HARNESSING THE WINDS OF CHANGE
Advancing Intellectual Business Practices In Today’s World
In this Annual Report of the Licensing Executives Society (U.S.A. and Canada) Inc., the Society highlights the achievements, activities and events of the 2016-2017 year, under the leadership of President and Chair Brian O’Shaughnessy, and presents the plans of President and Chair-Elect Bill Elkington for the 2017-2018 year. Brian completes his term of office at the 2017 Annual Meeting in Chicago in October, and Bill will be elected and installed as President and Chair at that meeting. Because the Society’s fiscal year is the calendar year and this Annual Report is published at the end of the outgoing president’s term, the current report of Treasurer Gauri Prakash-Canjels is for the calendar year ending December 31, 2016. Gauri summarizes the highlights for 2016, identifies the biggest financial challenge for LES in the future, and outlines the actions that LES is taking for improved financial performance. The full report for 2017 will be made after the end of the calendar year.

Also presented are the biographical sketches of the Officer and Director candidates for election at the 2017 Annual Meeting. The Society and the Annual Report Committee encourage the wide dissemination and use of this Annual Report, both as an informative publication of the many activities and programs of the Society in which LES volunteers have expended many thousands of hours throughout the year, and as a promotional tool for the Society. We welcome the broad use of the Annual Report as well as comments and suggestions for future issues.

The Committee again expresses its special thanks on behalf of the Society to Carla Blackman and Anita Zakrajsek of Design Interface Inc. for their careful and competent work in assembling this report, making the Committee’s role a very easy task. And as Editor of this report, and after more than 40 years of membership with LES, I wish to express my own heartfelt appreciation to LES for the opportunities, experiences, and personal and professional relationships that I have enjoyed in LES.

Tom Small
Annual Report Editor
Past-President, LES (U.S.A. & Canada)
Q: LES (U.S.A. & Canada) seems to be evolving rapidly, where is it going?

LES (U.S.A. & Canada) (LES) is on a well-charted path to greater relevance. Where LES has traditionally had an inward focus, emphasizing education, best practices, and networking for its members, we now embrace a broader societal perspective. The management and commercialization of innovation and associated intellectual property has always been a potent economic driver in both the U.S.A. and Canada. But, as the speed and relevance of technological advancement have increased, it has become especially important. With that, it is likewise critical that organizations such as LES engage in developing consensus on laws, policies, and standards of practice that the entire innovation ecosystem can support.

LES is a resource and a repository of expertise relating to all things affecting the innovation economy. We are unlike most other professional societies that cater to a specific profession. Ours is a society made up of diverse professionals, with diverse backgrounds, perspectives, and experience, but all of whom are engaged in bringing the fruits of innovation more rapidly to market. This is a tremendous benefit to society, and aids in the creation and cultivation of new industries, new markets, and new products. The innovation ecosystem is enhanced by the people and perspectives of LES, and it is an honor and a privilege for us collectively to put that expertise to good use for society’s benefit.

Q: What are some of the strategic initiatives that you think are most relevant to our members?

LES has several strategic initiatives relevant to our members, their careers, and their legacies. Chief among these are: i) advocating for balanced laws and policies for the effective use and transfer of intellectual property rights; and ii) working collectively to promote responsible and ethical practices through the development of consensus standards. We encourage all of our fellow members to join in these initiatives, and to work with us in devising additional initiatives to advance the development of new and useful technologies. We can do much more collectively than any of us can do on our own.

Now you might ask why we have chosen to make advocacy and standards development our principal strategic initiatives, and why is that relevant to our members? The innovation ecosystem is a complex and interdependent system. It is built upon an intricate set of laws and policies for the protection of intellectual property rights. If those laws and policies do not support development and commercialization of new technologies and new products, innovation will decline, investment in new industries will diminish or go elsewhere, economic growth will stall, and society will be deprived of new products and services.

More than any other group, LES members understand the importance of this ecosystem and what it needs to run smoothly. We also know that these things are not well understood by the general population or, for that matter, by our leaders and lawmakers. Yet many are advocating for changes to this system. No matter how well-intended, any change to a system so complicated will have unintended consequences, and perhaps profound adverse effects. We have already seen many unfold with the implementation of the America Invents Act (AIA). A system as complicated and consequential as this demands the dedicated attention of knowledgeable experts, and it requires the collective effort of a vast array of talent and experience. It is incumbent on us, the members of LES, to be the stewards of innovation, and to ensure that effective legal regimes and responsible industry practices are established to ensure that stewardship is fruitful, and that it serves the public good.

Q: What recommendations would you offer the future leaders of LES?

We must focus on those things that bring value to our members, and meaning to their involvement. LES is a volunteer-driven professional society—our members lead the society, and perform all of its good works. And they do so through the dedication of their own time, talent, and treasure.

We are our members. We must encourage and empower every member of our society to engage in meaningful and fulfilling

President, continued in Page 4

From left: Rachel Kreppel, Tim Lowman, Brian O’Shaughnessy and Gary Fedorochko.
Dear Friends and Colleagues,

It is a great honor to serve you as your next president and chairman of LES (U.S.A. & Canada). Thank you for your support as I take on this new role.

And thank you for your involvement in LES. LES is a volunteer-based professional organization, whose accomplishments and contributions to the economies of the United States, Canada, and the wider world are only possible through the good work of its members, whether working in our chapters, sectors, special interest committees—such as the public policy committee and LES Standards—meeting planning, and education.

