VISION

LES (U.S.A. and Canada) is the global leader in standards development, education, and certification in promoting intellectual property commerce.

MISSION STATEMENT

LES (U.S.A. and Canada) is an independent, professional organization that facilitates global intellectual property commerce through education, networking, standards development and certification.

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 2018-2019 year, under the leadership of President and Chair Robert Held, and presents the plans of President and Chair-Elect Gary Fedorochko for the 2019-2020 year. Robert completes his term of office at the 2019 Annual Meeting in Phoenix in October, and Gary 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 Mike Pellegrino is for the calendar year ending December 31, 2018. Pellegrino summarizes the highlights for 2018, 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 2019 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 2019 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 Annual Report Committee expresses its special thanks on behalf of the Society to all the staff and volunteers.
I want to start off my President’s report with a direct tie-in to my President-elect’s report from this time one year ago and say first and foremost—“Thank You” LES members for all the support that you have given me over the past year and for your continued support of the LES mission!

LES is like no other IP organization in the world, we are not a loosely knit association nor are we an inward-focused club. We are truly a member-based organization with a mission to facilitate global IP commerce. You as LES members are part of an elite worldwide organization, LES International, which brings together a diversity of backgrounds and viewpoints, and creates forums and events where all can get together and exchange ideas and best practices.

To quote Past-President Brian O’Shaughnessy, “LES is a resource and a repository of expertise relating to all things affecting the innovation economy.” We are constantly evolving in our efforts to return great value to our members and reshape our value proposition which was a key thrust in 2019.

Q. In your tenure as LES President for 2019, how has the organization changed?

The 2018-2019 year saw various changes occur in the worldwide innovation ecosystem—some were promising and some were setbacks, and they each had their own effect on LES. But as LES has done now for 54 years—the LES members analyzed how those changes would affect our IP community and we addressed them head on via engaging and collegial conversation and educational forums. As part of our public policy initiative, in July 2019 we commended legislative changes to the innovation economy with the introduction of the Stronger Patents Act of 2019. In addition, to address the needs of our members who are increasingly facing reduced travel budgets and time out of the office, and as part of an effort to increase the LES value proposition for our members, 2019 saw the introduction of the Leading Edge Series of one-day topical meetings. These new forums are designed to bring relevant content to the people where they live. The first such meeting took place in May at the San Jose USPTO offices and was a well-attended success. The next Leading Edge Series meeting is set for February 2020 in Atlanta, and others are planned.

The LES Board continues to work with our members to continually refocus our overall strategy and member value proposition. As you will read in President-elect and Chair-elect Gary Fedorochko’s report, in July the Board met and refreshed the strategic plan and created a 2019-2020 operational plan which Gary will enact during his tenure as President and Chair.

Q. Recap a few of your initiatives.

2019 saw us achieving a milestone in the LES Standards Program as we made significant progress within the IP in the Supply Chain Standards group. This draft standard will be going to a formal public review per the ANSI guidelines within the next few months.

We are also revamping our education program and moving some of our key content to an on-line educational forum to allow anyone anywhere the ability to take an LES class. In addition, both the High-Tech and Life Sciences Sectors issued their Royalty Rate and Deal Terms Survey reports in 2019. These are some of the most sought-after pieces of industry intelligence that LES creates, and I am happy to have participated in the High-Tech survey since 2010. As a result of the issuance of the reports in early 2019—LES realized 75+ new memberships directly attributable to these reports.

Q. What’s next?

With my upcoming term as Past-President and Chair for 2019-2020, I plan on continuing to work closely with the Board and Gary to implement the 2019-2020 operational plan and pursue the four core LES vision tenets—all in an effort to continually build out the LES value proposition and grow the Society.

The 2020 Annual meeting is set for October 18-20 in Philadelphia with a theme of “Protecting and Commercializing Future Technologies—The Future is Now.” Now is the time to get involved as an expert speaker, a sponsor to gain added exposure for you and your business, or as a participant to help advance your business goals.

