the amount of the loan described in Part (A)1 should be raised from “up to $10,000” to “up to $50,000” to cover documented upfront costs (as in hotel contracts).

All other parts of Section XIV should be left unchanged as the flexibility provided in the Gold/Silver Bronze assistance options were deemed necessary to allow smaller societies to bid on hosting international conferences.

The board agreed to consider this request but cautioned that requests from societies for larger loans would have to include written and thorough documentation supporting the need for any loan. Such loans had not proved necessary in the past for the larger host societies who were able to cover such upfront costs with their own financial resources. They also felt a review of the manual needed to be undertaken by the board to expand on budget templates and consider other additions to facilitate smaller inexperienced societies undertaking the hosting role. To that end, it was suggested that mentor societies play a more active role in assisting their mentee societies where necessary - i.e. Germany with Russia for the 2014 meeting. No deadline for the rewrite was set, but the board hoped to have a first draft available for review by the Meetings Committee in San Diego next October.

Rodolfo Martinez of LES Brazil had agreed to prepare a proposal to host the 2013 meeting replacing Chile and Juliana Viegas presented an extensive preliminary budget to the chair with further discussion planned to finalize the Rio hotel contract prior to the San Diego meeting.

The remaining agenda items covering future meetings were presented directly to the International Delegates at their meeting on Sunday.

As to budgets, no funds were required for travel subsidies in the past two years and none are expected to be required in the coming year unless a site visit is requested by the host societies for Brazil or Moscow.

Future meeting venues and dates are as follows:

- London – June 3-8, 2011
- Auckland – March 30-April 4, 2012
- Rio de Janeiro – April 7-10, 2013
- Moscow – May 18-21, 2014
- Brussels – April 17-22, 2015
- Beijing – Date TBD

Membership Committee

Co-Chairs: Ron Grudziecki and Fiona Nicolson

The Membership Committee of LESI is responsible for managing membership, membership recruitment and retention programs for LESI as well working with Member Societies which require the committee’s assistance.

During 2010 the committee decided to focus on smaller societies of LESI with a duty to try and strengthen their position within their countries. With this in mind and based on discussions at committee meetings, it was decided to focus on LES Israel and LES Andean Countries in 2010. This focus will continue during 2011.
In addition the Committee helped to arrange a program for LES Czech Republic with visiting speakers from B&I Britain and Ireland. This meeting was very well received.

The committee also aims to co-ordinate its activities with those of the LESI Education Committee on the basis that good education programs within Member Societies tend to encourage new members for LES. Our priority for the coming year is to make sure that LES Israel has the necessary education materials and training so that it can begin giving education courses in Israel which have been approved by LESI.

Standard Licensing Agreements Committee
Chair: Lynda Covello

The Standard Licensing Agreements Committee, under the direction of Chair Lynda Covello, has continued to progress with its Workplan for its initial 3-year mandate. This involves utilizing working groups for each of the five types of IP agreements identified in the mandate. The Working Groups have considered numerous sample agreements, and have worked to identify the necessary provisions in each type of agreement. They have further created a number of tables to organize and prioritize the data gathered in accordance with their respective analyses.

The Committee will host panel discussions and workshops at upcoming LESI meetings where possible and appropriate. The Committee is considering creating a wiki on the subject of standardization of international licensing agreements, as well as designing a ‘trip-wire’ system to alert practitioners of issues that arise in cross-border licensing transactions in key jurisdictions.

So far, the Committee has not found it necessary to conduct conference calls or formal meetings. It has been able to generate lively and enthusiastic discussion among members via email conversations. The Committee is, however, looking for a common workspace or workflow application in which it can deposit and keep the documents it gathers, edits and creates as part of its ongoing work. The committee has established a group on LinkedIn, as well as a subgroup for each Working Group, and is considering creating a webpage on the LESI site.

