ES (USA & Canada) is the global leader in standards development, education, and certification in promoting intellectual property commerce.

**MISSION STATEMENT**

ES (USA & Canada) is an independent, professional organization that facilitates global intellectual property commerce through education, networking, standards development and certification.
In this Annual Report 2009 of the Licensing Executives Society (U.S.A. and Canada) Inc., the Society highlights the achievements, activities and events of the 2008-2009 year, under the leadership of President François Painchaud, and presents the plans of President-Elect Ada Nielsen for the 2009-2010 year. François completes his term of office at the 2009 Annual Meeting in San Francisco in October, and Ada will be elected and installed as President 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 Michael J. Lasinski is for calendar year 2008. His statements of the financial outlook for 2009 are based upon currently available data. The full report for 2009 will be made after the end of the calendar year.

Also presented are the Vice President Reports for Communications, Local Chapters, Education, Membership, Member Interests and International. The format of these reports and of those of the President and President-Elect are presented as conversational “Q&A” sessions with the reporting officers, designed to impart information in a more personal, conversational manner. This Annual Report concludes with the LES Foundation Report, biographical sketches of the Officer and Trustee candidates for election at the 2009 Annual Meeting, and lists of the Officers and Trustees 2008-2009, the Past Presidents from 1966 to the present, and the member Societies of LES International.

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 Design Interface Inc. for their careful and competent work in assembling this report, making the Committee’s work a very easy task.

Tom Small
Annual Report Editor
Past-President, LES (USA & Canada)
Q: In your tenure as LES (USA & Canada) President for 2009, how has the organization changed?

François: During the past year, the most dramatic change has been the global economy. This is why this report was baptised “steering the ship.” The leadership, beginning in the fall of 2008, has been steering the LES (USA & Canada) ship through very rough seas. To use a metaphor, it was like crossing “Cape Horn” in the middle of a storm. Through it all, we were able to maintain the focus on our goals for the year and continue to further develop our exchanges with our sister societies around the world and with LES International.

Q: The strategic planning process has been a focus for the past year. What activities have produced feedback or results?

François: I was very happy to see the willingness of our members to share information constructively through the strategic sessions that were held in San Antonio and Montreal at both seasonal meetings. The key lessons learned from the entire process including members feedback, enabled us to see that generally, we are moving in the right direction and that our future goals were in line with the comments of our members. The one thing that came out is that we have to speed up implementation. The financial constraints of many of our members for travelling either at meetings or at training sessions and seminars showed us that we need to provide our training and education programs in a different fashion, which we have begun with PDS 100 at the local chapters level and by regrouping our course offerings of PDS 200 and 300 into one single event. This process has been quite rewarding. Also on the leadership review front, we have looked at ways to make our Society more transparent. Some of these changes will start to show throughout 2009 and into 2010. They have begun to appear with the transformation of the Audit Committee into the Finance and Audit Committee with more accessibility to information.

Q: What were your biggest challenges as President?

François: I think my biggest challenge throughout the year was to maintain the focus on our topic and throughout all these difficult times to keep focussing our year on the concept of a global culture. As I said in my initial address in Orlando, we all need to remember that technology transfer, licensing and the business of intellectual property has its own global culture. This enables us to break through many other cultural barriers in order to achieve our common goal, which is to commercialize intellectual property one way or another.

Q: Can you choose one of the LES (USA & Canada) meetings that has been the most memorable for you?

François: I have to say that all the meetings have brought forward their themes. It really is the people that make the meetings happen. For instance, the dynamic of the round tables in San Antonio gave us much more time to interact together and was very stimulating. But if I have to choose one, I must say that the meeting this Spring in Montreal, my hometown, was special. I felt like I was receiving friends at home and this feeling was very special to me.

Q: What are your other projects for the year 2010?

François: My key project for 2010, as Past President and Chairman of the Nominating Committee, is to bring more transparency to the process of gathering information and proposing candidates for officers and trustees of LES (USA & Canada).

Q: How has LES (USA & Canada) helped your career or business?

François: Well! Just as I was explaining earlier, I have always felt like I am amongst friends when interacting with members of LES (USA & Canada) and the relationships that I have built over the years with many of the members of LES (USA & Canada) have become very solid. I can turn to many of those members for guidance, career decisions or business insights. I must say that this Society gave me more than I will ever be able to repay. LES (USA & Canada) was founded on volunteers and this concept, which rejuvenates itself throughout the years, is the key to the success of our Society.
Q: What plans do you have for the future of LES (USA & Canada)?
Ada: My plans include:
• Linking business success to IP strategy through the LES (USA & Canada) brand; our meeting theme for all meetings in 2010 will be “Deals, Deals, and More Deals;”
• Creating the IP 100, an LES (USA & Canada) initiative for people who will be qualified to participate by working in organizations that are IP owners—in order to facilitate peer-to-peer sharing;
• Challenging our many chapters to deliver value for all LES (USA & Canada) members, prospective members, former members, graduate students, professors of entrepreneurship, etc. as measured by activity and a financial performance that is cost neutral;
• Staging LES Around-the-World—April 26, 2010—with all LES (USA & Canada) Chapters to host a networking event, done in conjunction with LESI on World IP Day; we hope to offer at least 10 sections of PDS 100 that day;
• Using Education (PDS 100 and PDS 300 Workshops) at chapters to engage graduate students, entrepreneurs and other business people as well as non-IP lawyers in the vocabulary and practices of commercializing technology IP;
• Continuing to support the Graduate Student Business Plan Competition; and
• Managing our fixed and variable expenses to strengthen LES (USA & Canada) for 2010 and in the future.
Q: You have led many of the LES Education initiatives. How has LES Education helped the field of licensing?
Ada: LES (USA & Canada) has developed several courses, using many experienced, expert volunteer members to create courses such as:
• Best Practices in Licensing & Technology Transfer and
• PDS 200 and PDS 300, including over 20 add-on workshops.
They will use the concept of hands-on learning and small group activities built around case studies with content linking business strategy, business value and the innovation cycle to IP management and licensing. With explicit discussion of business drivers as the basis for IP strategy and management, LES (USA & Canada) provides unique perspectives, models, and the full range of practices of the global intellectual asset marketplace.
• In addition, LES (USA & Canada) has sub-licensed PDS 100, a one-day course developed by LES South Africa, as an ideal offer for graduate students (supporting the LESI/LES Foundation Graduate Student Business Plan Competition), for business school professors, for entrepreneurs and all people new to the subject of IP licensing. The course helps broaden the audience for understanding the importance and value of intellectual assets. PDS 100 provides an opportunity for hundreds of people to understand how IP management can improve their business value proposition.
Q: What's next for LES (USA & Canada)?
Ada: Members can look forward to:
• The IP 100 to be launched at a winter invitational event in early February 2010;
• Continuing collaboration with other LES Societies to strengthen the brand, particularly in outreach with PDS 100 and “Around the World with LES;”
• Strengthening membership despite uncertain business conditions;
• Providing more PDS course offerings in more geographic locations so that travel expenses can be minimized and attendance made more attractive to more potential registrants;
• Piloting various events that can be managed through webinars, etc.
• Continuing to link industry sectors and committees with similar groups in LES International and other LES Societies.
Q: With whom do you work?
Ada: In the office, everyone—starting with Ken Schoppmann, Executive Director. Since our activities provide value for all our members, I interact with everyone in the Office.
Among the volunteers:
• All the Board Members
• Education Committee
• Branding and Communications Committee
• Chapter Chairs
• Meeting Volunteers
• Industry Sectors
• The LES Foundation
And, we have a new focus on managing through the economic cycle by rigorous, frequent telecons and in-person meetings with Ken, the officers such as Past-President, President, President-Elect, Treasurer and incoming Treasurer, designed to keep the Society in good financial shape.
It’s been energizing to volunteer as an instructor for PDS courses and to meet many, many new and veteran members of our Society—as well as linking with people at Chicago Chapter Meetings and our Annual, Winter and Spring Meetings.
Q: Is there anything you would like to add to our conversation here?
Ada: I had considered a somewhat corny theme for 2010 but decided that most people would not like to gush. It is quite genuine that, “I love LES.” A number of years ago, I was interviewed for Viewpoints where I commented that I truly like working with patent lawyers. It’s a good thing and I still like working with patent lawyers/attorneys.
Q: How has LES (USA & Canada) helped your career or business?
Ada: LES has always provided a chance to talk about innovation, IP, business value, prosecuting patents, judicial events, legislative events, deals, financial returns and also provided the chance to create long-standing business and personal relationships.
Year 2008 was marked by historic changes that affected the entire global economy, including the financial performance of LES (USA & Canada).

Overall revenue for 2008 declined by 12% from the record high level in 2007, for a total ($5,234,985). There were a number of reasons for this decline including decreasing membership renewals, lower revenues from educational programs and meeting revenues which did not meet budget expectations.

**Membership**

Our membership total for 2008 was 5,337 which is a 4% decrease from 2007 when it was 5,572. The total membership dues collected in 2008 ($1,164,609) provided 22% of our total revenues, and contributed significantly to the cost of our administrative office services. From dues collected, we transferred $356,608 to LESI. The transfer is to pay for the services that LESI’s provides for our members, including providing the Membership Directory and les Nouvelles; this payment to LESI represents 6% of our total expenses in 2007.

**Meetings**

For the first time in nearly 20 years, the LES International Conference was hosted by LES (USA & Canada), in Chicago in May of 2008. In light of this, LES (USA & Canada) postponed its 2008 Winter Meeting and combined the 2008 Spring Meeting with the 2008 International Conference. The International Conference was an exceptional event, with more than 750 registrants from nearly 40 countries, which created a uniquely global networking and educational opportunity.