2019-2020 will be a great journey and I look forward to engaging with all of you to continue to make LES a valuable resource for you and your organization.
I am honored and humbled to have served as LES President-Elect and Chair-Elect over the last year and look forward to this coming year’s role as President and Chair. Thank you to those of you who have provided their best wishes, support and encouragement.

LES was founded in 1965 to serve the needs of a budding professional community directed to licensing. Fifty-four years later in 2019, LES still serves the role of providing a community for those engaged in licensing as well as those who engage in or support the business and commercialization of intellectual property.

Frequently, I am asked why I joined and continue being a member of LES. Initially, I sought to learn about the business of IP. I was a junior IP attorney who primarily worked in procuring patents for my clients. LES offered me a forum in which I could learn about the various business strategies my clients used to realize the full benefits of their IP such as when and how to license their IP, how to market and value their IP, and how to commercialize their IP. LES education courses provided me with a great foundation, which has been further developed through LES meetings and programs. Additionally, LES provided me with a community of professionals where I could interface with not only lawyers, but more importantly, business people, technologists, economists, financiers, and others with whom I had limited familiarity and who were important members of the IP business ecosystem.

Over time, LES has enabled me to develop a network including an amalgam of professionals engaged in the business of IP who I can interface with professionally and socially. By getting involved in LES at both the sector level and in various meeting planning committees and ultimately, the LES Board of Directors, I have been able to further develop my network, stay on top of developing trends and best practices in the business and management of IP, and build important industry contacts and life-long friendships. As I reflect back on my years with LES, the community I have developed has been the most beneficial and rewarding aspect of my involvement. There are many opportunities to engage in LES via sectors, committees, and chapters. I have found the more you invest in LES, the greater the dividends.

As I embark on my role as President and Chair, I have been asked about what I hope to accomplish in the upcoming year. In preparing for my new role, I led our annual Board of Directors strategy meeting in July, which culminated in refreshing the strategic plan and developing short term goals and a 2019-2020 operational plan for the Society in consultation with the Board and members of the Management Council. We defined the current core LES vision with four tenets:

1) Foster a collegial professional network across a variety of roles, industries and transactional perspectives
2) Provide a wide array of professionals with opportunities to grow their skill sets related to IP driven transactions
3) Be the premier thought leaders for advancing the IP and licensing community
4) Educate members to serve enterprises by better protecting and generating value from intellectual assets

The strategic plan refresh continues the good work that has been accomplished in building out the LES value proposition lead by current President and Chair Bob Held. The operational plan has been developed to achieve desired results in eight separate operational areas including, meetings, education, chapters, membership, surveys, public policy, marketing, and standards. Examples of target results include, among others, developing the next royalty rate surveys; developing an on-line education offering; completing a web site refresh; educating and informing the public and policymakers as to the importance of strong, durable intellectual property rights to foster innovation and economic development; and confirming that members are getting a strong ROI from LES.

I look forward to leading LES into 2020 and further enhancing the delivery of member value with the core vision of LES defined by the four tenets as my guide. I genuinely appreciate your involvement in LES and hope the Board and I can count on your support.
Dear Friends and Colleagues,

It is again my honor and pleasure to pen this letter to the membership as Treasurer of LES (U.S.A. and Canada). Since my last letter, I am pleased to report that we have continued to implement changes that we identified during our 2017-2018 review. As you may recall from my 2018 letter, LES has spent a significant amount of time addressing unproductive legacy costs and obligations that were on our balance sheet. While we addressed most of those in 2018, we have two contractual commitments that still require LES performance. One is a hotel contract and the other is a lease obligation.