The Committee held a “live” meeting June at the 2011 LESI Annual Meeting in London.
## Membership Development

<table>
<thead>
<tr>
<th>LES Society</th>
<th>31-12-2010</th>
<th>31-12-2011</th>
<th>% increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Andean Community</td>
<td>47</td>
<td>40</td>
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</tr>
<tr>
<td>Arab Countries</td>
<td>103</td>
<td>89</td>
<td>-14%</td>
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<tr>
<td>Argentina</td>
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<td>47</td>
<td>-4%</td>
</tr>
<tr>
<td>Australia New Zealand</td>
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<td>474</td>
<td>1%</td>
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<tr>
<td>Austria</td>
<td>90</td>
<td>88</td>
<td>-2%</td>
</tr>
<tr>
<td>Benelux</td>
<td>394</td>
<td>395</td>
<td>0%</td>
</tr>
<tr>
<td>Brazil</td>
<td>82</td>
<td>66</td>
<td>-20%</td>
</tr>
<tr>
<td>Britain/Ireland</td>
<td>400</td>
<td>325</td>
<td>-19%</td>
</tr>
<tr>
<td>Chile</td>
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<td>66</td>
<td>22%</td>
</tr>
<tr>
<td>China</td>
<td>254</td>
<td>247</td>
<td>-3%</td>
</tr>
<tr>
<td>Chinese Taipei</td>
<td>103</td>
<td>106</td>
<td>3%</td>
</tr>
<tr>
<td>Czech Republic</td>
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<td>27</td>
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</tr>
<tr>
<td>France</td>
<td>453</td>
<td>460</td>
<td>2%</td>
</tr>
<tr>
<td>Germany</td>
<td>778</td>
<td>798</td>
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</tr>
<tr>
<td>Hungary</td>
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<tr>
<td>India</td>
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<td>36</td>
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<tr>
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<td>Japan</td>
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<td>Korea</td>
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<td>Poland</td>
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</tr>
<tr>
<td>Russia</td>
<td>68</td>
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<td>-1%</td>
</tr>
<tr>
<td>Scandinavia</td>
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</tr>
<tr>
<td>Singapore</td>
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<td>83</td>
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<tr>
<td>South Africa</td>
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<td>149</td>
<td>21%</td>
</tr>
<tr>
<td>Spain Portugal</td>
<td>80</td>
<td>76</td>
<td>-5%</td>
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<tr>
<td>Switzerland</td>
<td>327</td>
<td>322</td>
<td>-2%</td>
</tr>
<tr>
<td>Turkey</td>
<td>40</td>
<td>44</td>
<td>10%</td>
</tr>
<tr>
<td>USA Canada</td>
<td>4921</td>
<td>4661</td>
<td>-5%</td>
</tr>
<tr>
<td><strong>Total membership</strong></td>
<td><strong>10651</strong></td>
<td><strong>10,344</strong></td>
<td><strong>-3%</strong></td>
</tr>
</tbody>
</table>

![Membership Development Graph](image-url)
# Slate of Chairs, Vice-Chairs and the Board of Directors Liaison for 2011–2012