With the onset of the economic downturn, the 2008 Annual Meeting in Orlando, Florida attracted just 987 registrants, despite an excellent program. The Annual Meeting was financially successful, but did not meet our budget expectations.

The revenues received for these meetings were $3,175,711 compared to $2,961,197 for 2007. This is represents a 24% increase. However, the International Conference accounted for approximately $1.5 million of this revenue of which the proceeds were split between LES (USA & Canada) and LES International.

Sponsorship remained an important source of support in 2008, with a total of $497,680 raised to enhance the LES (USA & Canada) meeting experience.

**LES Education**

Reductions in discretionary travel and training budgets reduced attendance at LES (USA & Canada) Education programs throughout the past year. While new programs were introduced in 2008, including Advanced Level Valuation and Strategic Alliances courses, these did not receive sufficient enrollment and were canceled.

Total revenues for Education programs in 2008 were $396,985 (compared to $937,424 for 2007), and our expenses in 2008 were $494,798, resulting in expenses in excess of revenues of ($97,813). This is a decline from 2007 where revenues over expenses were ($139,508). The LES (USA & Canada) Education Committee and Board of Trustees has initiated a comprehensive review of the Education programs offered, to identify new online and concurrent program offers that will meet members’ needs, while reducing fixed costs and obligations for the Society.

**Communications**

In recognition of the importance of effective Communications, the Board of Trustees added a new position, Marketing and Communications Director, to the LES (USA & Canada) professional staff. The Marketing and Communications Director works closely with the Communications Committee to develop clear and effective messages and information on the benefits of membership and participation in the Society.

Progress on the strategic redesign of the LES (USA & Canada) Web site continued throughout the year, with the new site launched in April 2009. Other Communications efforts focus on clarifying the value proposition for LES (USA & Canada) membership and participation to each of the membership constituencies.

**All Other Core Services**

LES (USA & Canada) continues to strive to offer a full range of services and resources to our members. An effective partnership between volunteers and staff is an essential factor in our success. Total expenses in 2008 for such core member services not otherwise allocated in above segments were $1,468,064 which represents an increase over the comparable total ($1,344,092) for 2007.

**Investments**

The extraordinary economic turmoil in 2008 reduced the value of LES (USA & Canada) investments by $329,498, compared to income of $206,619 in 2007.

As of 12/31/08 our combined investment, savings, and checking accounts were $2,024,547. This is less than total anticipated expenses for one year. Based on recommendations for societies such as ours, we will continue to build reserves to at least one year’s expenses accumulated for society operations.

**Audit of our Returns**

Our finances are audited by an outside firm managed by an Audit Committee which is independent of the Treasurer and LES (USA & Canada) accounting function. We have received our outside Auditor’s opinion letter which affirms the financial report that is part of this summary.
2009 Outlook

The economic challenges that emerged in 2008 have continued this year. As we prepare this report in July 2009, results for the Winter and Spring meetings, Education programs, and Membership have not met our revenue targets for this year. Through the close of our May 2009 financials, we are approximately $250,000 behind our annual budget for the year. This budget shortfall is in spite of reducing our budgeted costs by more than $350,000.

The Board of Trustees has created a new Finance and Audit Committee that will have oversight responsibility for ongoing financial performance. This new Committee will meet regularly to review the financial performance of the Society, and make recommendations for any changes necessary.

Summary

The past year presented unique challenges for all parts of the economy, including LES (USA & Canada). These challenges have required us to re-evaluate our priorities, and refocus our attention to offer valuable and cost-effective networking and education opportunities for LES (USA & Canada) members—locally, nationally, and virtually. Your Board of Trustees has rededicated itself to ensuring that LES (USA & Canada) delivers value for its members, which is the best investment we can make for the future success of our organization.

Financial Summary

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Meetings</td>
<td>$3,175,711</td>
<td>$2,961,197</td>
<td>$2,683,811</td>
<td>$2,069,783</td>
<td>$2,559,000</td>
</tr>
<tr>
<td>Sponsorship</td>
<td>$497,680</td>
<td>$493,780</td>
<td>$349,148</td>
<td>$299,578</td>
<td>$310,600</td>
</tr>
<tr>
<td>Dues</td>
<td>$1,164,609</td>
<td>$1,233,603</td>
<td>$1,105,708</td>
<td>$1,066,448</td>
<td>$1,061,350</td>
</tr>
<tr>
<td>Education/Other</td>
<td>$396,985</td>
<td>$397,424</td>
<td>$1,019,033</td>
<td>$930,332</td>
<td>$809,811</td>
</tr>
<tr>
<td>Certification</td>
<td>—</td>
<td>—</td>
<td>$319,275</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Communications</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$5,234,985</td>
<td>$5,945,279</td>
<td>$5,157,700</td>
<td>$4,366,523</td>
<td>$4,759,800</td>
</tr>
<tr>
<td><strong>EXPENSES:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Meetings</td>
<td>$2,954,101</td>
<td>$2,301,106</td>
<td>$2,728,072</td>
<td>$1,973,707</td>
<td>$1,761,903</td>
</tr>
<tr>
<td>Administration</td>
<td>$1,468,064</td>
<td>$1,344,092</td>
<td>$1,566,066</td>
<td>$1,410,303</td>
<td>$1,270,830</td>
</tr>
<tr>
<td>Education/Other</td>
<td>$494,798</td>
<td>$1,076,932</td>
<td>$633,988</td>
<td>$551,905</td>
<td>$468,534</td>
</tr>
<tr>
<td>Certification</td>
<td>—</td>
<td>—</td>
<td>$429,795</td>
<td>—</td>
<td>—</td>
</tr>
<tr>
<td>Communications</td>
<td>$807,884</td>
<td>$380,548</td>
<td>$429,795</td>
<td>$262,697</td>
<td>$231,839</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$6,041,317</td>
<td>$5,602,714</td>
<td>$5,522,557</td>
<td>$4,394,874</td>
<td>$4,104,846</td>
</tr>
<tr>
<td>Revenue over/(under) Expenses</td>
<td>$(-806,332)</td>
<td>$342,565</td>
<td>($364,857)</td>
<td>($28,350)</td>
<td>$654,954</td>
</tr>
</tbody>
</table>
VP Communications Report
by Pamela Demain—VP, Communications

Q: In what ways is LES (USA & Canada) communicating with its members?

Pamela: We have the traditional vehicles used in the past, such as Viewpoints, semi-monthly e-news, and public relations outreach. A redesign of the Web site has been launched which will provide members with an easy way to navigate through all of the programs and benefits that LES (USA & Canada) offers. Another major project this year has been to focus on developing a unified branding for LES (USA & Canada) for greater recognition by members. As part of this project, a membership survey was conducted earlier this year so that we could gauge members’ perceptions of LES (USA & Canada) and its value.

Q: What was new for Communications in 2009?

Pamela: We have been very successful in having the LES (USA & Canada) voice heard on major issues regarding intellectual assets, through communicating in a fair and balanced perspective that only a group of our stature can provide as a leader in IP. LES (USA & Canada) sent a letter to newly elected President Barack Obama identifying three IP related initiatives that deserve attention, as well as a letter to the Federal Trade Commission (FTC) cautioning against changes that could hinder innovation. In addition, LES (USA & Canada) Communication has been engaging new social media tools and connecting with our members through LinkedIn, Twitter, Facebook and YouTube.

Q: I’m sure you’ve faced some challenges as VP of Communications. Can you tell us about a few?

Pamela: We have a great team in Communications and a lot of great ideas. However, it’s been a tough year financially and there are always concerns about the budget. We will weather the storm until we can get through to the other side. The new social media that I mentioned won’t cost a lot of money, but will provide an effective way of communicating with our target audience. These are new, efficient and cost effective ways to deliver information and establish a dialogue with our members.

Q: How has LES (USA & Canada) helped your career?

Pamela: When I joined licensing in 1993, I knew nothing about business development. I came to this position following a successful 13-year career in Marketing at Merck, but I was looking for a new challenge. The first thing my boss did was to send me to the LES (USA & Canada) meeting in San Francisco where I took the introductory course taught by such experts as Richard Razgaitis and Lita Nelsen. My boss also gave me the names of two people to meet there, Tom Picone and Linda Hogan, who are still among my mentors. I was in awe of the intellectual content, the passion and the friendship at that meeting, especially between people from different companies. Since 1993, it’s been a pleasure to be a part of this inspiring group.

Local Chapters Report
by Paul A. Roberts—VP, Local Chapters

Q: Why are the Local Chapters vital to the Society?

Paul: The Local Chapters are a vital and integral part of the Society because of their grass roots participation and excellent local networking opportunities.

Q: What new initiatives are there to engage the Local Chapters for 2009?

Paul: Building on the momentum of a solid 2008 for LES (USA & Canada) Chapters, the initiatives for 2009 are:
• New Member Campaign
• Improve Local Chapter Management
• Enhance Chapter Marketing and Local Outreach

LES (USA & Canada) Membership and Chapter Trustees launched a new Local Chapter Membership campaign during Q1 2009. All Chapters competed with each other to recruit the most new members. The winners were Silicon Valley (large chapter) and Montreal (small chapter) and each will be recognized at the 2009 Annual Meeting and presented with inaugural LES (USA & Canada) Chapter Cups.

Chapter Trustees are working with all local Chapters to help develop leadership teams and committees. Many successful local Chapters use a leadership team or committee structure which allows access to broader networks for speakers and topics and shares the responsibilities of running a local Chapter. New for 2009 is
the role of LES (USA & Canada) Chapter Education Chair. The education chair will be responsible for planning and delivering local education workshops and courses. Two Chapters hosted the one day PDS 100: Commercializing Technology through the Power of IP Licensing course and several more PDS 100 courses are scheduled for Fall 2009.