It is through your hard work that LES is able to help the world understand the power and value of excellent intellectual capital management. You are the light that illuminates intellectual capital best practices and helps others to understand better how to create, manage, preserve, and extract value in intellectual capital.

LES was founded to share and improve best practices in the field of intellectual property licensing. Over the past 50 years, it has become a home for professionals practicing in many related fields, as well as those specializing in licensing. However, some of us don’t do licensing any longer or, if we do, we find ourselves doing many other intellectual capital management tasks as well.

I have spoken with quite a few people over the years who have left LES, and when I’ve asked them why they haven’t renewed their memberships, they often will say that they no longer do licensing. They will say that they are now involved, for example, in managing strategic partnerships, developing intellectual property strategy (as a support to the enterprise’s business strategy), teaching people in their organizations about intellectual capital management, managing their company’s transition from being a hardware-based products company to being a software- and information-based services company, managing intellectual capital in their company’s supply chain, valuing intellectual capital in transactions, and developing and implementing policy and procedure around intellectual capital transactions.

Why would people engaged in this sort of work not feel like LES is still their professional home? This may be so because the content at meetings and in our education has been focused on licensing and has not broadened sufficiently to demonstrate LES’s continued relevance to people engaged further afield in intellectual capital management.

So with your help and support, and with the help and support of the LES board, I’d like to change this. I’d like us to make LES a more welcoming and valuable community to those who no longer identify themselves as licensing people and who now identify themselves as intellectual capital management people.

I’d like your help to make LES a bigger and more diverse place in which people in intellectual capital management feel like they can find people who do what they do and can find content that speaks to what they do.

This will mean that we will intentionally broaden our meetings and education to include meaningful intellectual capital management content that speaks to traditional areas of interest, and also speaks to topics that we haven’t covered so well in the past.

We intentionally want to make the LES tent bigger. We believe the conversation will be richer and more interesting and more diverse, and we believe that LES’s contribution to the profession will grow because of this greater diversity.

Growing the LES tent bigger will be a journey. We will add a bit of canvas here and there and see who comes to join us. As we become more hospitable to a broader professional calling, we think we will offer more to everyone. Thanks very much for your help in making this shift.

And thanks for helping LES to grow in its relevance to the broader intellectual capital management profession.

Thank you for your help and participation.

Bill Elkington
TREASURER’S Report
by Gauri Prakash-Canjels

Q: What are the financial highlights for 2015?

Gauri: 2016 was a very successful year for LES from a financial standpoint. We ended 2016 with $475,314 in surplus. This surplus of half a million is the largest we have seen in the last seven years. Although our revenue in 2016 was lower than it was in 2015, we were able to reduce our expenses in 2016 by more than $1 million versus 2015. The main driver of the reduced expenses was the expenses incurred at the Annual Meeting of 2016 in Vancouver, Canada. By way of comparison, we ended 2015 with a $71,000 surplus and 2014 with a $900,000 deficit.

Q: What is the biggest financial challenge for LES?

Gauri: In my opinion, the biggest financial challenge facing LES is that historically, our membership dues receipts have failed to cover our fixed expenses. Before 2015, our administrative expenses routinely exceeded our dues receipts by $500,000 each year. Although we successfully narrowed this gap in 2016, our administrative expenses in year 2017 have an added administrative expense of the CEO’s salary. On the other hand, our membership dues for 2017 are lagging behind the budget for 2017 by $300,000 (budget of $1,118,000 and actual as of August 2017 of $799,000). In July this year, the budget was revised down to $930,000. Historically, we have relied on meeting surpluses to fund our operations and cover our fixed costs. Consequently, it is very important for meeting budgets to be met. The IP100 Meeting in 2017 generated the budgeted surplus, however, the Spring Meeting had a budgeted surplus of $45,000 but it generated a deficit of $10,000. Our performance at the Annual Meeting, therefore, is critical.

Q: How is LES addressing this challenge?

Gauri: LES is addressing this challenge by seeking to turn a corner by managing its expenses for the Annual Meeting, generating additional sponsorship revenue for the Annual Meeting, cutting LES administrative costs (without affecting the quality of LES offerings) and offering more Education courses to address the potential issue.

Financial Summary

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collective activity that advances their career, serves the public good, and advances innovation and economic growth. Just as the LES membership must serve as stewards of the innovation economy, so too must the LES leadership be the stewards of that collective effort. Thus, LES leadership should focus on member fulfillment while adhering to the time-honored traditions that characterize the LES community—collaboration, mentoring, and networking, all in a spirit of fun and fellowship.

Well, that sounds good, but how do we get there? Over the past several years, we have been engaged in long-range strategic planning. While remaining a work in progress, we have done good work with demonstrable results. We have moved toward a model of greater shared governance, enhanced transparency, and deliberate leadership development. Anyone interested in leadership opportunities need only say so.

Through greater participation, the voice of our membership will be more clearly heard and implemented. Our future leaders will work together toward common goals and objectives, and these will be openly discussed, decided, and implemented. By steering the ship on a steady course, one that aligns with our members’ interests, the society will have greater relevance, and will represent a common purpose, and will be more actively engaged in the issues of the day affecting our profession.

Although subject to change, that purpose might now be expressed as a society dedicated to developing and disseminating industry consensus on how best to foster innovation and its commercialization through strong, fair, and prudent IP laws, policies, and practices.

At bottom, all of this requires an active and engaged membership. We need our members to be the everyday leaders of this society, to develop and advocate for initiatives that are meaningful for them and their profession, and to participate in the deliberations and the ongoing good works of the society. The future of the innovation economy throughout the U.S.A. and Canada depends on it.