## IPR Committees

<table>
<thead>
<tr>
<th>Region</th>
<th>Chairs and vice-chairs</th>
<th>Society</th>
<th>Board liaison</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>Bob Gruetzmacher, chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>Audrey Yap, co-chair</td>
<td>Singapore</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Junko Sugimura, co-chair</td>
<td>Japan</td>
<td></td>
</tr>
<tr>
<td>Chemicals, Energy, Environmental &amp; Materials</td>
<td>Sumiko Kobayashi, chair</td>
<td>Japan</td>
<td></td>
</tr>
<tr>
<td>Copyright Licensing</td>
<td>John Hornick, chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td>Consumer Products Industries (including branded products)</td>
<td>Christopher Shaowei, co-chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Andreas Winkler, co-chair</td>
<td>Germany</td>
<td></td>
</tr>
<tr>
<td>Copyright Licensing</td>
<td>John Hornick, chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td>Dispute Resolution</td>
<td>Russell Levine, co-chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Anita Leung, co-chair</td>
<td>China</td>
<td></td>
</tr>
<tr>
<td>European</td>
<td>Bruno Vandermeulen, chair</td>
<td>Benelux</td>
<td></td>
</tr>
<tr>
<td>Electronics, IT &amp; Telecommunications</td>
<td>Stephen Potter, chair</td>
<td>France</td>
<td></td>
</tr>
<tr>
<td>Engineering, Transportation &amp; Physical Sciences Industries</td>
<td>John Paul, co-chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Per Ericsson, co-chair</td>
<td>Scandinavia</td>
<td></td>
</tr>
<tr>
<td>Industry, University and Government Transactions</td>
<td>Sun Kim, chair</td>
<td>Korea</td>
<td></td>
</tr>
<tr>
<td>Life Sciences</td>
<td>Jan Krauss, chair</td>
<td>Germany</td>
<td></td>
</tr>
<tr>
<td>Patent and Technology Licensing</td>
<td>Roberto Dini, chair</td>
<td>Italy</td>
<td></td>
</tr>
<tr>
<td>Trademark, Design &amp; Merchandising</td>
<td>Martin Schneider, chair</td>
<td>Switzerland</td>
<td></td>
</tr>
</tbody>
</table>

## Management Committees

<table>
<thead>
<tr>
<th>Committees</th>
<th>Chairs and Vice-Chairs</th>
<th>Society</th>
<th>Board Liaison</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audit</td>
<td>Gary Nath, chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td>Awards</td>
<td>Alan Lewis, chair</td>
<td>South Africa</td>
<td></td>
</tr>
<tr>
<td>Communications</td>
<td>Ned Barlas, chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td>Education</td>
<td>Hayley French, chair</td>
<td>Britain &amp; Ireland</td>
<td></td>
</tr>
<tr>
<td>Endowment</td>
<td>Dwight Olson, co-chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Rob Mclnnes, co-chair</td>
<td>ANZ</td>
<td></td>
</tr>
<tr>
<td>External Relations</td>
<td>Art Rose, chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td>Investment</td>
<td>Jonas Gulliksson, co-chair</td>
<td>Scandinavia</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Wisam Hirzalla, co-chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Yorikatsu Hohokabe, co-chair</td>
<td>Japan</td>
<td></td>
</tr>
<tr>
<td>IP Maintenance</td>
<td>Antonio Tavira, co-chair</td>
<td>Spain &amp; Portugal</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Katerina Hartwichova, co-chair</td>
<td>Czech Republic</td>
<td></td>
</tr>
<tr>
<td>Legal</td>
<td>François Painchaud, co-chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Jean-Christophe Troussel, co-chair</td>
<td>Benelux</td>
<td></td>
</tr>
<tr>
<td>Long Range Planning</td>
<td>Ken McKay, co-chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Lex van Wijk, co-chair</td>
<td>Benelux</td>
<td></td>
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<tr>
<td>Meetings</td>
<td>Fiona Nicolson, co-chair</td>
<td>Britain &amp; Ireland</td>
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<tr>
<td>Membership</td>
<td>Ron Grudziecki, chair</td>
<td>(USA &amp; Canada)</td>
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<tr>
<td>Nominating</td>
<td>Alan Lewis, chair</td>
<td>South Africa</td>
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</table>