Chapter Highlights

From October 2008 to present, over 2000 LES Members and licensing professionals attended over 100 LES Chapter events. Several local chapters were revived and/or founded in 2008. The LES San Francisco Chapter was revived and will co-host the opening reception of the 2009 LES Annual Meeting. The LES Nevada Chapter was established in June 2009. Silicon Valley held its 9th annual Spring Meeting hosted by HP. Maryland held its 2nd annual “Networking Piratical” event on the USS Constellation. Chicago hosted a pilot PDS 100 course with fifty-five participants.

Education Report
by Michael Lee—VP, Education

Q: How has LES Education helped the field of licensing?

Michael: Our Society, as the premier provider of professional education relating to licensing, technology transfer and intellectual asset management, helps aspiring and experienced and seasoned licensing professionals further their professional development and enhance their business opportunities and relationships.

LES Education is offering the Best Practices in Licensing and Tech Transfer seminar on September 15 and 16 in San Diego. Best Practices is a survey course focusing on current and developing transactional, business development, and legal practices. Its faculty of experienced licensing and IP professionals, all recognized experts in their respective specialties, provide attendees with practical training and strategies.

LES Education also offers the Professional Development Series, a curriculum driven series of seminars that were developed, and are regularly updated and enhanced, by an all-star cast of highly experienced LES members. PDS is anchored by two 4-day seminars: Essential Principles & Tools of Licensing (PDS 200) and Advanced Licensing Strategies & Skills (PDS 300). Both courses extensively use interactive case studies and breakout groups to provide attendees with a comprehensive curriculum of in-depth, hands-on training in the business, legal, financial and logistical aspects of licensing and, more broadly, intellectual asset management (IAM).

The PDS 200 and 300 offerings held July in Chicago were sold out. The next offerings of these courses will be early 2010.

PDS also includes the Special Seminar Series (PDS 400). Each 2-day Special Seminar focuses on a different subject of licensing, such as valuation, negotiation, strategic alliances and competitive intelligence. The Special Seminar Series is an excellent tool for licensing professionals to quickly gain in-depth, hands-on knowledge in areas of interest.

Q: What new initiatives for Education are there for 2009?

Michael: In 2009, LES (USA & Canada) launched the 1-day Commercializing Technology through the Power of IP Licensing. Also referred to as PDS 100, this course is being offered at seasonal and annual meetings as an add-on, as well as at select Chapter meetings. PDS 100 is useful as an introduction or refresher to licensing, or as a tool to help fill in gaps in one’s licensing knowledge, and provide a springboard to the more intensive, heavy duty PDS courses (PDS 200, 300, and 400), or the Best Practices seminar.

Also in 2009, LES Education offered webinars covering hot issues. A Bilski webinar was held in February, and a Patent Reform webinar is being planned for later this year. In 2010, we plan to offer more webinars as well as expand our online offerings. We’re also investigating a refresher course to help prepare people registered to take the Certified Licensing Professional (CLP™) exam.

Q: What were your biggest challenges as VP of Education?

Michael: Every year is a busy year for LES Education, and 2009 was no different. We remain fully committed to our face-to-face educational offerings (Best Practices and the PDS series), while also focused on providing education via other distribution channels (webinars, downloadable workshops, etc.). The biggest challenge we face is lining up the volunteers needed to teach these courses, and to work behind the scenes organizing and making these courses happen. Fortunately, we are blessed with a committed group of volunteers. I’d like to thank Trustees Bob Goldman, Mike Martin and Brian O’Shaughnessy; LES Education Committee members Phil Barnett, Mike Dansky, Sean Irvine, Ada Nielsen, John Ramsay, Jim Vlazny and Education Director Vicki Hancock; as well as all the instructors for their support and generous commitment of time.

Q: What are your plans for 2010?

Michael: We plan to hold our 2nd annual “Networking Piratical” event on the USS Constellation. Chicago will host the opening reception of the 2010 LES Annual Meeting. Our Society, as the premier provider of professional education relating to licensing, technology transfer and intellectual asset management, helps aspiring and experienced and seasoned licensing professionals further their professional development and enhance their business opportunities and relationships. Also in 2010, LES Education will offer more webinars as well as expand our online offerings.

Q: What other initiatives are you working on?

Michael: Our Society, as the premier provider of professional education relating to licensing, technology transfer and intellectual asset management, helps aspiring and experienced and seasoned licensing professionals further their professional development and enhance their business opportunities and relationships. Also in 2010, LES Education will offer more webinars as well as expand our online offerings.

Q: What are your thoughts on the future of licensing education?

Michael: Every year is a busy year for LES Education, and 2009 was no different. We remain fully committed to our face-to-face educational offerings (Best Practices and the PDS series), while also focused on providing education via other distribution channels (webinars, downloadable workshops, etc.). The biggest challenge we face is lining up the volunteers needed to teach these courses, and to work behind the scenes organizing and making these courses happen. Fortunately, we are blessed with a committed group of volunteers. I’d like to thank Trustees Bob Goldman, Mike Martin and Brian O’Shaughnessy; LES Education Committee members Phil Barnett, Mike Dansky, Sean Irvine, Ada Nielsen, John Ramsay, Jim Vlazny and Education Director Vicki Hancock; as well as all the instructors for their support and generous commitment of time.

Q: How can we improve LES Education?

Michael: Our Society, as the premier provider of professional education relating to licensing, technology transfer and intellectual asset management, helps aspiring and experienced and seasoned licensing professionals further their professional development and enhance their business opportunities and relationships. Also in 2010, LES Education will offer more webinars as well as expand our online offerings.

Q: What are your plans for 2010?

Michael: We plan to hold our 2nd annual “Networking Piratical” event on the USS Constellation. Chicago will host the opening reception of the 2010 LES Annual Meeting. Our Society, as the premier provider of professional education relating to licensing, technology transfer and intellectual asset management, helps aspiring and experienced and seasoned licensing professionals further their professional development and enhance their business opportunities and relationships. Also in 2010, LES Education will offer more webinars as well as expand our online offerings.

Q: What other initiatives are you working on?

Michael: Our Society, as the premier provider of professional education relating to licensing, technology transfer and intellectual asset management, helps aspiring and experienced and seasoned licensing professionals further their professional development and enhance their business opportunities and relationships. Also in 2010, LES Education will offer more webinars as well as expand our online offerings.
Membership Report
by Gary M. Nath—VP, Membership
Mitch Charness—Trustee, Membership
Ross Epstein—Trustee, Sponsorship

Q: Why are our membership and sponsorship efforts vital?
Gary: Membership is the lifeblood of LES (USA & Canada). Members drive the Society’s activities, programs and networking. Support as well as revenue from the members are crucial to the ongoing health and success of LES (USA & Canada). The Society’s orientation and support for new members sets the tone for entrants into our Society. We want to get it “right” from the very beginning because that introduction will build upon the new member’s perception that LES (USA & Canada) was the “right” organization to join. Setting a strong foundation at the beginning of a new member’s relationship with our organization creates a strong bond which will last for years to come.

Sponsorship of the Annual and Seasonal Meetings has continued to be a vital source of revenue for LES (USA & Canada). It is also a great networking and marketing tool for those who choose to be sponsors. Many of our current sponsors started as Tech Fair meeting participants and graduated into sponsors at all levels. Members of the Sponsorship Committee raised $432,700 from 35 sponsors as of July 2009. The Sponsorship Committee is to be congratulated for their wonderful accomplishments which means a great deal to all of us in these difficult economic times.

Q: How has LES (USA & Canada) helped your career or business?
Gary: LES (USA & Canada) has been an important resource throughout my professional career. I have made many friends and met really interesting people. I have traveled to meeting venues around the world that I would not normally have an opportunity to visit. I have been able to develop a leadership role and enhance my mentoring opportunities in the profession.

Mitch: Attendance at meetings helps my education and allows me to keep current, particularly on U.S. patent and licensing issues that I do not see on a daily basis. I have also developed several clients through LES (USA & Canada) and expanded my network of professional colleagues.

Ross: Being active in LES (USA & Canada) has been an opportunity to get my name in front of some very interesting contacts as well as being able to give back to the organization.

Q: Are there any lessons learned from your LES education that have helped you?
Gary: The inclusiveness of LES (USA & Canada) management style helped me to strengthen the inclusive culture that is practiced within The Nath Law Group.

Mitch: I have incorporated much of what I have learned into my licensing practice and precedents. I have also used experiences from my various LES (USA & Canada) capacities to improve my leadership abilities in my firm.

Q: Did you have a favorite speaker or workshop session from the past three meetings? If so, which one in particular?
Gary: The Leadership Forum was one very memorable series of workshops, especially Stephanie Shipper on NLP and Peter Shutz speaking about leading an organization.

Mitch: The Leadership Forum on NLP Learning in Orlando.
multiple yearly membership renewals possible to avoid annual renewals.

As for New Members, since March 2009, 150 new members received Welcome E-Mails with personal contact from a committee member. We are working to get new members more involved by offering Workshops at each Seasonal and Annual Meeting. We also expanded on our Webinar program to bring current LES (USA & Canada) organization and committee information, meeting formats and agendas to everyone’s attention. Also, at the Annual Meeting we will have a New Member Drop-In Lounge. We continue to recruit more members to get involved by serving on at least one of our many Committees as a volunteer. Contact Mitch Charness, Connie Cleary, or Christine Mercado to get involved.

During its monthly conference calls, the Membership Team continues its outreach programs to increase membership. The Committee plans to expand its outreach to Universities, including faculty and student populations, and continues to coordinate with other professional organizations to promote LES (USA & Canada) outside our current membership.

Sponsorship of the Annual and Seasonal meetings has continued to be a significant source of revenue and has assisted all of our members in making up for any shortfalls our association has experienced resulting from worldwide economic difficulties.