Thank you for your help and participation.

Brian P. O’Shaughnessy
Announcing the Competition Winners

Licensing Executives Society (U.S.A. and Canada), Inc.

The Business Plan Competition:
The Business Plan Competition teaches IP strategies through a hands-on approach. Unlike many others, the goal of this competition is education based. While there are financial rewards for the winners to entice contestants to join the competition, the learning that takes place is acknowledged by just about every contestant as being worth far more than the financial reward. The competition follows a rigorous learning opportunity through mentorship and donated IP management tools and services. That six month process includes i) the opportunity to use commercially available IP search and analysis software provided by a number of vendors, ii) mentors assigned to each group that provide one-on-one learning, review of business plans to embellish IP aspects of the plan and iii) donated services from law and consulting firms to help each team improve their IP position.

Throughout the 2017 competition, participating teams worked closely with seasoned professionals to discover concepts that take many years of experience to learn. For more than a month, LES members mentored eight finalist teams from Canada, Hong Kong, Indonesia, and the United States on the intellectual property strategy aspects of their plans in preparation for the final round of the Competition. It was hosted at the Baker Hostetler offices, Washington, DC in conjunction with the LES (U.S.A. & Canada) Spring Meeting. The eight competitors presented business plans and videos in live virtual sessions and responded to questions from a panel of 12 on-site and at-large global experts, representing more than 200 collective years of business and IP strategy experience. The first round of the Competition took place over three months, during which time the teams had access to IP strategy mentors from LES and IP analysis tools.

Future Goals
While the majority of the Foundation’s efforts centered around the competition last year, we also began a process to secure additional funding so that we can continue to improve the Business Plan Competition and look into new programs that will serve our mission. Given the financial challenges that lie ahead, we plan to focus a significant amount of time during the 2017–2018 LES year towards developing funding that will serve the Foundations long term goals. We look forward to our members support for the Foundation.

Mission:
The LES Foundation is the philanthropic arm of LES. The Foundation’s mission is to educate students, young professionals, and entrepreneurs as to how to utilize Intellectual Property (IP) to achieve their goals. Congruent with this mission is to provide on-going education, networking and mentorship opportunities for these individuals through LES membership and attendance to LES events, both at the local chapter and national level.

Tactics:
Currently the Foundation sponsors two events to achieve its mission. They are:

1) The Frank Barnes Award for exceptional mentorship
2) The Business Plan Competition.

The Frank Barnes Award:
Every year one person is selected to receive the Frank Barnes award. This is done to formally recognize and reward one individual each year for their dedication to helping others learn about best practices in IP management and licensing. Mr. Barnes is remembered as an individual who dedicated himself to helping others excel in the field of IP management and licensing. He gave countless hours to others and became an example of mentorship at its greatest. The recipient of the award is recognized publicly by LES (U.S.A. & Canada). In many cases the recipient donates the award back to the Foundation. This giving back and the funds endowed for the award is able to maintain the award for the future.

2017 Spring Meeting attendees engage the IoT panel after their remarks.

by Don Drinkwater, LES Foundation President

LES FOUNDATION Report

by Don Drinkwater, LES Foundation President
CHIEF EXECUTIVE OFFICER’S Report

by Kim Chotkowski

Dear Colleagues,

Since 1965, LES (U.S.A. & Canada) has been a leader in the business of intellectual property, bringing together a diverse group of professionals across many industries and disciplines. It is our diversity and member involvement that sets us apart from other societies and conference programs. I am honored to be the first LES (U.S.A. & Canada), CEO.

In furtherance of our Society’s mission, in the past 10 months I have worked on executing and enhancing the LES 2020 Strategic Plan. Our five-year strategic plan was created to increase the LES value proposition, strengthen our Society’s industry support and increase our member/sponsor return on investment. I connected with members, sponsors and industry thought leaders to understand membership goals, and support our Society, industry and the IP community. As one might expect, the responses were diverse, yet the theme was clear; the desire for LES to spearhead the mission for a strong, clear IP system and for the opportunity to be involved in the Society on a personal and unique level. To that end, LES continues to be involved with producing industry relevant material (programs, articles and education) and responding to industry activity be it legal, procedural or political. Furthermore, LES will be introducing new meetings, programs and other activities that will address the diverse interests and that will seek to elevate our Society.

FRANK BARNES Mentor Award Recipient

by Tanya Moore, LES Past-President

Bio/Pharma Business Executive Bill Mattson Named 2017 Frank Barnes Mentor Award Recipient

Bill Mattson, a business and licensing executive, was named the 2017 Frank Barnes Mentor Award Recipient by the LES Foundation. The award was presented during the 2017 Annual Meeting in Chicago.

Bill Mattson has spent over 40 years in the bio/pharma industry at Abbott Labs, Monsanto/Searle, and eventually founding and growing (until its acquisition) The Mattson Jack Group, a business consultancy including licensing. Most recently, Bill was an operating partner with Linden Capital, a healthcare-focused, private equity firm. Bill has been involved in $6 billion of pharma transactions spanning branded, generic, and OTC categories. In addition to his professional duties, Bill has “mentored many of us in LES on licensing, career development and personal life” to quote one of the nomination submissions.

The Frank Barnes Mentor Award was established in 2000 to memorialize Frank Barnes’ extraordinary contributions to the field of licensing through mentorship. In his honor, the award is given annually to an LES member who has contributed significantly to the field of licensing and to the development of fellow licensing professionals through outstanding mentorship activities.