## Ad Hoc Committees

<table>
<thead>
<tr>
<th>Committees</th>
<th>Chair</th>
<th>Society</th>
<th>Board Liaison</th>
</tr>
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<tbody>
<tr>
<td>Business Forum</td>
<td>Bill Elkington</td>
<td>(USA &amp; Canada)</td>
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<td>Committees and Sub-Sectors</td>
<td>John Paul, co-chair</td>
<td>(USA &amp; Canada)</td>
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<tr>
<td>Global Technology Impact Forum</td>
<td>James E. Malakowski, co-chair</td>
<td>(USA &amp; Canada)</td>
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<td></td>
<td>Gary Keller, co-chair</td>
<td>(USA &amp; Canada)</td>
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<tr>
<td><em>les Nouvelles</em></td>
<td>Francois Painchaud, co-chair</td>
<td>(USA &amp; Canada)</td>
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<td></td>
<td>Peter Hess, co-chair</td>
<td>Germany</td>
<td></td>
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<tr>
<td></td>
<td>Yvonne Chua, co-chair</td>
<td>Hong Kong Sub-Chapter</td>
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<td>National Presidents Council</td>
<td>James E. Malakowski</td>
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<td>PR &amp; Marketing</td>
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<td>Paul Germerraad, co-chair</td>
<td>(USA &amp; Canada)</td>
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<td>Standard Contract Terms</td>
<td>Lynda Covello, chair</td>
<td>(USA &amp; Canada)</td>
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<td>Strategy</td>
<td>Subramaniam Vutha, co-chair</td>
<td>India</td>
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<td></td>
<td>Rob Harrison, co-chair</td>
<td>Germany</td>
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<td></td>
<td>Heinz Goddar, co-chair</td>
<td>Germany</td>
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<td></td>
<td>Bertram Huber, co-chair</td>
<td>Germany</td>
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<td>Women in LESI</td>
<td>Lynda Covello, chair</td>
<td>(USA &amp; Canada)</td>
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<tr>
<td>Valuation Standards</td>
<td>Dwight Olson, chair</td>
<td>(USA &amp; Canada)</td>
<td></td>
</tr>
<tr>
<td>Young Executives in LESI</td>
<td>Omer Hiziroglu, chair</td>
<td>Turkey</td>
<td></td>
</tr>
</tbody>
</table>
Societies and their Presidents in 2011

**LES Andean Community**
Mr. Esteban Riofrio
c/o Barzallo & Barzallo, Abogados
Colon 535 y 6 de Diciembre.
Edificio Cristobal Colon. Of. 602
QUITO ECUADOR
Phone: +593 2 2528774; Fax +593 2 2544464
E-mail: estebanriofrio@barzallo.com
Website: www.lesandina.org

**LES Arab Countries**
Mr. Talal Abu-Ghazaleh
c/o Talal Abu-Ghazaleh Organization
P O Box 96, Imlabah, 12411, 51 El Hegaz St.
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Phone: +20 233 79552; Fax +20 233 45729
E-mail: tg@tqgi.com
Website: www.lesarab.org

**LES Argentina**
Mr. Gustavo Patricio Giay
c/o Marval, O’Farrell & Mairal
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Buenos Aires C1001 ARGENTINA
Phone: +54 11 4310 0100, Fax +54 11 4310 0200
E-mail: gpg@marval.com.ar

**LES Australia and New Zealand**
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Fisher Adams, Kelly
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Brisbane QLD 4000, AUSTRALIA
Phone: +617 3229 2655, Fax +61 7 3221 0597
E-mail: paulhsu@phycos.com.tw
Website: www.lesanz.org.au

**LES Austria**
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c/o DLA Piper Weiss-Tessbach
Rechtsanwälte GmbH
Schottenring 14 Wien, AUSTRIA
Phone: +43 1 531 78-1451; Fax +43 1 533 52 52
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Website: www.les-italy.org

**LES Benelux**
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**LES Brazil**
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c/o Martinez & Asociados
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Phone: +55 11 55319109; Fax +55 11 5535-8963
E-mail: rodolfomartinez@mklaw.com.br
Website: www.lesbrasil.org.br

**LES Britain and Ireland**
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Hertfordshire, England
HC SG12 0DP UNITED KINGDOM
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Fax: +44 1920 882424
E-mail: mark_w_wilson@gsk.com
Website: www.bil.europe.org

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Fax: +56 2 367 3003
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Website: http://www.leschile.cl

**LES China**
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Fax: +86 10 6801 1370
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Website: www.leschina.cn