There are various levels of sponsorship and I encourage members who have never been a sponsor to speak to one of our Committee members and explore the benefits of sponsorship. The LES (USA & Canada) name and brand is expanding within the IP field, and as a member there are many benefits attached to being part of our illustrious organization. Also, through Power Networking, the committee was able to assist in raising even more funds for the Society. With Ross Epstein as Trustee, along with Chuck Neuenschwander, Steve Adam and Janet Pioli, sponsorship had another terrific year.

The Sponsorship Committee is exploring ways to expand our offerings to members in 2010. Since a significant amount of sponsorship revenue is raised before the close of 2009 for the benefit of 2010, this year will be even more challenging than ever. The committee is always seeking additional members for participation in this dynamic committee in identifying new fundraising opportunities. In 2009, we successfully offered sponsorship opportunities for various sporting events like golf, running and tennis. An expanded offering will be made available shortly.

Q: What were your biggest challenges as Vice President of Membership?

Gary: Retention of members was the larger challenge due to the economy and financial constraints on members and their companies/employers. Companies reduced discretionary spending, and as such, membership fees and travel expenses for meeting attendance were affected. It has been a pleasure and honor to serve as Vice President of Membership and to be a part of the LES (USA & Canada) family of volunteers.

Q: With whom do you work with at LES (USA & Canada)?

Gary: Thanks to Ross Epstein, Mitchell Charness, and Connie Cleary for their contributions to this report. Please contact Christine Mercado at the office with any ideas for additional membership and sponsorship opportunities: 703-299-8218 or mercadoc@les.org.

Member Interests Report

by Glenn Wheeler–VP, Member Interests
Catherine Sohn–Trustee, Industry Sectors
Russell Levine–Trustee, Committees

Q: What issues have you faced this year?

Glenn: As VP for Member Interests, my team and I have had to address and solve a lot of interesting issues this past year. The team is responsible for making sure that the meeting themes are addressed when submitting proposals for meeting content as well as being involved in selection of workshops and speakers. Each Sector and Committee provides updates to the respective Trustees on an occasional basis to provide organizational needs that any of the groups might have. The goal is to provide the best forum for education, discussion and networking for all Sectors and Committees concerning the transfer and licensing of technology and products.

Q: What new initiatives are there?

Glenn: For 2008 and 2009, a major focus was placed on developing a “best practice” mode of operation for the Sectors and Committees. Cathy has started promoting a Sector Chair breakfast at each meeting. At this meeting each of the Chairs...
Vice President Reports

share ideas about organizational structure and how they attract and keep members.

While the Professional Interest Committees are less formal, each of the Sectors has a good clear presence on the Web site.

For 2009 and 2010, the Life Sciences Sector and the CEEM Sector will be launching a Royalty Rate and Deals Survey. The Life Sciences Sector will include International content this time. This is the first year for the CEEM Sector to launch the survey and they will focus on USA and Canada. The CEEM Sector faced tough challenges when forming the trial survey due to their segmented Sector. The challenges were overcome and they are currently working with VERIS Consulting to produce the Survey. In addition, the High Tech Sector is forming a committee to determine if there is a segment within the High Tech Sector that can be addressed by a survey as well.

Russell Levine, and now Brian, are working closely with the Committees to examine possible restructuring. The goal is to provide the Committees with the support and structure that they need to grow, participate in LES (USA & Canada) functions and enhance membership experience. Some suggestions being considered are:

- Women in Licensing and International could become Sectors.
- Strategic Alliances, Trademark Licensing and Valuation and Taxation could merge into a single Committee, perhaps within a Sector.
- Licensing Office and Structure Management could become a committee under IUGI.

Q: How are the Sectors and Professional Interest Committees doing this year?

Glenn: Our Sectors and Professional Interest Committees are made up of the following:

**Industry Sectors:**

- 42% Life Sciences—Doing very well, increasing membership. Note Sector name change from Health Care. 21 workshops in San Francisco.
- 32% High Tech—Doing very well, increasing membership. Some challenges exist here as interest in nanotechnology begins to grow. IUGI is also interested in this area. 13 workshops in San Francisco.
- 11% IUGI—Some challenges exist here as interest in nanotechnology begins to grow. High Tech is also interested in this area. Challenges may present themselves this year to get people to meetings as the economy continues to struggle. Nine workshops in San Francisco.
- 5% CP—The Consumer Products Sector continues to struggle for membership but is sponsoring workshops and proposals at the San Francisco meeting. Five workshops in San Francisco.

BMD—While not an industry Sector by itself, the biomedical devices group is being jointly managed by the Life Sciences and High Tech Sectors. BMD is sponsoring three Workshops at the San Francisco meeting under Life Sciences.

**Professional Interest Committees:**

In addition to the Sectors holding several workshops at the San Francisco meeting, most of Professional Interest Committees are sponsoring workshops as well.

- International—Eight Workshops at the San Francisco meeting.
- Licensing Office Structure and Management—Six Workshops at the San Francisco meeting. A real increase from last year.
- Strategic Alliance—Two Workshops at the San Francisco meeting.
- Trademark Licensing—A real need for increased activity and membership.
- Valuation and Taxation—Seven Workshops at the San Francisco meeting.
- Legal—Eight Workshops in San Francisco. Not a formal Committee as yet, it needs to be considered.
- Women in Licensing—One Workshop. We need to try to expand the success of this Committee to reach outside of the Bay Area.

In the coming months leading up to the San Francisco meeting, we’ll continue working on best practices, getting proposals ready for the Spring meeting and continue to address Web site updates and issues. The Royalty Rate and Deals Survey will also be closely monitored. A goal is to have preliminary information ready for the IP 100 meeting in February.
International Report
by John Paul—VP, International

Q: What new initiatives for International are there for 2009?

John: Our goals for the year have been to increase international dialog, cooperation, resources, education, networking, industry participation, visibility and good will, and membership. Specific projects have included aligning LES (USA & Canada) with LESI & other National Societies, increasing international content and speakers at LES (USA & Canada) meetings, leading and supporting activities in the Americas, and expanding the royalty rate survey internationally.

Q: How was the International outreach accomplished for 2009?

John: 1. Aligning LES (USA & Canada) with LESI was accomplished by identifying key committees and functions, working with similar committees for LES (USA & Canada) and LESI and have them adopt identical names, share best practices about functions, coordinate leaders in similar functions, create an alignment grid of positions and people, facilitate communication among aligned people, appoint LES (USA & Canada) past chairs as liaisons with LESI, and appoint key LES (USA & Canada) leaders as international delegates.

2. Increasing international content and speakers at US/C meetings was accomplished by establishing an international content chair for each meeting committee; identifying and obtaining international speakers and workshops through regional LESI committee chairs, US/C sectors and LESI working groups, and national society presidents and boards. The result for US/C San Francisco meeting is an Americas workshop, several European workshops, and an Asia workshop.

3. Leading and supporting LESI activities in the Americas was accomplished by establishing a biannual multinational Latin American LES innovation tour (starting last August in Brazil, Argentina and Mexico and including speakers from LES (USA & Canada)) alternating with a biannual single nation innovation meeting (starting this year in Brazil and including speakers from other countries in the Americas); contributing a speaker from LES (USA & Canada) to the LES Andean annual meeting; planning and providing Americas workshops for LESI Philippines and US/C San Francisco; arranging Americas national society presidents and leaders meetings; and coordinating through LESI with other Americas societies on their projects including establishing an association between ADIAT and LES Mexico, a one day introductory licensing course in Chile, a licensing case study in Brazil, train the trainer course in Argentina and Mexico; breakfast conferences in Mexico, and a roundtable on biotechnology issues in Chile.

4. Expanding the royalty rate survey internationally was accomplished by guiding the royalty rate committee through LESI and the leading LES national societies to expand the committee and plan the survey.

Q: How has LES (USA & Canada) helped you?

John: LES (USA & Canada) has given me many new friends and many colleagues who keep me informed of developments in various fields and who have served as experts or counsel in cases I am handling.

Q: What were your biggest challenges as VP International?

John: The biggest challenges have been to identify and get agreement on which goals have the greatest priority, and then staying focused so as to devote the resources necessary to accomplish the goals, giving satisfaction to those involved and momentum to accomplishing future goals.

Q: With whom do you work with at LES (USA & Canada)?

John: A wide range of people—the Executive Committee, particularly François Painchaud, the Board of Trustees, particularly Glenn Wheeler and Cathy Sohn, the administrative office, particularly Ken Schoppmann, the committee chairs, the corresponding people at LESI and National Societies.
The Foundation renewed its winning partnership with LES (USA & Canada) and LES International (LESI) to again bring the Competition to the international level, drawing nearly 60 business plan submissions from entrepreneurially-minded students across the globe. Five teams participated in the final round of competition at the Spring Meeting in Montreal, including Pax Neuroscience, Inc., from the University of Illinois Chicago (UIC); Poppet International, Pty Ltd., and CounselLink Pty Ltd., both from Swinburne University of Technology (Australia); Ground Up Biosolutions, LLC from the University of Arkansas (USA), and PassPro-tech™ from the University of Texas at Dallas (USA).

The $10,000 Grand Prize and additional in-kind prizes were awarded to UIC’s Pax Neuroscience for their plan to leverage groundbreaking technology developed in UIC laboratories to better understand the processes that trigger depression and to enhance the diagnosis, measurement and treatment for millions who suffer from Major Depressive Disorder. The company’s initial offering is a patented blood test called FITE-D (Fast Indicator of Therapeutic Efficacy in Depression) that measures the effectiveness of ongoing antidepressant therapy.

**Winners Benefit from PDS 100**

The UIC team benefitted from a dynamic new cross-promotion initiative by the LES Foundation and LESI Education offering students across the globe a significantly reduced rate to attend PDS 100 course, “Commercializing Technology Through the Power of IP Licensing.” This course not only provides a valuable educational stepping stone to the Competition, but also to a better understanding of IP licensing as students move into their careers.