I will first address the hotel contract. With this writing, I am pleased to report that LES has achieved one significant milestone for 2019 with the end of a 10-year contract with the Marriott for our Annual Meetings. This multi-million dollar contract, executed in 2009, included a significant financial commitment by LES for 10 years. This financial commitment included guarantees for room blocks as well as minimum food and beverage expenditures. While designed at the time to provide LES with a lower overall cost structure for meetings on a per-attendee basis, those commitments also locked LES into minimum annual expenditure structures. Importantly, the contract provided for significant penalties for under-performance on the part of LES (i.e., fewer rooms used, fewer attendees, etc.). Unfortunately, those minimum annual expenditures did not adjust with the needs of the organization. However, I am happy to report that our Phoenix meeting represents the last of that commitment. Going forward, we now operate our meetings with greater flexibility and lower financial risk.

The second long-term LES financial commitment was a lease obligation that the board executed in May 2014 for office space in Arlington, VA. This lease, which constituted a 10-year commitment, expires in 2023 and obligated LES to lease approximately 3,200 square feet of office space. Our space needs have changed since and we have mitigated the annual cost of this lease by subleasing a portion of the space to a law firm.

Moving to our overall financial performance, our 2018 results reflect top-line revenues and expenses that were 1% lower and 13% lower than 2017 respectively. For 2019, we are tracking lower on both revenue and expenses for several reasons. First, we did not host a Spring Meeting in 2019, nor did we host...

Financial Summary

<table>
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<tr>
<th></th>
<th>Mid Year 2019</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
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<td><strong>Revenue:</strong></td>
<td></td>
<td></td>
<td></td>
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<td>Meetings</td>
<td>$20,228</td>
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<td>Membership</td>
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<td>Education/Other</td>
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<td>11%</td>
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<td>Local Chapters</td>
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<td>2,594</td>
<td>0%</td>
<td>2,482</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>$551,758</td>
<td>100%</td>
<td>$2,789,064</td>
<td>100%</td>
<td>$2,825,061</td>
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|                |               |      |      |      |      |
| **Expenses:**  |               |      |      |      |      |
| Meetings       | $24,851       | 4%   | $1,380,363 | 46%  | $1,054,391 | 31%  | $852,338   | 34%  | $1,519,609 | 44%  |
| Administration | 402,542       | 67%  | 1,243,270 | 42%  | 1,376,309 | 41%  | 1,343,499  | 54%  | 1,229,832  | 36%  |
| Education/Other| 75,375        | 13%  | 168,525   | 6%   | 636,068   | 19%  | 127,800    | 5%   | 317,092    | 9%   |
| LES Foundation | 0%            | -    | 0%       | 0%   | 0%        | 0%   | 0%         | 0%   | 23,000     | 1%   |
| Committees/Chapters | 50,730 | 8% | 185,706 | 6% | 219,434 | 7% | 101,138 | 4% | 156,794 | 5% |
| Certification  | 0%            | -    | 0%       | 0%   | 0%        | 0%   | 0%         | 0%   | 16,880     | 0%   |
| Communications | 46,022        | 8%   | 79,633    | 2%   | 62,770    | 3%   | 184,973    | 5%   |            |      |
| **Total Expenses** | $599,520 | 100% | $2,977,865 | 100% | $3,365,835 | 100% | $2,498,122 | 100% | $3,448,180 | 100% |
| **Revenue over/under Expenses** | $(47,762) | | $(188,801) | | $(540,774) | | $475,314 | | $71,363 |
the IP100, which were both revenue generating engines in prior years. Of course, we also did not incur the associated expenses with those events, so the net impact to our finances was minimal. Next, our administrative costs continue to trend downward, matched appropriately to the associated revenue base. Overall, we continue to maintain a healthy cash position on our balance sheet.

Going forward, I see continued energy in our Annual Meeting (where we generate the majority of our revenue) and I am pleased to see 2019’s speaker roster includes some of the brightest minds in the profession addressing leading-edge IP-related matters. In addition, the LES Standards initiatives have provided a good draw to reengage with past members and draw in new members. We now have nearly 70 organizations participating in the LES Standards initiative, including some of the largest IP producers and consumers of IP in the world and their servicing ecosystem. While the LES Standards initiatives have been years in development and may take several years to complete, the attention and spirit of the discussions in the various working groups is proof positive of the economic significance of LES’ initiatives and activities.