“Bill Mattson was nominated by his peers and mentees, with 20-40 years of IP licensing and business development experience,” says Tanya K. Moore, Chair of the Frank Barnes Award Nominating Committee. “As one nomination aptly states, if Frank Barnes is the Dean of Pharma Licensing, Bill Mattson is the disciple who inspired, mentored and taught the next generation.”

Bill has been an active member of the Licensing Executives Society since 1990. Although recently retired, Bill continues to mentor the next generation of business and licensing executives in bio/pharma and remains involved in education more generally through his service as a Board of Directors Trustee for the St. Louis College of Pharmacy.
**CANDIDATES 2017-2018**

**BILL ELKINGTON**
For President and Chair-Elec

Bill Elkington is the LES (U.S.A. & Canada) Chairman-elect and President-elect. He serves on the LES (U.S.A. & Canada) Board of Directors as the Public Policy/Regional VP, USA. He currently is co-chair of the LES Standards initiative, whose purpose is to develop standards for the field of IP management. He also is a member of the Aerospace Industries Association, Intellectual Property Committee, where he works on education and policy issues with colleagues from other aerospace companies, specifically regarding software and data rights in Department of Defense contracting.

He is Senior Director of IP Management at Rockwell Collins, where he has provided leadership in multiple dimensions of IP management for the past 14 years. These duties include the application of IP protection, valuation, business relationship, and transaction strategy to business strategy, as well as enterprise policy, procedure and training. Rockwell Collins is an aviation and high-integrity solutions company that supplies its commercial products and services to military customers world-wide.

Bill is regarded as a thought leader in the field of IP management. He has written many articles for IAM Magazine and been the subject of several round-table interview articles written by others for IAM. He is also a member of the IAM Strategy 300, an elite global group of IP strategists.

Prior to joining Rockwell Collins, Mr. Elkington was co-founder and VP of Program Management at MeshNetworks. Before joining MeshNetworks, he held positions at ITT's Aerospace/Communications Division (A/CD) and General Electric's R&D organizations.

Bill is a Phi Beta Kappa graduate of the University of Michigan, and his advanced degrees are from Syracuse University.

**BRIAN O’SHAUGHNESSY**
Immediate Past-President and Past-Chair

Brian P. O’Shaughnessy is the elected President and Chair of the Board of LES. He has served on the LES Board of Directors since 2007, and on the Board’s Executive Committee since 2011. Previously, Brian has served as LES Regional Vice President, USA, responsible for the Society’s public policy positions, and as Trustee for Education. Brian chaired the LES 2013 Annual Meeting Committee, and has served on the LES IP100 Executive Forum Planning Committee since 2012. He has been an author and instructor for LES Education since 2002, and a co-creator of the LES CLP Exam Review Course. He has represented LES as a lecturer at the Global Intellectual Property Academy of the U.S. Patent and Trademark Office (USPTO), and at the U.S. Dept. of Commerce, International Trade Administration, Special American Business Internship Training Program (SABIT), addressing the commercialization of intellectual property. Brian has served LES as an International Delegate to LES International (LESI) since 2005, and as co-chair of the LESI Education Committee (2014-2015), and as Vice-chair of the LESI Life Sciences Committee (2015-2016).

Brian is a partner in the Washington D.C. office of the law firm Dinsmore & Shohl, LLP. He is a registered patent attorney with 30 years’ experience in all aspects of intellectual property law. He works with innovation-oriented enterprises in building global IP portfolios, using IP to competitive advantage, and structuring IP-related transactions. He represents clients in contested matters in federal court, the International Trade Commission, and in post-allowance proceedings before the USPTO.

Brian has been among the “IAM Strategy 300—The World’s Leading IP Strategists,” and IAM’s “World’s Leading Patent & Technology Licensing Lawyers.” He has served on the Steering Committee of the Intellectual Property Law Section of the District of Columbia Bar (2013-2016). He is a graduate of Syracuse University College of Law, and Rochester Institute of Technology, Department of Chemistry (B.S., M.S.). He has served on RIT’s Board of Trustees since 2005, and on the Board’s Executive Committee since 2011. Brian has also served as President and Chair of the Board of RIT’s Alumni Association (2005-2009). In 2013, Brian was the recipient of RIT’s Outstanding Alumnus Award in recognition of professional accomplishments, as well as service and generosity to the university.

**ROBERT F. HELD**
For President and Chair-Elec

Bob has been active in LES (U.S.A. & Canada) since 1998 having served in the following roles: Chair of the Aerospace and Transportation Subcommittee of the High Tech Sector (HTS) 2006-2007, Co-Chair and co-author of the HTS Royalty Rate and Deal Terms Surveys for 2011 and 2014, Secretary of the HTS 2011-2012, Vice-Chair of the HTS 2012-2013, Chair of the HTS 2013-2014, Workshop Chair for the 2012 HTS Winter Meeting, Program Chair for the 2012 LES Annual Meeting, Program Chair for the 2013 LES Annual Meeting, and LES Trustee for Content Creation, Capture and Delivery on the LES Board of Trustees 2012-2014. Currently Bob holds the position of Vice President of Education on the LES Board of Trustees. In addition, Bob has organized and presented workshops and mini-plenary sessions on a variety of IP topics, and is a frequent LES faculty member.