“In today’s competitive business environment constant innovation is a requirement for survival. We believe it is critical for students to understand the licensing tools available for intellectual property commercialization in order to promptly capitalize on the value of innovations as they are developed,” said Arthur S. Rose, LES Foundation President. This effort has also enabled us to bring the LES (USA & Canada) brand to potential future licensing professionals and members.

**LESI Global Award**

This year’s $5,000 LES International Global Award went to Poppet International Pty Ltd., of Swinburne University of Technology (Australia). Poppet International is a development company specializing in patented, technology-based manufacturing solutions that is bringing single use ready-to-drink infant beverages to the world in sterile, recyclable baby bottles. Each bottle is equipped with a revolutionary molded plastic closure, which when snapped off exposes a safe, recyclable nipple that is specially designed to allow for accurate flow control.

**Introducing Licensing to a New Generation**

At the helm of the Competition is LES Foundation Board member Linda Chao of Stanford University’s Office of Technology Licensing. This year she assembled more than 80 LES (USA & Canada) and LESI members to assist in recruiting teams from their local universities, mentoring, judging and hosting teams during the Spring Meeting.

The Competition received additional support from Knobbe Martens Olson & Bear; Finnegan, Henderson, Farabow, Garrett & Dunner; and, 24IP Law Group. These firms provided over $50,000 of in-kind services to Competition Winner Pax Neuroscience. The Montreal law firm of BCF LLP (Avocats) and the Kauffman Foundation also provided valuable assistance to the Competition in 2009.

Work has begun on the 2010 LES Foundation International Graduate Student Business Plan Competition. You’ll find many Competition highlights at the Foundation’s Web site (www.lesfoundation.org) including the 2010 promotional flyer, YouTube videos of 2009 participant elevator pitches, press releases, photos and more. The site also offers a way to make a donation to the Foundation for the Competition.

**2009 Frank Barnes Mentoring Award**

Marvin C. Guthrie, CLP™, was honored with the Frank Barnes Mentoring Award at the 2009 Annual Meeting in Orlando. “Over the past 40 years, Marv has assisted, trained and mentored licensing professionals, both new to the profession and veterans, both on the same side and across the table,” said Mike Lee, the Trustee who nominated Mr. Guthrie.

“Marv plans to retire at the end of the year and this award is a well-deserved and fitting end to his long and distinguished career in the licensing profession.”

Currently, Mr. Guthrie is a Senior Advisor for Technology Transfer for Sterne, Kessler, Goldstein and Fox in Washington, D.C.
Ada Nielsen, CLP™, is currently serving as President-Elect. She was VP, Communications; Arrangements Chair for the 2007 Annual Meeting in Vancouver; and co-program chair of the LESI Annual Conference in Chicago. Ada is a Trustee of the Licensing Foundation, and has been in charge of fundraising for the Foundation. She had been responsible for oversight of the PDS 200 and 300 level courses, developing the Intellectual Asset Management modules for both courses. Ada frequently teaches for PDS, helping to pilot add-on workshops for PDS 300 at local chapter meetings for the Education Committee. She is also responsible for launching PDS 100 for entrepreneurs and people new to licensing at the national and chapter level.

She was a committee member for the Certification initiative and now holds the CLP designation. Previously she had been Vice-Chair of Education for the LES International (2001-2002); Chair for the Chemicals, Energy and Environment Working Group (2005-2006); Chair of Education for LESI and most recently, Co-Chair of Education.

Ada is responsible for developing intellectual asset strategies in Exploration and Production Technology for BP America, Inc., and has a strong track record in identifying and extracting value from non-commercial inventions as well as developing new products and new businesses.

She earned an AB in chemistry from Wellesley College, an MBA in finance and marketing from the University of Chicago Graduate School of Business, and studied theoretical physical chemistry in graduate programs at Tulane University and Dartmouth College.

François Painchaud is the current LES (USA & Canada) President. From 2004-2007, Mr. Painchaud was Regional Vice President, Canada, and prior to that was involved as Trustee and at various levels of the Society’s activities. He was also involved in the organisation’s meetings at various levels including Vancouver in 2007 and Boston in 2004. He is also active in the Canadian Bar Association. He serves on the Board of Directors of various technology driven private and public companies, the Board of Directors of the Canadian Louis Pasteur Foundation (CLPF), and is the corporate secretary of the Quebec Consortium for the Discovery of Medication (CQDM).

Admitted to the Quebec Bar in 1986, François Painchaud is a partner at Léger Robic Richard, L.L.P., a multidisciplinary firm comprised of lawyers and patent and trademark agents, which specializes in business law and intellectual property, including patent law (“Robic”). In charge of the business law group of Robic, he has oriented his practice toward the field of commercial law, with particular emphasis on licensing of intellectual property and technology transfers, joint ventures and M&A.

At the academic level, Mr. Painchaud was adjunct professor at McGill University, teaching “Trade Secrets and Technology Transfers, Complex Legal Transactions II” course. He has also contributed to the Robic-Léger, Canadian Trade-Marks Act Annotated and the Canadian Copyright Act Annotated. Mr. Painchaud is also a Certified Licensing Professional (CLP™).

Michael Lasinski has held the position of Treasurer since 2005 and now is moving to President-Elect. In addition to Treasurer, Mr. Lasinski has held various other positions within LES (USA & Canada), including: Trustee of Technology Transfer Seminars, Trustee of On-Line Service, Co-Chair of the Michigan Chapter, Co-Chair of the Valuation & Taxation Committee, Program Chair for the 2002 Annual Meeting in Chicago, and Co-Chair for the 2007 LES (USA & Canada) Annual Meeting in Vancouver.

Mr. Lasinski has spoken internationally at LESI functions (and other educational organizations) on the topic of intellectual property valuation. Mr. Lasinski is a Certified Licensing Professional (CLP™).

Mr. Lasinski is a Managing Director at Capstone Advisory Group and is in charge of their Chicago valuation group. Previous positions include Managing Director at Ocean Tomo, Vice President at CRA, International, as well as positions at Coopers & Lybrand (now PriceWaterhouseCoopers) and Ford Motor Company. His education includes both an MBA and BS in electrical engineering from the University of Michigan. Mr. Lasinski is a licensed C.P.A. in the state of Illinois. He is the former Vice-Chair of the Intellectual Property Owners Organization’s Valuation and Taxation Committee and the current Chair of the American Bar Association’s Intellectual Property Economics Committee.
Within LES (USA & Canada)

Dr. Walter Copan is currently serving as Regional Vice President, U.S.A. and leads strategic planning initiatives. He has been Vice President for Member Interests, Trustee for Mentoring, and chaired the LES (USA & Canada) Chemicals, Energy, and Materials Sector and the Industry-University-Government Transactions Sector. He was Meeting Chair for the Orlando LES (USA & Canada) Annual Meeting in October, 2008. In LES International he is also an international delegate. He was Chair for the LESI Chemicals, Energy, and Environment Committee and is immediate past Chair of the Industry-University-Government Transactions Committee.

Walter currently leads a joint task force on behalf of LESI, with the European Patent Office, the United Nations Environment Program and other organizations on the transfer and commercialization of intellectual properties in the field of environmentally sound technologies.

Dr. Copan is currently Managing Director of EnergyInsight. Previously he was Executive Vice President and Chief Technology Officer at Clean Diesel Technologies, Inc. Prior to joining Clean Diesel, he was with the National Renewable Energy Laboratory of the U.S. Department of Energy in the capacity of Principal Licensing Executive. Before his decision to join NREL, Dr. Copan was Managing Director, Technology Transfer and Licensing for The Lubrizol Corporation.

His undergraduate degrees in chemistry and music, and his PhD in physical chemistry, were earned at Case Western Reserve University (CWRU). In 2008 CWRU named Dr. Copan the University Alumnus of the Year. He is also a Certified Licensing Professional (CLP™).

Kenneth McKay is an active member of LES (USA & Canada) and LES International. He was Meeting Chair for the Winter Meeting in San Antonio, Program Chair for the 2006 Annual Meeting in New York City, and is Chairman of the Winter Meeting Committee in San Antonio 2009, also past Chair of the LESI IP Maintenance and Trademark and Character Licensing Committees. Ken was a contributing author to the first volume of the Licensing Best Practices book. He was also LES Canada Vice-President in 1995-96. Ken recently received the CLP™ designation.

Ken is an attorney and partner with Sim & McBurney and Sim, Lowman, Ashton & McKay LLP in Toronto, Canada. He is an active litigator in the Intellectual Property Bar in Canada and has appeared as lead counsel and co-counsel on several leading intellectual property cases at the trial and appeal level as well as the Supreme Court of Canada. He is the co-author of the Canadian Marketing Law Handbook and Trade-marks—Canadian Forms and Precedents.

His education includes a BA from the University of Toronto and a LL.B. from De Paul University College of Law, a B.A. in chemistry and an MS in chemical engineering from Michigan Technological University.

Tom Filarski has served as Secretary for LES (USA & Canada) since 2005 and on the Board of Trustees since 2001. He was Regional Vice President, USA, in 2004-2005 and Vice President of Communications in 2002-2004. He is Co-Chair for the 2009 Annual Meeting in San Francisco and his past contributions include Chair of the Chicago 2002 Annual Meeting in Chicago; Co-Chair of the 2001-2005 Meeting Coordination Committee; and Chair of the Publications Committee in 1998-2000.