Sincerely,

Mike Pellegrino
GARY FEDOROCHKO
For President and Chair

Gary has served on the LES Board of Directors since 2012 in multiple roles including Senior Vice President Meetings, Education and Strategic Alliances. 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 ten 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. Currently Gary holds the position of President-elect and Chair-elect of the LES Board of Trustees.

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 is a Certified Licensing Professional (CLP) and earned a B.S. in Computer and Systems Engineering from Rensselaer Polytechnic Institute and a J.D. from the George Washington University Law School.

ROBERT HELD
Past-President and Past-Chair

Bob has been active in LES (U.S.A. and 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, 2014 and 2017; 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 President and Chair of 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” each year since 2015. Bob received his Bachelor of Science in Electrical Engineering degree from Villanova University and his MBA from Drexel University’s LeBow College of Business.

GILLIAN FENTON
President and Chair-Elect

Gillian M. Fenton, Esq., CLP has been a member of LES (U.S.A. and Canada) since 1992. She has served in a variety of roles, including as member of the LES Insights Editorial Board and later Chair of the Editorial Board; as a volunteer mentor for the LES Foundation International Business Plan Competition, and as Director for Communications and Publications. Gillian is presently a member of the LES Board Executive Committee and serves on a number of other LES Board committees.

Gillian is presently Senior Counsel at GSK Vaccines, where she is the sole North American attorney for significant vaccines pipeline business development transactions (acquisitions, in-licenses, collaborations, out-licenses, and asset divestments). Gillian’s practice also includes a wide variety of collaborations and R&D funding agreements with U.S. Government entities (NIH/NIAID, BARDA and DARPA). Prior to joining GSK, Gillian was VP, Associate General Counsel & Chief Intellectual Property Counsel at Emergent BioSolutions Inc., where she founded the IP department and oversaw all IP activities in support of Emergent’s IPO and subsequent growth through M&A. Prior to joining EBS, while in-house patent counsel at Biogen Inc., Gillian led all IP activities in support of market launch of a new biotherapeutic product and secured a favorable outcome in a precedent patent interference proceeding. She also has over 12 years’ experience in private practice at Boston-based law firms.

Her educational background includes a B.Sc. Biochemistry, Trinity College. and a J.D. cum laude from Suffolk University Law School, Boston, MA. She is admitted to practice in Massachusetts, Maryland, Washington D.C., and is a Registered U.S. Patent Attorney.
Kevin R. Spivak currently serves as Secretary on the LES Board of Directors 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. He has more than 200 clients, ranging from Fortune 100 companies like IBM, GE, State Farm, Liberty Mutual, American Express, and Lockheed Martin to startups. Judges, attorneys, and government entities such as the IRS and the SEC have widely accepted his work product. Courts at the state and federal level, tax jurisdictions, and arbitration panels have accepted Mike’s work for issues including bankruptcy valuations, estate tax valuations, copyright infringement claims, trade secret misappropriation claims, patent infringement claims, breach of contract claims and others. One North Carolina court stated that Mike’s work is “clearly in the mainstream of IP valuation methodologies” and that his qualifications were “outstanding.”

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. 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.

He holds a B.S. in computer science from Indiana Institute of Technology and an MBA from Ball State University. Additional accounting coursework was sufficient to fulfill the academic requirements for an undergraduate accounting degree. He remains current with all USPAP training, further training involves numerous ICLEF and NBI seminars on a variety of issues.