**LES Chinese Taipei**
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E-mail: paulhsha@phycos.com.tw
Website: www.lesct.org.tw

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E-mail: hartvichova@inventia.cz
Website: www.les-czechrepublic.com

**LES France**
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Mr. Roberto Dini
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Metroconsult S.r.l.
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Fax: +81 3 3595 0485
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Website: www.les-ji.or.jp

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Edificio Cristobal Colon. Of. 602
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Website: www.les-italy.org

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Website: www.lesct.org.tw

**LES USA**
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55007, Park Road
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HC SG12 0DP UNITED KINGDOM
Phone: +44 1920 882721
Fax: +44 1920 882424
E-mail: mark_w_wilson@gsk.com
Website: www.bil.europe.org

**LES Vietnam**
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Website: www.les-vietnam.org

**LES World**
Mr. Gustavo Patricio Giay
c/o Marval, O’Farrell & Mairal
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Buenos Aires C1001 ARGENTINA
Phone: +54 11 4310 0100, Fax +54 11 4310 0200
E-mail: gpg@marval.com.ar
Website: www.les-world.org
Gold Medal Award Winners

1971  Dudley Smith  LES (USA & Canada)
1973  Basil J.A. Bard †  LES Britain and Ireland
1976  John Gay †  LES Britain and Ireland
1977  Marcus Finnegan †  LES (USA & Canada)
1980  Jaques Gaudin  LES France
1982  Bertil Hedberg  LES Scandinavia
1986  John Stonier  LES Australia and New Zealand
1988  Bill Poms  LES (USA & Canada)
1989  Henry Hodding †  LES Britain and Ireland
1990  Michiko Ariga †  LES Japan
1992  Des Ryan  LES Australia and New Zealand
1994  Ken Payne  LES (USA & Canada)
2000  Larry Evans  LES (USA & Canada)
2002  Oliver Axster  LES Germany
2003  Akira Mifune  LES Japan
2004  Heinz Goddar  LES Germany
2006  Thierry Sueur  LES France
2006  Rodney De Boos  LES Australia and New Zealand
2007  Mel Jager  LES (USA & Canada)
2007  Robert Goldscheider  LES (USA & Canada)
2010  Willy Manfroy  LES (USA & Canada)
### LES International Past-Presidents