Mr. Filarski chairs the Chemical Group and is a shareholder at Brinks Hofer Gilson & Lione. His practice centers on litigation in patent, Hatch-Waxman, trade secret, and International Trade Commission law. He represents companies in the pharmaceutical, medical device, biotech, chemical, electrochemical and mechanical industries. He has been named an “Illinois Super Lawyer” in Intellectual Property Litigation for five consecutive years, is a “Leading Intellectual Property Lawyer” by the Leading Lawyers Network for the past three years, and was featured in the Business Edition of Leading Lawyers Network magazine in January 2009.

Gary Nath has served two terms as Trustee for Marketing and as an International Delegate. He is currently serving as Vice President for Membership. He has served as Trustee of Sponsorship and Trustee for Marketing. As the National Sponsorship Chair since its inception in 2003, Gary has been instrumental in raising over $2 million dollars for LES (USA & Canada). He was Chair of the 2006 LES (USA & Canada) Winter Meeting in Pasadena, as well as active on several Annual and Seasonal Committees. He is a popular workshop speaker and has conducted more than 50 worldwide lectures on subjects of IP licensing.

Gary is a patent attorney, scientist and entrepreneur. He is the Founder and Managing Partner of The Nath Law Group. The Nath Law Group is an intellectual property law firm with over 50 professionals and offices in the Washington, D.C., San Diego, and Research Triangle Park areas. Prior to entering private practice, he was Assistant General Counsel, and Patent Counsel for Warner-Lambert, and held senior patent positions at NL Industries and FMC Corporation. He has been an Angel Investor, Officer and Director in over 15 startup companies.

Mr. Nath received a JD degree from American University, Washington College of Law and attended Temple University undertaking PhD studies in biochemistry. He was awarded a BS degree in biology and chemistry from Rider University, has been certified in molecular biology and immunology in 2005, and is a Certified Licensing Professional (CLPTM).

Robert Steininger leads a Plenary Panel entitled “Examining the Future And Sustainability of the Specialty Pharma Model” at the Spring Meeting in Montreal.

J ohn Paul currently holds the position of Vice President-International for LES (USA & Canada), and Co-Chairs the LESI Committee of the Americas.

He led the Washington, D.C. Local Chapter during the last decade, chaired the Professional Development Committee during the launch of the IAM program, and organized speakers and arrangements for various LES (USA & Canada) annual and seasonal meetings. For many years he coauthored a quarterly review of recent developments in licensing law for the Licensing Executives Society International Journal les Nouvelles. He has also held leadership roles in the ABA, the AIPLA and the ASME, and taught patent law as an adjunct faculty member of Catholic University. John recently received the CLP™ designation.

John is a patent attorney and partner in the Washington, D.C. office of Finnegan Henderson Farabow Garrett & Dunner and leads the firm’s IP Management Section. He has over twenty-five years of experience in IP licensing, litigation and prosecution, and currently focuses on licensing, strategic IP management and due diligence investigations. John holds a bachelor’s degree in engineering from Brown University and a law degree from Case Western Reserve University.

Paul Roberts has been consistently active in LES (USA & Canada) since 1996 and a Trustee since 2004. Paul is currently the Vice President for Local Chapters and has been so for three years. Most recently in that role, Paul has led a successful membership drive at the chapter level to increase new member percentage and convert non-member attendees to active members. Additionally, Paul has enhanced chapter management, completed a review of chapter best practices and continues to implement various improvements in chapter operations across the organization.

In a previous role as the Industrial Sector Trustee, Paul regularized sector interaction with the LES (USA & Canada) Board. Paul was also formerly the Trustee for Web site matters and introduced new Web site functionality. Prior to that, Paul completed two terms as the Chair for the High Technology Sector. He has also been a Workshop and Add-On speaker, and has previously piloted an Advanced Legal Course as part of the Professional Development Series. Moreover, Paul has led successful meetings for LES (USA & Canada): as Meeting Chair for the Spring 2009 meeting in Montreal, and as Meeting Co-Chair for the 2008 Annual Meeting in Vancouver.

Currently, Paul is the Lead of Global Patent Operations at Accenture, where he manages a growing staff of 10 as well as outside patent counsel relationships. Previous experience includes management of intellectual property assets through the Chapter 11 bankruptcy of a former Fortune 500 company and work as a United States Patent Examiner.

Paul has more than 15 years of experience in the intellectual property field, and holds a BS in electrical engineering from University of Maryland at College Park, MD and a law degree from Whittier Law School, in addition to an intellectual property certificate from Franklin Pierce Law School.
Candidates 2009-2010

Mike Lee

For Vice President, Education

Mike Lee is a patent attorney and Director with Sterne, Kessler, Goldstein & Fox, an IP firm in Washington, D.C. with a legal staff of over 100 (including 50 Ph.Ds). He works with clients of all sizes to strategically protect, leverage and commercialize their intellectual assets to support and further their business objectives. He has extensive experience responding to assertive licensing claims. He is an experienced IP transactions attorney and assists clients with a wide range of technology-related transactions, including joint development agreements, strategic alliances, license agreements, asset purchase agreements, contractor and services agreements, shrink-wrap license agreements and manufacture/supply agreements. He is a Certified Licensing Professional (CLP).

Mike was Meeting Chair of the LES (USA & Canada) Winter Meeting 2007 in San Francisco. He is Program, Co-Chair of the 2009 Annual Meeting in San Francisco. He also served as Program Chair for the 2008 Annual Meeting (Orlando); Add-on Chair for the 2007 Annual Meeting (Vancouver); Plenary Co-Chair for the 2006 Annual Meeting (New York City); Arrangements Chair for the 2006 Winter Meeting (Pasadena); Workshop Co-Chair for the 2005 Annual Meeting (Phoenix); and Co-program Chair for the 2005 Spring Meeting (Raleigh).

Mike earned his law degree from Georgetown University, and holds Master and Bachelor degrees in electrical engineering from the Universities of Maryland and Virginia, respectively.

Pamela Demain

For Vice President, Communications

Nominated for Vice President of Communications, Pamela was Trustee for Partnering in 2006 and 2007. In that capacity, she spearheaded the Power Networking initiative that debuted at the 2007 Annual Meeting. Pamela has been a member of the Health Care Committee since 2003 and involved in planning for the health care sector at LES (USA & Canada) Meetings and in Viewpoints. She has also been an active participant at meetings as a speaker and attendee.

Pam is Executive Director, Corporate Licensing at Merck & Co., Inc. She has been at Merck for twenty-eight years. For fifteen years, she has been negotiating transactions with companies, universities and institutions worldwide. She also heads up relationship development for licensing at Merck. Previously, Pam spent thirteen years in Global Marketing with positions ranging from heading up the Business Information & Research Group to Product Management and Marketing Communications.

Pam’s pharmaceutical career began in the laboratories of Gruppo Lepetit, an Italian pharmaceutical company, which was then a subsidiary of the Dow Chemical Company. Ms. Demain is a graduate of the University of Massachusetts at Amherst, holds a M.B.A. in international business from The American University in Washington, D.C. and is a Certified Licensing Professional (CLP).

Phil Barnett

For Vice President, Local Chapters

Phil is a former Vice President of Education for the LES (USA & Canada), and is past-Chair of the Energy/Chemicals/Materials Committee. Phil served as project leader for the development and launch of the Certified Licensing Professional Program.

Phil Barnett is Managing Director for Strategy in the Knowledge Services Organization (KSO) of PricewaterhouseCoopers LLP. He has worked most recently in firm operations to implement new knowledge management business processes inside PwC that drive high performance in professional client services. He is especially focused on performance measures for the key areas of professional education, methodology evolution, and recognition and reward that link to specifically to client satisfaction.

Phil began his career in research at The Dow Chemical Company, where working with an innovative team of business, technical, and legal professionals, he helped pioneer and commercialize a number of new knowledge management methods applied to intellectual property, new product development, and licensing. Phil joined PwC as Director in the Intellectual Asset Management Practice of Financial Advisory Services in Chicago, and worked in client service on a number of domestic and international projects for Tax, Assurance, and Advisory Services clients.

He earned Bachelor and Master of Science degrees from Stephen F. Austin University, Texas, and works at PwC’s Enterprise Services Center in Tampa, Florida.
GLENN WHEELER
Vice President, Member Interests

Glenn Wheeler is nominated for VP of Member Interests following his two terms as Trustee for LES (USA & Canada) Online and second term as VP of Member Interests. Glenn is also the Board of Trustees liaison for the Life Sciences and CEEM Sectors Royalty Rate Surveys. At the Chicago 2008 meeting, Glenn was responsible for reaching out to USA & Canada and International members to help support Registration. In Vancouver, Glenn Co-Chaired as VIP Arrangements, acted as the Treasurer and Arrangements Chair for the Annual Meeting in New York in 2006, following being a member of the Arrangements Committee for the Annual Meeting in Phoenix. He has past experience in the capacity as the Arrangements Chair for the Annual Meeting in San Diego in 2003 as well as Arrangements Chair for the seasonal meeting in Tucson in 2000.

Glenn is the Vice President of Engineering for TAEUS International Corp. performing technical investigations and reverse engineering in the fields of high technology systems, integrated circuits and software to chemicals and biomed, all in support of IP attorneys. In addition, he directs and takes part in litigation support, prior art searching, patent valuation and patent brokering.

He holds a BSE from Arizona State University, specializing in electronics systems and design and has a background in physics and chemistry.

CAROLINE ROCKAFELLOW
For Trustee, Local Chapters, USA & Canada East
Completing Two Year Term

Caroline is the Corporate Counsel for Syngenta Biotechnology, Inc. located in Research Triangle Park, North Carolina. In this role, Caroline is responsible for the management of the corporate legal department. Caroline has been active with LES (USA & Canada) for many years and previously served as a chair of the Research Triangle Park Chapter.