Eric Victory is Vice President & Head for Cardiovascular, Renal, Metabolic, and Infectious diseases within the Partnering & Strategy group at MedImmune, the biologics R&D unit for AstraZeneca, located in Gaithersburg, Maryland. In this role he is responsible for leading the company’s early (pre-proof of concept) biologic externalization activities in two therapeutic areas, and for working with the CV/Renal/Metabolism and Microbial Sciences (Infectious Disease) Innovative Medicines Leadership Teams to drive and define the respective therapeutic area strategies within MedImmune. In this role, Eric has successfully closed the acquisitions of Spirogen and Amplimmune, brought on Sanofi Pasteur as a partner in developing MedImmune’s MEDI8897 RSV antibody, and led key agreements with Inovio Pharmaceuticals, Omnis Pharmaceuticals, the Danish Diabetes Academy, the Joslin Diabetes Center, Shionogi, Advaxis, Immunocore, ADC Therapeutics, and NGM Biopharmaceuticals, all signed since the summer of 2013.

Prior to taking the Partnering and Strategy role in 2013, Eric has been part of the MedImmune Corporate Development and Ventures team since 2011, with responsibility for business development and licensing transactions with university, academic, and non-profit institutions and in the cardiovascular, gastrointestinal, and metabolic disease therapeutic area, as well as oversight of MedImmune’s pandemic influenza contracts with the U.S. Government. Eric joined MedImmune in 2002 as a Product Manager in the Marketing Department and worked on Synagis (palivizumab), CytoGam (CMV-IVIG) and RespiGam (RSV-IVIG). In 2006 Eric joined MedImmune’s Business Development Department where he worked on licensing transactions across a range of therapeutic areas, including completing licenses with Trellis Biosciences, Immune Design Corporation, and Amgen, as well as out-licenses of MedImmune’s reverse genetics intellectual property estates. Eric holds undergraduate degrees in physics and political sciences from Stanford University, and an MBA from Northwestern University’s Kellogg School of Management.
Licensing Executives Society (U.S.A. and Canada), Inc.

CANDIDATES 2019-2020

J im is the President and CEO at Innovate IP, Inc and was most recently the Assistant Vice President for Economic Development and 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.

A nn M. Cannoni, CLP, is a Vice President and Director for The Webb Law Firm. Ann is an Intellectual Property attorney with almost 30 years of experience in patent strategy, preparation, protection and litigation in the chemical and mechanical fields, with an emphasis in pharmaceutical, polymer, and organic chemistry and medical devices. Before joining The Webb Law Firm, Ann served as Senior Director-Patents for Schering-Plough Corporation, where she was in charge of all chemistry patent activities. Her responsibilities included product life-cycle management, patent application preparation and prosecution, preparation of patentability, infringement and validity opinions, due diligence for licensing, as well as attorney and staff supervision. Earlier, as Assistant Counsel Coatings & Resins for the Automotive OEM and Aerospace Business Units of PPG Industries, Inc., Ann supervised all Intellectual Property activities for these business units. Prior assignments included conducting similar activities for the Fiberglass and Biomedical Business Units.

Ann received her B.Ch.E. degree from Villanova University and J.D. from the Catholic University of America, and is a Certified Licensing Professional (CLP).

E velyn is a Senior Counsel in Ericsson’s IP Rights & Licensing group. In her role, Evelyn supports Ericsson’s patent licensing policies and practices for its industry-leading portfolio of over 49,000 patents.

Before joining Ericsson, Evelyn was a patent litigator and prosecutor at Sidley Austin LLP, representing both national and international clients. She also clerked for the Honorable David Folsom in the United States District Court for the Eastern District of Texas.

Evelyn has an Electrical Engineering degree and a law degree from The University of Texas at Austin. Prior to attending law school, Evelyn worked as a registered patent agent for several years, prosecuting patents in a wide-range of technologies ranging from telecommunications to biomedical instrumentation.

Evelyn is currently serving as a member of the LES Standards Board.

L alit Gaur, MBA, CLPTM is a seasoned business development and licensing executive with over 20 years of proven track record in leading business development and licensing (BD&L) transactions, alliances, strategy, and deal making.