<table>
<thead>
<tr>
<th>Year</th>
<th>Name</th>
<th>Location</th>
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<tbody>
<tr>
<td>1974</td>
<td>John Gay †</td>
<td>LES Britain and Ireland</td>
</tr>
<tr>
<td>1975</td>
<td>Marcus Finnegan †</td>
<td>LES (USA &amp; Canada)</td>
</tr>
<tr>
<td>1976</td>
<td>Bertil Hedberg</td>
<td>LES Scandinavia</td>
</tr>
<tr>
<td>1977</td>
<td>Mitsuya Okano †</td>
<td>LES Japan</td>
</tr>
<tr>
<td>1978</td>
<td>Dudley Smith †</td>
<td>LES (USA &amp; Canada)</td>
</tr>
<tr>
<td>1979</td>
<td>Jacques Gaudin</td>
<td>LES France</td>
</tr>
<tr>
<td>1980</td>
<td>John Stonier</td>
<td>LES Australia and New Zealand</td>
</tr>
<tr>
<td>1981</td>
<td>Sam Heijn</td>
<td>LES Benelux</td>
</tr>
<tr>
<td>1982</td>
<td>Bill Poms</td>
<td>LES (USA &amp; Canada)</td>
</tr>
<tr>
<td>1983</td>
<td>Henry Hodding †</td>
<td>LES Britain and Ireland</td>
</tr>
<tr>
<td>1984</td>
<td>Fernando Pombo</td>
<td>LES Spain</td>
</tr>
<tr>
<td>1985</td>
<td>Michiko Arika †</td>
<td>LES Japan</td>
</tr>
<tr>
<td>1986</td>
<td>Len Mackey †</td>
<td>LES (USA &amp; Canada)</td>
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<td>1987</td>
<td>Pierre Hug</td>
<td>LES Switzerland</td>
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<td>1988</td>
<td>Des Ryan</td>
<td>LES Australia and New Zealand</td>
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<td>Ken Payne</td>
<td>LES (USA &amp; Canada)</td>
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<td>1990</td>
<td>Jean-Marc Portier</td>
<td>LES France</td>
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<tr>
<td>1991</td>
<td>Fernando Noetinger</td>
<td>LES Argentina</td>
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<td>1992</td>
<td>Akira Mifune</td>
<td>LES Japan</td>
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<td>1993</td>
<td>Larry Evans</td>
<td>LES (USA &amp; Canada)</td>
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<td>Oliver Axster</td>
<td>LES Germany</td>
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<td>1995</td>
<td>Norman Jacobs</td>
<td>LES (USA &amp; Canada)</td>
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<td>1996</td>
<td>Jeremy Brown</td>
<td>LES Britain and Ireland</td>
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<td>Sam Layton †</td>
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<td>Rodney De Boos</td>
<td>LES Australia and New Zealand</td>
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<td>1999</td>
<td>Platон Mandros</td>
<td>LES (USA &amp; Canada)</td>
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<td>2000</td>
<td>Heinz Goddar</td>
<td>LES Germany</td>
</tr>
<tr>
<td>2001</td>
<td>Ed Shalloway †</td>
<td>LES (USA &amp; Canada)</td>
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<tr>
<td>2002</td>
<td>Thierry Sueur</td>
<td>LES France</td>
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<tr>
<td>2003</td>
<td>Melvin Jager</td>
<td>LES (USA &amp; Canada)</td>
</tr>
<tr>
<td>2004</td>
<td>Jonas Gulliksson</td>
<td>LES Scandinavia</td>
</tr>
<tr>
<td>2005</td>
<td>Willy Manfroy</td>
<td>LES (USA &amp; Canada)</td>
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<td>2006</td>
<td>Peter Chrocziel</td>
<td>LES Germany</td>
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<tr>
<td>2007</td>
<td>Ronald Grudziecki</td>
<td>LES (USA &amp; Canada)</td>
</tr>
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<td>2008</td>
<td>Chikao Fukuda</td>
<td>LES Japan</td>
</tr>
<tr>
<td>2009</td>
<td>Adam Liberman</td>
<td>LES Australia &amp; New Zealand</td>
</tr>
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<td>2010</td>
<td>Pat O’Reilley</td>
<td>LES (USA &amp; Canada)</td>
</tr>
<tr>
<td>2011</td>
<td>Alan Lewis</td>
<td>LES South Africa</td>
</tr>
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### LES International Board of Directors 2011-2012

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Location</th>
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<tbody>
<tr>
<td>James Małackowski</td>
<td>President</td>
<td>LES (USA &amp; Canada)</td>
</tr>
<tr>
<td>Alan Lewis</td>
<td>Past President</td>
<td>LES South Africa</td>
</tr>
<tr>
<td>Kevin Nachtrub</td>
<td>President-Elect</td>
<td>LES Benelux</td>
</tr>
<tr>
<td>Patricia Bunye</td>
<td>Vice-President</td>
<td>LES Philippines</td>
</tr>
<tr>
<td>Paul Germeraad</td>
<td>Vice-President</td>
<td>LES (USA &amp; Canada)</td>
</tr>
<tr>
<td>Hector Chagoya Cortes</td>
<td>Vice-President</td>
<td>LES Mexico</td>
</tr>
<tr>
<td>Arnaud Michel</td>
<td>Vice-President</td>
<td>LES France</td>
</tr>
<tr>
<td>John Walker</td>
<td>Secretary</td>
<td>LES Australia &amp; New Zealand</td>
</tr>
<tr>
<td>James Sobieraj</td>
<td>Treasurer</td>
<td>LES (USA &amp; Canada)</td>
</tr>
<tr>
<td>Jean-Christophe Troussel</td>
<td>Legal Counsel</td>
<td>LES Benelux</td>
</tr>
<tr>
<td>François Painchaud</td>
<td>Legal Counsel</td>
<td>LES (USA &amp; Canada)</td>
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</tbody>
</table>
LES International Conferences in the future