In 2004, Caroline was instrumental in relaunching this local chapter and in 2005 it was recognized by LES (USA & Canada) as the best reinvigorated chapter. Caroline remains active with the local chapter activities. She speaks and writes often on intellectual property and technology transfer matters. She also has professional affiliations with numerous local and national organizations, including the North Carolina Bar Association and the Association of University Technology Managers. She received her J.D. and Masters in intellectual property from Franklin Pierce Law Center and earned her undergraduate degree in chemistry from Drury University.

Dinner guests in San Antonio (front left) Michael Lee, Caroline Rockafellow, Paul LaChance, (back) Mitch Charness, Tom Major and Laura Paglione.

PETER M. ROSS
For Trustee, Local Chapters, USA & Canada West
Completing Two Year Term

Peter has been a member of LES (USA & Canada) since 2002 and participates in the Toronto Chapter. Peter is currently the Trustee, Local Chapters for USA West and Canada, and during 2007 was active in the development and launch of the Certified Licensing Professional (CLP™) initiative. During 2008, Peter continued with CLP as Chair of the Examination Development Committee. Peter is also a Board Member of the LES Foundation, and focuses on University relationships and their participation in the International Business Plan Competition. He has participated in licensing seminars highlighting university-industry transactions, and has previously been active as a member of the Conference Board of Canada’s “Leaders’ Roundtable on Commercialization.”

Peter is Intellectual Property Counsel to Research Western at The University of Western Ontario in London, Canada, and supports technology transfer and licensing initiatives, management of intellectual property rights, ethics review and negotiations for sponsored research opportunities. He is a former General Counsel to a publicly traded, real property company which operated throughout Canada.

Peter holds an Honours Business Administration degree from Wilfrid Laurier University; a Bachelors of Laws from The University of Western Ontario; a Masters of Laws (Intellectual Property) from Osgoode Hall Law School, York University; and a certificate in alternative dispute resolution through the University of Windsor. He sits on the advisory board of a number of privately-held Canadian corporations.
Russell Levine currently serves as a Delegate to LES International and Chair of the LESI Dispute Resolution Committee. He also was Program Co-Chair for the LESI 2008 Annual Meeting; past Chair of the LESI Patent and Technology Licensing Committee, the LES (USA & Canada) Litigation Committee and its Laws & Government Action Committee. Recent “Top 10” workshops for LES (USA & Canada) and LESI were presented in Orlando, Zurich, Atlanta, Vancouver and Melbourne, Australia. He is a member of the ABA, the AIPLA, the Federal Circuit Bar Association, the International Bar Association, and the International Trade Commission Trial Lawyers Association.

Russell is a Master in the Richard Linn American Inn of Court. He was inducted into the International Directory of Distinguished Leadership Hall of Fame for his contributions to the field of Intellectual Property. Russell was also recommended by his peers in a statewide survey by the Leading Lawyers Network to be among the Top Lawyers in Illinois in Intellectual Property. In 2009, he was named one of the World’s Leading IP Strategists by Intellectual Asset Management (IAM) magazine.

He holds a BS in interdisciplinary engineering and a BS in economics, both degrees from the University of Michigan. He received a law degree from the University of Chicago, and he is registered to practice before the United States Patent and Trademark Office. He also is a Certified Licensing Professional (CLP™).

Tanya served on the LES (USA & Canada) Board as Trustee for Partnering in 2008-2009. She joined the Foundation Board three years ago and serves as its secretary. Tanya is a frequent speaker at LES (USA & Canada) meetings and a variety of IP conferences, including LES (USA & Canada) and LESI.

At present, Tanya is the General Manager of Outbound IP Licensing in Microsoft’s corporate Intellectual Property & Licensing group. Prior to assuming her position with Microsoft, she was a key member of IBM’s Intellectual Property & Licensing organization. Tanya joined IBM in 1980 and spent the earlier part of her career in software development technical and management capacity, as well as business development.

In her IP career, Tanya has led and participated in a wide variety of transactions involving all forms of IP, including licensing, collaborations, asset sales, divestitures and joint ventures. Her current responsibilities include formulating outbound technology licensing strategies, identifying and negotiating licensing arrangements in various Microsoft technology areas, including financial valuations, and leading a team of licensing executives.

Tanya Kaptsan Moore holds a Bachelor of Arts degree in mathematics from Fordham University, and a Master of Science degree in computer science from Polytechnic University. She is also a Certified Licensing Professional (CLP™).

Gwen Melincoff has been a member since 1993, and on the Health Care Committee for the past five years. She has also been a participant in a number of panel discussions at various LES (USA & Canada) meetings. Gwen recently received the CLP™ designation.

Ms. Melincoff has been with Shire Pharmaceuticals since September 2004, first as Vice President of Business Development and recently as Senior Vice President, Business Development. During this timeframe, Shire has acquired New River Pharmaceuticals and Transkaryotic Therapies Inc., also in-licensed a number of new product candidates. Prior to her employment at Shire, Ms. Melincoff was VP of Business Development at Adolor Corporation in Exton, PA.

Prior to joining Adolor, Ms. Melincoff was Director of Business Development at NanoSystems, a subsidiary of Eastman Kodak, which was subsequently acquired by Elan Corp PLC. Ms. Melincoff has held several senior level positions in research administration, operations, product management and research for Sterling Drug, Cellex Biosystems and Centocor, Inc.

Ms. Melincoff holds an MS degree in management and health care administration from Penn State University and a BS degree in biology from George Washington University.
BRIAN O’SHAUGHNESSY
For Trustee, Committees
Two Year Term

B rian is the LES (USA & Canada) Trustee for Education, and an International Delegate to LESI. He has authored and upgraded several modules of the Professional Development Series, "Intellectual Asset Management," for which he has served as a faculty member for over eight years. Brian has additional professional affiliations with the Intellectual Property Owners’ Association, the American Intellectual Property Law Association and the American Bar Association’s Section of Intellectual Property Law.

He is a registered patent attorney with over twenty years’ experience in intellectual property law, and is a Shareholder and Chair of the Chemical and Pharmaceutical Practice Group of the law firm of Buchanan Ingersoll & Rooney, PC practicing in the firm’s Alexandria, VA office. His practice emphasizes the protection of intellectual property through litigation, licensing, portfolio management, and special proceedings such as interferences.

He holds BS and MS degrees from the Department of Chemistry, Rochester Institute of Technology, where he now serves on its Board of Trustees. He earned a Juris Doctor degree from Syracuse University College of Law in 1986.

CATHERINE ANGELL SOHN
For Trustee, Industrial Sectors
Completing Two Year Term

Catherine is a long-standing member of LES (USA & Canada), the Philadelphia Chapter and is a Certified Licensing Professional (CLP™). She is currently a member of the LES (USA & Canada) Life Sciences Sector Committee and has been a speaker at prior LES (USA & Canada) meetings in Florida, Philadelphia and Vancouver.

As Senior Vice-President of Worldwide Business Development & Strategic Alliances, Catherine is responsible for GSK Consumer Healthcare’s global business development strategy, overseeing in-licensing, Strategic Alliances and M&A. Prior to joining GSK’s Consumer Healthcare Leadership Team, Catherine held a series of management positions in GSK’s Pharmaceutical Division, including U.S. Business Development, Medical Affairs and U.S. and Global Pharmaceutical Marketing. She started her career in academics as Assistant Professor of Clinical Pharmacy at The Philadelphia College of Pharmacy (now University of the Sciences).

A native of California, Cathy received her Doctor of Pharmacy degree from University of California, San Francisco, School of Pharmacy, and a Certificate of Professional Development from The Wharton School at the University of Pennsylvania.

MICHAEL MARTIN
For Trustee, Certification
Completing Two Year Term

M ike is the Trustee of Certification. He was previously on the Board of Trustees; and, was responsible for opening dialogues with other associations, expanding the Tech Transfer Seminar to Canada, and the liaison for the industrial sectors. He is the Program Chair for the LES (USA & Canada) Winter Meeting 2009 in San Antonio and the Workshop Chair for the Annual Meetings in 2009 and 2010. He is a frequent speaker for LES (USA & Canada), AUTM and international technology transfer meetings. He has been published in les Nouvelles and other peer reviewed journals. Mike recently received the CLP™ designation.

Mike has over 40 years of business and product development experience and has held positions at E.I. DuPont, PPG Industries, Ciba-Geigy, Michigan State University and Virginia Tech Intellectual Properties. He was responsible for the management and commercialization of intellectual property; formulation and execution of new business entry plans; financial and market evaluations of acquisitions; national sales and market management; and growth of community economic development strategies. His present consulting practice focuses on establishing technology transfer capacity in the U.S., Middle East and the Pacific Rim, plus representing large and small businesses in licensing and research deals. He holds a B. ChE. from Univ. of Detroit-Mercy and earned his MBA from University of Delaware.

The Riverwalk at the Winter Meeting in San Antonio, Texas.
Robert Goldman
For Trustee, New Offerings
Completing Two Year Term

Robert is Trustee for Education, New Offerings, who is helping to develop LES Education offerings, including Hot Topics webinars and e-learning. Over the last several years in LES (USA & Canada), he has been an instructor for the Technology Transfer course, served on the program committee for the 2007 Spring Meeting, participated in the CLPTM exam development process, and presented numerous workshops or add-on sessions at LES (USA & Canada) meetings.

Robert is a Principal with CRA International in Chicago where he assists clients with IP valuation, strategy, licensing and competitive intelligence services. Robert holds both BS and MS degrees in general engineering from the University of Illinois at Urbana-Champaign, and an MBA from Northwestern University’s Kellogg School of Management.

MITCHELL CHARNESS
For Trustee, Membership
Two Year Term

Mitchell Charness has been an active member of LES (USA & Canada) since 1996, participating in numerous annual and seasonal meetings, and local chapter meetings. He was the Arrangements Chair for the Winter 2007 Meeting in San Francisco, Mini-Plenary Chair for the 2008 Annual Meeting in Orlando and the Workshops Chair for the 2009 Spring Meeting in Montreal. He has been the Trustee-Member since October 2007.