Bob is the President of Held Intellectual Property, LLC, and recently worked for TeleCommunication Systems, Inc. (TCS) in Annapolis, Maryland as the Vice President, Intellectual Asset Management, responsible for the strategic management and monetization of TCS’s IP portfolio. All assets of TCS were acquired in February 2016. Immediately prior to joining TCS, Bob worked for Northrop Grumman Corporation, Electronic Systems Sector from 2003-2011 as the Director of the Intellectual Property & Strategic Technology Agreements business unit, and from 1998-2003 he worked at the IP firm British Technology Group (BTG) International.

Bob has been a Certified Licensing Professional (CLP) since 2008 and was named to the “IAM Strategy 300—The World’s Leading IP Strategists” in 2015 and 2016. Bob received his Bachelor of Science in Electrical Engineering from Villanova University and his MBA from Drexel University’s LeBow College of Business.
CANDIDATES 2017-2018

KEVIN SPIVAK
For Secretary

KEVIN SPIVAK currently serves as Director Membership & Member Engagement on the LES Board of Directors. He previously served as the Chair of the High Technology Sector for LES (U.S.A. & Canada). Kevin is a member of the intellectual property law firm of Vierra Magen Marcus LLP. His experience includes managing and securing intellectual property rights in a wide variety of technologies for domestic and global corporations.

Mr. Spivak represents major corporate clients in counseling, prosecuting and preparing both foreign and domestic patent applications, including filings via the Patent Cooperation Treaty. He also advises in support of patent litigation and licensing negotiations, including cases before district and federal courts and the International Trade Commission (ITC), and prepares infringement, validity, freedom-to-operate and patentability opinions. He also conducts due diligence studies in all aspects of intellectual property.

The technologies involved in Kevin’s daily practice include networks, telecommunications, mobile devices, VoIP, Internet telephony, power generation, semiconductors, optics, display technology, DVD technology and standards, gaming, automotive, computer hardware and software, and business methods.

Before completing law school he was a Patent Examiner in the USPTO, where he examined patent applications in computer-related technologies. Kevin received a B.S. in Computer Engineering from The George Washington University and a J.D. from The American University, Washington College of Law.

MIKE PELLEGRINO
For Treasurer

MIKE PELLEGRINO is an active member of LES (U.S.A. & Canada) and is the Founder and President of Pellegrino & Associates, LLC (P&A), a boutique intellectual property (IP) valuation firm. He has significant experience valuing patents and other forms of intellectual property, establishing royalty rates, and evaluating businesses. His company engagements number more than 400 for more than 200 clients, ranging from Fortune 100 companies like IBM, GE, State Farm, Liberty Mutual, American Express, and Lockheed Martin to startups.

Mike’s experience positions him as a market leader in intangible asset valuation. He is the author of first and second editions of BVR’s Guide to Intellectual Property Valuation, selling more than 700 books to a variety of customers including attorneys, tech transfer officers, business valuation firms, competing IP valuation firms, and more. In addition, his finance-and software-related articles appear in internationally and nationally recognized outlets such as IAM Magazine, CFO Magazine, MSNBC.com, FoxNews.com, and others. Mike has had the pleasure of teaching thousands of people about valuations. Various venues around the globe, including law firms, universities, accounting firms, appraisal firms, valuation firms, state bar associations, and other organizations, frequently request his expertise at speaking engagements regarding intangible asset valuations and the tax effects of embedded application software and intellectual property.

His educational background includes a Bachelor’s degree in computer science from Indiana Institute of Technology and a Master’s degree in business administration from Ball State University. He also completed additional accounting coursework sufficient to fulfill the academic requirements for an undergraduate accounting degree. In addition, he completed both the 15-hour and 7-hour update USPAP training programs. He remains current with all USPAP training. Further training involves numerous ICLEF and NBI seminars on a variety of issues.

IDA SHUM
Senior Vice President, Membership, Communications & Technology

IDA SHUM has been an active member of LES serving as Senior Vice President, Membership, Communications & Technology. Previously, she served as a Trustee at Large. She was also the Chair of the Industry-University-Government Interface (IUGI) Sector. In that capacity, Ida planned meeting content for the IUGI Sector at LES (U.S.A. & Canada) Meetings. Prior to joining IUGI, she was a contributing member to the Chemistry, Energy, Environment and Materials (CEEM) Sector in planning the Annual Meeting workshops, mini-plenary sessions and networking events.

Ida is the Senior Manager of Business Development for Samsung in San Jose, California, where her primary role is to identify intellectual property assets for the company. Ida’s career began as a patent attorney before moving onto licensing and commercialization. Previous to Samsung, she worked at Idaho National Laboratory (INL) and Lawrence Livermore National Laboratory (LLNL) creating technology partnerships with industry, private entities, nonprofits and academia.

Ida earned her B.S. in biochemistry from UCLA (1999) and her J.D. from the University of Notre Dame (2003). While at Notre Dame Law School, she served as Editor-in-Chief of the Journal of Legislation. She is admitted to practice before the California State Bar and the USPTO.
**CANDIDATES 2017-2018**

**Gary Fedorochko**  
For Senior Vice President  
Meetings, Education & Strategic Alliances

Gary has served on the LES Board of Directors as Senior Vice President Meetings, Education and Strategic Alliances since 2016. Previously, he was the Trustee for Education: Webinars and has served as the Trustee for Sponsorship. Gary also served as President of the LES Foundation from 2014-2016 and Secretary from 2013-2014. Additionally, he was the Co-Chair of the 2012 Annual Meeting and one of the leaders responsible for the strong programming planned for the 2012 Annual Meeting. An active member of the High Tech Sector (HTS) for over 10 years, Gary has served as Chair of the HTS Standards Committee, a facilitator at roundtable sessions and a frequent member of Annual Meeting planning committees.