Currently, as Global Head of BD&L, Lalit leads a team responsible for executing BD&L transactions and strategy for VETOQUINOL, one of the globally leading pharmaceutical companies focused on animal health. Prior to joining VETOQUINOL, Lalit led and founded a management consulting advising clients ranging from governments to startup on BD&L transactions. Lalit has served in many BD&L capacities and across many segments of the life sciences industry. He started his career in human medical diagnostics, then to life sciences research and on to leading BD&L for Novartis AH, then to his current role.

Lalit has been a member of the Licensing Executives Society for more than 15 years and currently serves as Chair of the Life Sciences Sector. Over the last decade or so, Lalit has remained very active with life sciences serving as a mentor, a judge to the business plan competition, and co-chair of many sub-committees in the Life Sciences Sector. He earned an MBA from Rice University and MS in Biology (Molecular) from Texas A&M.
Louise Levien has recently retired from a career that included a diverse series of assignments at Exxon and ExxonMobil in Upstream Research. During her career 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 scientific side of ExxonMobil for many years, Louise joined the ExxonMobil Upstream Research Company’s Commercial, Intellectual Property and Licensing group in 2007. She was responsible for IP processes, the intellectual property aspects of agreements, and licensing transactions impacting ExxonMobil’s upstream business.

Louise received the Frank Barnes Mentor Award at the LES (U.S.A. and Canada) Annual Meeting 2018 in Boston. She is also a frequent instructor for LES Education courses.

She holds a ScB degree in Geological Sciences from Brown University and MS and Ph.D. degrees in Geochemistry from Stony Brook University. Louise is a Certified Licensing Professional and co-inventor on two patents.

Annemarie Meike is a Business Development Executive having responsibility for commercialization of technologies and management of IP portfolios for energy, environment, sensors, wireless technologies and nanomaterials at Lawrence Livermore National Laboratory (LLNL) since 2000. Named by Intellectual Assets Magazine as one of the World’s Leading IP Strategists, she negotiates business partnerships and coaches successful start-up companies, several of which have received prestigious R&D 100 awards. She has also engaged in business development and technical audits in the former Soviet Union, on behalf of the U.S. Department of Energy and the 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). Annemarie joined LLNL in 1989 to manage a 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 the 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 traveled 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.

She has held key leadership and founding roles in the LES (U.S.A. and Canada) and the LES Foundation. She previously served as Director of the LES Foundation International Graduate Student Business Plan Competition.

Lesley Millar-Nicholson, has been the Director of MIT Technology Licensing Office (TLO) since July 2016. She leads a team of professional staff managing the intellectual assets and technology transfer process for MIT’s inventions. Located in Kendall Square, the TLO is responsible for engagement with faculty, staff and students and for the efficient and effective transfer of IP into the market place to ensure impact in society. Working with MIT startup companies, VC’s and corporate partners, the team manages over 800 inventions a year from the MIT and Lincoln Lab campuses. The MIT portfolio includes over 2500 issued U.S. patents and 1000 active licenses with over 400 yielding revenue. The TLO is an integral part of the MIT ecosystem working closely with the Industrial Liaison Program, Office of Sponsored Programs, the Deshpande Center, Sandbox Innovation Fund Program, Venture Mentoring Service, Martin Trust Entrepreneurship Center, MIT Innovation Initiative and many other programs established to harness innovations from MIT faculty, students and staff. Prior to arriving in Cambridge, Ms. Millar-Nicholson had served for 10 years as Director of the Office of Technology Management (OTM) at the University of Illinois, Urbana-Champaign.

Ms. Millar-Nicholson is the Immediate Past-President of the Board of Governors of Certified Licensing Professionals Inc. (CLP Inc.), an active member of AUTM and the Licensing Executives Society. A native of Scotland, Ms. Millar-Nicholson has a B.Ed., M.Ed. and MBA. She is also a Certified Licensing Professional.