Mitch is a lawyer, patent agent and trade-mark agent and is currently a partner with Ridout & Maybee LLP in the firm’s Ottawa office. His practice covers mechanical patents, trade-marks, licensing and litigation. Mitch is currently serving on the firm’s Executive Committee. Mitch clerked with the Federal Court of Canada prior to joining private practice.

He is also a part-time Professor at the University of Ottawa Law School, teaching a course in Advanced Trademarks Law and is a frequent speaker on intellectual property topics for various organizations, including LES (USA & Canada), the University of Ottawa School of Engineering, Carleton University, the Intellectual Property Institute of Canada and the Canadian Intellectual Property Office.

ROSS EPSTEIN
For Trustee, Sponsorship
Two Year Term

Ross Epstein’s most recent LES (USA & Canada) involvement includes: Program Committee for the Spring Meeting 2007 in Atlanta, Sponsorship Committee for the past several years, Workshop Chair for the Annual Meeting 2006 in New York City, Program Chair for the Spring Meeting 2006 in Pasadena, and a delegate for LES International.

Mr. Epstein is a Managing Partner in the San Diego Office of The Nath Law Group; his area of practice includes advising technology based companies on international and U.S. intellectual property issues. Prior to joining the Nath Law Group, Mr. Epstein spent nine years as President & CEO of BCH Communications in the former Eastern Bloc. Mr. Epstein co-founded BCH Communications in 1992 in Prague.

Mr. Epstein received his Juris Doctor degree with honors from Boston University School of Law. He was a Note and Case Editor for the Boston University Law Review, was a G. Joseph Tauro Distinguished Scholar, received the American Jurisprudence Award for Criminal Law and was the President of the International Law Society. Mr. Epstein received an AB degree in history from Princeton University.

MARK NAWACKI
For Trustee, Marketing
Two Year Term

Mark Nawacki joined Paladin in September 2003. He is responsible for business development activities at Paladin Labs Inc., a leading Canadian specialty pharmaceutical company and has concluded over 35 business development deals. Other key accomplishments include the establishment of Paladin’s Licensing Advisory Board (LAB). Prior to joining Paladin, Mark held senior leadership positions at Pharmacia, now part of Pfizer Inc.

Mr. Nawacki holds a BA in international relations and Russian and East European studies from the University of Toronto (Trinity), MBA also from the University of Toronto, and is a Canadian-designated Chartered Accountant. He is an active speaker on the subject of licensing and business development, and is Past President of the Canadian Healthcare Licensing Association. Mark also holds the CLPTM designation.
# Officers, Trustees 2008-2009

<table>
<thead>
<tr>
<th>Position</th>
<th>Name</th>
<th>Position</th>
<th>Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>François Painchaud</td>
<td>Vice President — Membership</td>
<td>Gary Nath</td>
</tr>
<tr>
<td>President-Elect</td>
<td>Ada Nielsen</td>
<td>Vice President — Education</td>
<td>Michael Lee</td>
</tr>
<tr>
<td>Past-President</td>
<td>Thomas Picone</td>
<td>Vice President — Communications</td>
<td>Pamela Demain</td>
</tr>
<tr>
<td>Vice President — Regional, U.S.A.</td>
<td>Walter G. Copan</td>
<td>Vice President — Local Chapters</td>
<td>Paul A. Roberts</td>
</tr>
<tr>
<td>Vice President — Regional, Canada</td>
<td>Kenneth McKay</td>
<td>Vice President — Member Interests</td>
<td>Glenn Wheeler</td>
</tr>
<tr>
<td>Vice President — International</td>
<td>John Paul</td>
<td>Secretary</td>
<td>Thomas J. Filarski</td>
</tr>
<tr>
<td>Treasurer</td>
<td>Michael J. Lasinski</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Trustees

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mitch Charness</td>
<td></td>
</tr>
<tr>
<td>Bob Goldman</td>
<td></td>
</tr>
<tr>
<td>Ross Epstein</td>
<td></td>
</tr>
<tr>
<td>Isabelle Gorrillot</td>
<td></td>
</tr>
<tr>
<td>Russell Levine</td>
<td></td>
</tr>
<tr>
<td>Michael Martin</td>
<td></td>
</tr>
<tr>
<td>Gwen Melincoff</td>
<td></td>
</tr>
<tr>
<td>Tanya Moore</td>
<td></td>
</tr>
<tr>
<td>Brian O’Shaughnessesy</td>
<td></td>
</tr>
<tr>
<td>Caroline Rockafellow</td>
<td></td>
</tr>
<tr>
<td>Peter M. Ross</td>
<td></td>
</tr>
<tr>
<td>Catherine Sohn</td>
<td></td>
</tr>
</tbody>
</table>

### Past-Presidents

<table>
<thead>
<tr>
<th>Year</th>
<th>Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>1965-66</td>
<td>J.D. Stice</td>
</tr>
<tr>
<td>1966-67</td>
<td>Dudley B. Smith (Deceased)</td>
</tr>
<tr>
<td>1967-68</td>
<td>John E. Oliver (Deceased)</td>
</tr>
<tr>
<td>1968-69</td>
<td>W.A. Schaich</td>
</tr>
<tr>
<td>1969-70</td>
<td>Kenneth W. Brown</td>
</tr>
<tr>
<td>1970-71</td>
<td>Robert P. Whipple</td>
</tr>
<tr>
<td>1971-72</td>
<td>Sherman J. Kemmer</td>
</tr>
<tr>
<td>1972-73</td>
<td>Charles H. Chappell (Deceased)</td>
</tr>
<tr>
<td>1973-74</td>
<td>Marcus B. Finnegan (Deceased)</td>
</tr>
<tr>
<td>1974-75</td>
<td>Homer O. Blair</td>
</tr>
<tr>
<td>1975-76</td>
<td>Norman A. Jacobs</td>
</tr>
<tr>
<td>1976-77</td>
<td>William Poms</td>
</tr>
<tr>
<td>1977-78</td>
<td>Leonard B. Mackey (Deceased)</td>
</tr>
<tr>
<td>1978-79</td>
<td>Niels J. Reimers</td>
</tr>
<tr>
<td>1979-80</td>
<td>Tom Arnold</td>
</tr>
<tr>
<td>1981-82</td>
<td>William Marshall Lee</td>
</tr>
<tr>
<td>1982-83</td>
<td>William S. Campbell (Deceased)</td>
</tr>
<tr>
<td>1983-84</td>
<td>Kenneth E. Payne</td>
</tr>
<tr>
<td>1984-85</td>
<td>Cruzan Alexander (Deceased)</td>
</tr>
<tr>
<td>1985-86</td>
<td>Larry W. Evans</td>
</tr>
<tr>
<td>1986-87</td>
<td>Samuel G. Layton, Jr. (Deceased)</td>
</tr>
<tr>
<td>1987-88</td>
<td>Gary E. Lande</td>
</tr>
<tr>
<td>1988-89</td>
<td>Vance A. Smith</td>
</tr>
<tr>
<td>1989-90</td>
<td>Platon N. Mandros</td>
</tr>
<tr>
<td>1990-91</td>
<td>David S. Urey</td>
</tr>
<tr>
<td>1992-93</td>
<td>Edward P. Grattan</td>
</tr>
<tr>
<td>1993-94</td>
<td>Melvin F. Jager</td>
</tr>
<tr>
<td>1994-95</td>
<td>Edwin A. Shalloway (Deceased)</td>
</tr>
<tr>
<td>1995-96</td>
<td>Gayle Parker</td>
</tr>
<tr>
<td>1996-97</td>
<td>Willy Manfroy</td>
</tr>
<tr>
<td>1997-98</td>
<td>Tom Small</td>
</tr>
<tr>
<td>1998-99</td>
<td>Ronald L. Grudziecki</td>
</tr>
<tr>
<td>1999-00</td>
<td>Emmett J. Murtha</td>
</tr>
<tr>
<td>2000-01</td>
<td>John H. Woodley (Deceased)</td>
</tr>
<tr>
<td>2001-02</td>
<td>James E. Malackowski</td>
</tr>
<tr>
<td>2002-03</td>
<td>James R. Sobieraj</td>
</tr>
<tr>
<td>2003-04</td>
<td>Kathleen A. Denis</td>
</tr>
<tr>
<td>2004-05</td>
<td>D. Patrick O’Reilly</td>
</tr>
<tr>
<td>2005-06</td>
<td>Dwight D. Olson</td>
</tr>
<tr>
<td>2006-07</td>
<td>Allen R. Baum</td>
</tr>
<tr>
<td>2007-08</td>
<td>Thomas A. Picone</td>
</tr>
</tbody>
</table>

### Member Societies of LES International

- LES Andean Community
- LES Arab Countries
- LES Argentina
- LES Australia/New Zealand
- LES Austria
- LES Benelux
- LES Brazil
- LES Britain & Ireland
- LES Chile
- LES China
- LES Chinese Taipei
- LES Croatia
- LES Czech Republic
- LES Czech Republic
- LES France
- LES Germany
- LES Hungary
- LES India
- LES Israel
- LES Italy
- LES Japan
- LES Korea
- LES Malaysia
- LES Mexico
- LES Philippines
- LES Poland
- LES Russia
- LES Scandinavia
- LES Singapore
- LES South Africa
- LES Spain & Portugal
- LES Switzerland
- LES (USA & Canada)

Licensing Executives Society (U.S.A. and Canada), Inc.
1800 Diagonal Road, Suite 280 • Alexandria, VA 22314-2840 • Tel: 703-836-3106 • Fax: 703-836-3107
www.lesusacanada.org