Gary is a shareholder with the law firm of Banner & Witcoff, Ltd. He has practiced intellectual property (IP) law for over two decades. He has a broad base of experience in IP including involvement in all phases of the preparation and prosecution of patent applications before the USPTO, participating in patent infringement litigation in U.S. District Courts and post-issuance proceedings including preparation of IPRs. Also, Gary advises clients on IP issues including portfolio management, due diligence, validity and right-to-use opinions and licensing matters. In recent years, Gary has spoken on topics related to the America Invents Act (AIA).

Gary earned a B.S. in Computer and Systems Engineering from Rensselaer Polytechnic Institute and a J.D. from the George Washington University Law School.

**Rachel Kreppel**  
For Vice President Public Policy and Standards

Rachel has been a member of LES since 2002. She has been an active member of LES participating on the Public Policy Committee for the last several years. She currently serves as a Trustee at Large.

Rachel is Senior Assistant General Counsel for Purdue Pharma L.P. in Stamford, Connecticut. She manages patent litigation, primarily Hatch-Waxman cases, and settlements of patent litigation. She also is involved with IP licensing. After law school, Rachel went directly in-house to Purdue. At the beginning of her career, her work was focused on licensing agreements to support Purdue’s discovery research and other research groups, including licensing agreements with universities.

In 1999, Rachel received her B.S. in Chemistry with a minor in Management (concentrating on Entrepreneurship) from Rensselaer Polytechnic Institute. She attended Chicago-Kent College of Law in its Honors Scholars program and received a J.D. with a certificate in Intellectual Property in 2002. She is admitted to practice in the states of Connecticut and New York and the USPTO.

**Jim Bratton**  
For Director, International

Jim is an active member of LES (U.S.A. & Canada) and is the Assistant Vice President for Economic Development, and is also the Executive Director of the Commercialization and Venture Center at The University of Oklahoma. He teaches Entrepreneurship in the Price College of Business and manages two technology investment funds for OU. Jim is also the Chairman of the Oklahoma Venture Forum.

Prior to joining the University, Jim spent over 15 years as a Venture Capitalist investing in start-ups and university spin-outs. He has led new company formations, follow-ons, strategic partnerships and exits, as well as secondary investments in partnership funds. Most recently, Jim led an Atlanta-based IP search firm, IP2Biz, to a successful turnaround by implementing a new business strategy, company reorganization and financial recapitalization.

Jim began his career with BFGoodrich Aerospace managing operational and customer support resources for commercial airlines in Europe, Africa and the Middle East. He is an Eagle Scout, Scoutmaster, recipient of the Charles L. Sommers Triple Crown Award and an avid fly fisherman. He earned his MBA from Duke University and holds a BA in French and Economics from Sewanee: The University of the South.

**Louise Levien**  
For Director, Local Chapters West

Louise Levien has served LES as Meeting Chair for the 2016 Spring Meeting in Houston. She was also active in Houston as Chair-Elect of the Houston Chapter from 2012-2013 and Co-Chair of the Houston Chapter from 2013-2015. She was a member of the Nominating Committee in 2015-16 and 2016-17, as well as organizing and teaching IP and Licensing Basics—A One Day Review (many times); also a Committee Member for IP100 in 2016.

Louise is currently a Senior Planning Associate at ExxonMobil in Upstream Research. She has worked in a diverse series of assignments at Exxon and ExxonMobil for over 30 years. She has performed research in Petrophysics, Geologic Modeling, and Visualization, supervised diverse research programs and held several assignments in Planning and Analysis. After working with IP from the business side of ExxonMobil for many years, Louise joined the ExxonMobil Upstream Research Center’s Commercial, Intellectual Property and Licensing group in 2007. She is responsible for IP processes, the intellectual property aspects of agreements, and licensing transactions impacting ExxonMobil’s upstream business.

She holds a ScB degree in Geological Sciences from Brown University and MS and Ph.D. degrees in Geochemistry from Stony Brook University. She is a Certified Licensing Professional (CLP).
Since 2011, Annie Gauthier has served as the chair of the Montréal chapter of the LES (U.S.A. & Canada). Under her leadership, the Chapter has been awarded various recognitions, including the Membership—Small Chapter Award and the Excellence in Leadership Award. She also served as Trustee on the Board of the LES Foundation in 2015.

She serves as the Director, Transactions at Pharmascience Inc., the 10th largest pharmaceutical company in Canada. Annie was called to the Québec Bar in 2002 and began her career at Ogilvy Renault LLP, now Norton Rose LLP, as an Intellectual Property attorney. In this capacity, Annie was frequently involved in the drafting and negotiation of complex transactions in the field of Life Sciences. In 2007, Annie joined Davies Ward Phillips & Vineberg, her practice focusing on private mergers and acquisitions, both domestically and internationally.

Academically, she has been involved for several years as part of a licensing course on Trademark and Patent, jointly organized by the Intellectual Property Institute of Canada (IPIC) and McGill University.

Her desire to help her peers thrive, coupled with a strong desire to contribute to her community as an independent professional woman, led Annie to found Dress for Success Montréal, whose mission is to provide women from all walks of life with the tools they need to succeed.

In her spare time, Annie is an avid runner and has a particular affinity for the Granby half marathon held each year in September. She hopes one day to complete the race in under 1 hr, 50 minutes, but until then, she trains by running after her two small children, who are her first priority.