<table>
<thead>
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<th>Date</th>
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<th>Location</th>
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<tbody>
<tr>
<td>5 April–12 April 2013</td>
<td>LES Brazil</td>
<td>Rio de Janeiro</td>
</tr>
<tr>
<td>21 May–23 May 2014</td>
<td>LES Russia</td>
<td>Moscow</td>
</tr>
</tbody>
</table>

LES Websites

LES International at www.lesi.org
LES Andean Community at www.lesandina.org
LES Arab Countries at www.lesarab.org
LES Australia and New Zealand at www.lesanz.org.au
LES Austria at www.les-austria.at
LES Benelux at www.les-benelux.org
LES Brazil at www.lesbrasil.org.br
LES Britain and Ireland at www.les-bi.org
LES Chile at www.leschile.cl
LES China at www.leschina.cn
LES Chinese Taipei at www.lesct.org.tw
LES Czech Republic at www.les-czechrepublic.com
LES France at www.les-france.org
LES Germany at www.les-germany.org
LES Hungary at www.les-hungary.hu
LES India at www.lesindia.org
LES Italy at www.les-italy.org
LES Japan at www.lesj.org
LES Korea at www.lesk.org
LES Malaysia at www.lesm.org.my
LES Mexico at www.lesmexico.org.mx
LES Philippines at www.lesphilippines.org
LES Poland at www.les-poland.org
LES Russia at www.les-russia.org
LES Scandinavia at www.les-scandinavia.org
LES Singapore at www.les-singapore.org
LES South Africa at www.licensing.co.za
LES Spain and Portugal at www.les-sp.org/v1/CartaPresentacion.aspx
LES Switzerland at www.les-ch.ch
LES Turkey at www.teklider.org.tr
LES (USA & Canada) at www.lesusacanada.org
LESI Treasurer’s Report

Revenue Generation and Expense Reduction

It is anticipated that additional revenue and/or reduced expenses will be required to present a balanced budget in 2013 and future years without transferring funds from reserves.

The Treasurer recommends that this should be a high priority item for a new Executive Director so that a plan can be presented to the Board at its meeting in Toronto in October. If a new Executive Director is not retained soon, then an ad hoc committee should be formed to develop a plan and present it to the Board in Toronto.

IMDM Toronto Registration Fees

Registration fees need to be set for the IMDM meeting in Toronto in October. Joenn suggests $500 for early registration and $600 thereafter, which are the amounts that were used for the Auckland meeting. Joenn also has recommended that we establish a late fee for persons who do not pay prior to the meeting.

Rio 2013 International Conference

LES Brazil sent a draft “Retainer Invoice” for the US$ 25,000.00. The documents were reviewed by LESI Counsel, who drafted a loan agreement to be used as the documentation of the transfer of funds. On May 3, 2012, the loan agreement was sent to LES Brazil for their review and comment. We are awaiting a response from LES Brazil.

Society Dues

2012 dues notices were sent to each member society on January 31, 2012. A second notice was sent on March 22 to societies that had not yet paid their dues. A third notice was sent on May 3 to societies that had not yet paid their dues. As of June 10, 2012:

- 23 societies have paid their dues in full.
- 7 societies have not paid their dues: Austria, Brazil, Chile, Hungary, India, South Africa and Turkey
- USA/Canada has made its second quarterly payment of 25% of its total dues

On June 10, 2012, the LESI Treasurer sent a personal email to the secretary and presidents of the following societies, requesting payment of their Society’s dues as soon as possible: Austria, Brazil, Chile, Hungary, India, South Africa and Turkey.