Ian DiBernardo is the Co-Chair, IP & Technology and FinTech practice groups at the law firm of Stroock & Stroock & Lavan. For almost 25 years, he has represented clients across the intellectual capital ecosystem in creating, protecting and monetizing assets. He has been ranked in Chambers USA: America’s Leading Lawyers for Business in the practice area of Intellectual Property: Patent; named an IP Star by Managing Intellectual Property Magazine; named in Super Lawyers in each of the specialties of Intellectual Property, Intellectual Property Litigation, and Information Technology/Outsourcing.

Mr. DiBernardo is currently Chair of the 2019 LES Annual Meeting and Past Chair of the High Technology Sector. He received his law degree from Boston University School of Law, his J.D. from Syracuse University College of Law, and his B.S. in Electrical Engineering from Bucknell University.
CANDIDATES 2019-2020

Karthika Perumal, an LES member for over 15 years, has served as a Co-Chair for the 2018 LES (U.S.A. and Canada) meeting in Boston, and Chair for the LES Life Sciences Sector Executive Committee. Karthika is currently a partner at Womble Bond Dickinson (U.S.) LLP where she specializes in protection and commercialization of intellectual property assets including patents, copyrights, data rights, and trademarks in the technology space. Karthika works with clients in the healthcare and energy sectors to protect, defend and monetize their innovations and to develop strategic IP portfolios.

Her IP transactions practice includes: technology licensing and other commercialization agreements; multi-party collaboration and joint venture agreements; product manufacturing, supply, and distribution agreements; and software development/support and service agreements, among others.

She previously was an Associate Director for Technology Development at the Univ. of Texas Medical Branch (UTMB). In that role, she developed commercialization strategies for various technologies, and led numerous successful technology commercialization deals, including helping to structure six life sciences start-up companies. She has been recognized by Texas Super Lawyers® as a Rising Star in Intellectual Property in 2018 and 2019. In addition to her significant technology transfer practice, Karthika also has experience in the prosecution of patents and trademarks for large corporate entities, research institutions and independent inventors.

Ms. Perumal is a Certified Licensing Professional (CLP) and received her J.D. from University of Houston Law Center and her Ph.D in Pharmacology from Baylor College of Medicine.

Karen Temple has 15+ years of experience in technology commercialization across a range of sectors. In her current role with the University of Toronto, Karen works with researchers to develop the commercial potential of their technologies and negotiates the technology license deals with companies, including technology ventures. Prior to joining the UT, Karen worked in companies from large corporations to early-stage ventures in technical and business development roles. Over the course of her career, she has published numerous peer-reviewed academic journals and is a co-inventor on a number of patents.

Karen has served on the LES Education Committee and as the LES Toronto Chapter Chair of the LES (U.S.A. and Canada). Ms. Temple received her Ph.D., Materials Chemistry from the University of Toronto.

Scott is Vice President of Licensing and Technology Ventures at General Electric. Previously, he 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 transaction services practice area. He was responsible for managing the sale and licensing of clients’ intellectual property assets as well as providing consulting services related to both litigation and the valuation of intellectual property and technology businesses. Scott has more than 20 years of experience in licensing and business development. Over the past 15 years, he has specialized in intellectual property assets.

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 industrial workstations.

As a 20+ year member of LES, Scott has served on the LES Board since 2016 and has served in the role of Director of Meetings. He was previously the Chair of the Philadelphia Chapter, and was the 2015 New York Annual Meeting Chair.

Scott received his B.S. in Mechanical Engineering from the University of Pittsburgh and his MBA from Temple University. He is also a Certified Licensing Professional (CLP) and a Certified Valuation Analyst.

Rachel has been a member of LES since 2002 and has served as the Vice President Public Policy and Standards. She has been an active member of LES participating on the Public Policy Committee for the last several years. She currently serves as a Director.

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, she 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 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.
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