Annemarie Meike is currently the Director of the LES International Business Plan Competition, and has held key leadership and founding roles in the Licensing Executives Society (LES U.S.A. & Canada) and the LES Foundation. She is a member of several technical professional societies.

Annemarie is a Business Development Executive having responsibility for commercialization of technologies and management of intellectual property portfolios for energy, environment, sensors, wireless technologies and nanomaterials at LLNL since 2000. Named by Intellectual Assets Magazine as one of the World’s Leading IP Strategists, she negotiates business partnerships, and coaches and facilitates successful start-up companies, several of which have received prestigious R& D 100 awards. She also has engaged in business development and technical audits in the former Soviet Union, on behalf of the U.S. Department of Energy and the U.S. State Department. Annemarie has been recognized for excellence in technology licensing and the development of working partnerships by Santa Clara University, LLNL and the Federal Laboratory Consortium (FLC).

She joined LLNL in 1989 to design, build and manage a multi-disciplinary scientific program predicting the ultra-long term degradation of materials, which she directed for 10 years. She was co-founder and organizing chair of the International Alloy Conferences, and sits on an Advisory Board of a National Science Foundation International Materials Institute. Annemarie holds a Ph.D. in Geology with an emphasis in Materials from University of California, Berkeley, and a J.D. from Santa Clara University. Annemarie has travelled widely, including research as a Senior Fulbright Fellow at Australian National University and teaching secondary school in Sierra Leone, West Africa. She has owned and directed two start-up companies, one in the U.S. and one in Australia.

Gillian Fenton has been a member of the Licensing Executives Society for more than 20 years and currently serves as Chair of the Editorial Board of LES Insights, the society’s weekly online newsletter. She is a seasoned senior executive with 30 years of experience in the biotechnology industry, including more than 23 years of experience as an IP strategist and biopharmaceuticals patent and transactions attorney.

Gillian joined GSK Vaccines in April 2016 and is presently Senior Counsel, Vaccines Legal Operations—Innovation, Business Development and Strategic Alliances. Her responsibilities include managing GSK Vaccines’ portfolio of R&D contracts with the U.S. Government, as well as leading in-bound and out-bound product and platform technology transactions for GSK’s new U.S. Vaccines R&D Center in Rockville, MD.

Prior to joining GSK, in September 2015, Gillian launched Fenton IP Solutions LLC, a specialty legal consulting firm delivering sophisticated, business-centric strategies for intellectual property and licensing matters to life sciences clients. In May 2015, Gillian was awarded a Corporate IP Star by Managing Intellectual Property Magazine. She also worked for Emergent BioSolutions Inc. (NYSE: EBS), a global specialty biopharmaceutical firm, as well as Biogen Inc. (NASDAQ: BIIB), where she led all IP activities in support of BiIIB’s launch of its second biologic product, AMEVIVE® (alefacept). Gillian also has more than 11 years of experience in private practice at multiple leading Boston-based law firms.

In her pre-law career, from 1985-1990, Gillian conducted research and immunoassay development at The Genetics Institute Inc., one of the founding companies of the U.S. biotechnology industry.

She earned a B.Sc. in Biochemistry at Trinity College, Hartford CT (1984) and a J.D. cum laude from the Suffolk University Law School, Boston MA (1992).
CANDIDATES 2017-2018

DON DRINKWATER
For Foundation President

Scott Williams has been an LES member since 2001. In his volunteer roles with LES he has served as the 2015 Annual Meeting Co-Chair, the Philadelphia Chapter Chair from 2007-2012, on the 2013 Annual Meeting Program Committee, on the 2012 Winter Meeting Program Committee, as High Tech Sector Membership Chair, and as an Educational Course Instructor.

Scott is an accomplished executive in technology-based businesses with more than 20 years’ experience in commercial strategy, business development and licensing. Scott is currently Vice President, Licensing at GE Ventures. He previously served as Director, Licensing at InterDigital, a leading mobile technology R&D company. Prior to joining InterDigital, Scott served as Director with Stout Risius Ross, Inc. (formerly Invotex) where he led the IP and technology transaction services practice area. He also served as Vice President in the Strategic Business Development and Technology Commercialization business units of BTG plc, a British technology development and licensing company. Earlier in his career, Scott served as Director of Sales and Marketing for a start-up manufacturer of industrial computers and plant floor workstations.

Scott received his BS in Mechanical Engineering from the University of Pittsburgh and his MBA from Temple University. He is also a Certified Licensing Professional and a Certified Valuation Analyst. Scott is an author and frequent speaker on licensing and IP valuation topics.

SCOTT WILLIAMS
For Director, Meetings

MATTHEW MCNEILL
For Director, Education

Matthew McNeill has served LES as an instructor of the IP Business Basics 101 featuring an interactive demonstration of patent claims and infringement featuring “The Four Elements” musical group. He has also participated in several incarnations of LES IP Improv Theater. He is chairing the 2017 LES IP100 at the Arizona Biltmore February 27-28, 2017. Finally, he is very active in the Wisconsin Chapter and is a “Pitching Coach” along with other LES colleagues for SE Wisconsin start-ups.

Matthew is Chief Innovation Officer, VP of IP, Technology & Strategic Alliances at RiteHite. Matthew has overall responsibility for innovation and intellectual property, including the licensing function, which has historically concentrated on in-licensing. He has also concentrated on business development through seeking and acquiring technology for the company. This can range from strategic supply agreements, to joint development, to IP licensing, to joint ventures to IP or corporate acquisition. He has led business development efforts in emerging technology space in which “ultra-patentes” (beyond patent) strategies had to be employed to secure sustainable competitive advantage.