Financial Reports

Status as May 31, 2012:

| Total Assets: | $ 1,442,600 |
| Total Liabilities: | $ 32,781 |
| Total Equity: | $ 1,409,819 |

Investments

$800,000 has been invested in the following ladder of CDs.

<table>
<thead>
<tr>
<th>Amount</th>
<th>Issuer</th>
<th>Rate</th>
<th>Maturity</th>
</tr>
</thead>
<tbody>
<tr>
<td>$200,000</td>
<td>GE Cap Retail Bank</td>
<td>0.3%</td>
<td>June 18, 2012</td>
</tr>
<tr>
<td>$200,000</td>
<td>Bank of India NY</td>
<td>0.3%</td>
<td>September 26, 2012</td>
</tr>
<tr>
<td>$48,000</td>
<td>Beal Bank SSB</td>
<td>0.35%</td>
<td>December 19, 2012</td>
</tr>
<tr>
<td>$152,000</td>
<td>Bank of China</td>
<td>0.65%</td>
<td>December 31, 2012</td>
</tr>
<tr>
<td>$200,000</td>
<td>Goldman Sachs Bank</td>
<td>1.1%</td>
<td>March 21, 2012</td>
</tr>
</tbody>
</table>

The Investment Committee is evaluating other investment options, and will submit its recommendation in due course.
## Finances per 31 December 2011 in US$

### Revenues

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Dues</td>
<td>373,765</td>
</tr>
<tr>
<td><em>les Nouvelles</em> and Membership Directory</td>
<td>309,691</td>
</tr>
<tr>
<td>Meetings Revenue</td>
<td>184,670</td>
</tr>
<tr>
<td><em>les Nouvelles</em> Revenue</td>
<td>25,850</td>
</tr>
<tr>
<td>Investment Revenue</td>
<td>169</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>110</td>
</tr>
<tr>
<td>Royalties Revenue</td>
<td>1,282</td>
</tr>
</tbody>
</table>

**Total Revenue** 895,537

### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Publications</td>
<td>304,958</td>
</tr>
<tr>
<td>General and Administrative Costs</td>
<td>164,177</td>
</tr>
<tr>
<td>LESI Delegates and Board Meetings</td>
<td>259,031</td>
</tr>
<tr>
<td>LESI Directors Expenses</td>
<td>108,522</td>
</tr>
<tr>
<td>LESI Committees</td>
<td>43,946</td>
</tr>
<tr>
<td>Endowment Projects</td>
<td>42,500</td>
</tr>
<tr>
<td>Communications</td>
<td>114,516</td>
</tr>
<tr>
<td>Young Members Congress</td>
<td>2,291</td>
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</tbody>
</table>

**Total Expenses** 1,039,941

**Excess of Revenue over Expenses** (144,404)

### Current Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash on Hand</td>
<td>153,040</td>
</tr>
<tr>
<td>Cash in Endowment</td>
<td>201,826</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>93,437</td>
</tr>
<tr>
<td>Allowance for Doubtful Accounts</td>
<td>(1,000)</td>
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<tr>
<td>Prepaid Expenses</td>
<td>117,531</td>
</tr>
<tr>
<td>Short Term Investments</td>
<td>843,688</td>
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</tbody>
</table>

**Current Assets** 1,408,522

### Current Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>66,939</td>
</tr>
<tr>
<td>Advance Dues, Registrations, Advertising</td>
<td>190,009</td>
</tr>
<tr>
<td>Accrued Expenses</td>
<td>14,309</td>
</tr>
<tr>
<td>Due to LES</td>
<td>96,037</td>
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</tbody>
</table>

**Total Liabilities** 367,294

### Fund Balance

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Excess of Expenses over Revenue</td>
<td>(144,404)</td>
</tr>
</tbody>
</table>

**Fund Balance** 1,185,632

**Total Liabilities and Fund Balance** 1,408,522
Contact

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Colophon

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