Matthew has an B.S. in Physics from Texas A&M University and a J.D. from Boston College Law School.

DON DRINKWATER
For Foundation President

Don Drinkwater was the High Tech Sector Chair during the period 2009-2010 and has been active in leadership positions in that sector for many years, including Chair of the Computer Hardware and Consumer Electronics committee. He was named the 2013 Frank Barnes Mentor Award recipient by LES (U.S.A. & Canada). Don has published articles in les Nouvelles (the Journal of the Licensing Executives Society International) and IEEE publications.

Don is the Director for Licensing at a major consumer electronics corporation. Previous to this assignment, Don directed licensing activities for 3Com Corporation, Digital Equipment Corporation, and Compaq Computer, as well as serving as a Director for PriceWaterhouseCoopers’ Intellectual Asset Management practice.

Don holds a Bachelor of Science Degree in electrical engineering from the University of Massachusetts at Lowell, a Master of Science Degree in electrical engineering from Worcester Polytechnic Institute, and a Master of Business Administration from Clark University. Don is a member of Eta Kappa Nu (the honor society of the Institute of Electronic and Electrical Engineers “IEEE”) and won the Haskell Memorial Award for distinguished teaching at the University of Massachusetts at Lowell, where he spent 15 years teaching. Don is also the inventor on multiple patents.
Paul Roberts is currently the LES Board Counsel (since 2016) and has been consistently active in LES (U.S.A. & Canada) since 1996 and a Trustee since 2004, as well as a periodic LESI International Delegate. Previously, Paul was VP for Strategic & Long Range Planning, and he served as the Board Secretary for the maximum period of three years. Paul has also served as VP for Membership for three years, which includes responsibility for maintaining membership levels and increasing the number of new members, as well as overseeing LES’ sponsorship activities. Paul has also been VP for Local Chapters during which he led a successful membership drive at the chapter level to increase new member percentage and convert non-member attendees to active members.

In another previous role as the Industrial Sector Trustee, Paul regularized sector interaction with the LES (U.S.A. & Canada) Board. Other positions and responsibilities included: Trustee for website matters, Chair for the High Technology Sector, Workshop and Add-On speaker, Meeting Chair for the Spring 2009 Meeting in Montreal, and Meeting Co-Chair for the 2008 Annual Meeting in Vancouver.

Paul is the Co-Founder and Chief IP Officer at Impact Engineered Wood, a start-up company that produces “green” building construction materials based on a revolutionary IP-protected and licensed technology. Previously, Paul was Co-Founder and Chief Patent counsel, Vice President of Licensing at Inventergy, an IP investment and licensing company designed to help technology leaders attain greater value from their IP assets. Paul was also Vice President of Patent Law & Commercialization at Rovi Corp, which successfully licenses its patented innovations in the areas of media guide and content delivery. Prior to that, Paul was the Lead Patent Legal Counsel at Accenture, as well as manager of patent acquisition through the merger of MCI with WorldCom and their Chapter 11 bankruptcy. He was also a United States Patent Examiner in the computer graphics area. He has been a member of the Association of Corporate Patent Counsels, as well as other IP professional associations.

Paul holds a BS in electrical engineering from University of Maryland at College Park, and a law degree from Whittier Law School, in addition to an intellectual property certificate from Franklin Pierce Law School.
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1965-66 J.D. Stice (Deceased)
1966-67 Dudley B. Smith (Deceased)
1967-68 John E. Oliver (Deceased)
1968-69 W.A. Schaich (Deceased)
1969-70 Kenneth W. Brown
1970-71 Robert P. Whipple
1971-72 Sherman J. Kemmer
1972-73 Charles H. Chappell (Deceased)
1973-74 Marcus B. Finnegan (Deceased)
1974-75 Homer O. Blair (Deceased)
1975-76 Norman A. Jacobs
1976-77 William Poms
1977-78 Leonid B. Mackey (Deceased)
1978-79 Niels J. Reimers
1979-80 Tom Arnold (Deceased)
1981-82 William Marshall Lee
1982-83 William S. Campbell (Deceased)
1983-84 Kenneth E. Payne
1984-85 Cruzan Alexander (Deceased)
1985-86 Larry W. Evans
1986-87 Samuel G. Layton, Jr. (Deceased)
1987-88 Gary E. Lande (Deceased)
1988-89 Vance A. Smith
1989-90 Platon N. Mandros (Deceased)
1990-91 David S. Urey (Deceased)
1992-93 Edward P. Grattan (Deceased)
1993-94 Melvin F. Jager
1994-95 Edwin A. Shalloway (Deceased)
1995-96 Gayle Parker
1996-97 Willy Manfroy
1997-98 Tom Small
1998-99 Ronald L. Grudziecki
1999-00 Emmett J. Murtha
2000-01 John H. Woodley (Deceased)
2001-02 James E. Malackowski
2002-03 James R. Sobieraj
2003-04 Kathleen A. Denis
2004-05 D. Patrick O’Reilly
2005-06 Dwight D. Olson
2006-07 Allen R. Baum
2007-08 Thomas A. Picone (Deceased)
2008-09 Francois Painchaud
2009-10 Ada Nielsen
2010-11 Michael J. Lasinski
2011-12 Thomas J. Filarski
2012-13 Tanya Moore
2013-14 Pamela Demain
2014-15 Russell Levine
2015-16 Jeffrey S. Whittle

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