



27th February 2009

**Annual Conference 2009**  
Creating & Driving Impact  
2-4 April 2009 Park Hyatt - Canberra, ACT

## NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the Twenty first Annual General Meeting of LESANZ Inc., will be held at  
Park Hyatt - Commonwealth Avenue, Canberra ACT 2600  
Friday, 3rd April, 2009 at 4.45pm

1. To confirm the Minutes of the Twentieth Annual General Meeting of LES ANZ Inc.
  2. To receive and discuss:
    - 2.1 President's report
    - 2.2 Secretary's report
    - 2.3 Treasurer's report
  3. To confirm the election of Officers. As only one nomination was received for each position open for election, the meeting will be asked to confirm the election of Officers whose names and positions are listed below:

President: Karen Sinclair  
President Elect: Mark Horsburgh  
Vice President: Tim Jones  
Secretary: Robert Cooper  
Treasurer: Albert Ferraloro
  4. To confirm the election of Trustees at Large. Nominations were received for the positions open for election, the meeting will be asked to vote for the Officers whose names and positions are listed below:

Trustee at Large – 2 years: Frik de Beer  
Philip Heuzenroeder  
Eugene Reinboth  
Kellech Smith
  5. General Business
- Robert Cooper, Secretary



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**PRESIDENT'S AGM REPORT**

This is my final President's report. I am pleased to say, as I step down, that the organisation is in fine shape. We are financially very sound, have a strong and experienced leadership team to take us forward, and we are one of the strongest LES chapters in the world, both in terms of member numbers (only the USA/Canada, Japan and Germany have greater total numbers) and influence within LES International – on a per capita basis we are arguably the strongest chapter. We are one of the most progressive chapters in the world in terms of our management and initiatives to grow.

Looking back at what we have achieved this year, the trustees and regional chairs can be proud. I want to thank each of them for their dedication and effort over the year, and for their willingness to try new ideas.

Possibly the most ambitious goal we set was to increase our membership from 504 to 600. We increased membership by 15% to 581, only narrowly missing the magic 600. I am sure we will hit 600 within a few months of this report. The growth has been down to maintaining an active learning calendar across most regions, as well as membership drive initiatives.

We made a goal of hosting two world class annual conferences, and I am certain this has been achieved. The Melbourne conference chaired by Jeff Bergmann had great international involvement, was financially successful and received great feedback. The Canberra conference has already exceeded my expectations in terms of attendee numbers, the line up of speakers is impressive and I am sure it will likewise be very well received. Congratulations and a huge thanks to Stephanie Von Gavel, who has done a wonderful job of organising this conference.

We wanted to maintain a high level of international engagement. We have in my view achieved this goal also. We had Eugene Reinboth of South Australia present an Intellectual Asset Management course in India, and we assisted the LES International President, Adam Liberman, organise his Winter Meeting in New Delhi in January. We sent a number of delegates to support the LES India meeting. We supported LES Philippines by helping to fund a networking meeting to promote its upcoming LESI annual conference. In terms of our engagement with LES International, we have also performed well. We have people in leadership roles within the 25 operating committees and working groups (Rob McInnes – Life Sciences, Endowment; John Walker – Industry and University Transactions, Education; Mark Horsburgh – Patent & Technology Licensing; Benny Browne – Trademark & Character Licensing; Adam Liberman – President, and Nominating Committee; and I am Chair of the Asia Pacific Presidents and a member of the Young Members Congress).

Other notable initiatives include:

1. Commissioning our first chapter-wide member survey. The results of the survey will be used to fine tune our member offering in the coming year. The survey report suggests that we are doing a pretty good job of delivery on what members reported were the primary benefits, networking and education. The survey results are available to any member who wishes to view them, via our website.
2. We have continued to grow our new relationship with Australian Anthill magazine. LESANZ board and members will have editorial space on the Anthill website in a special LESANZ page. The relationship also allows us to target a different broader audience, including in particular entrepreneurs and younger prospective members.
3. We have expanded our relationship with Buchan, a PR company we initially used to promote the Melbourne conference. The purpose of this initiative is to raise the profile of LESANZ and position the organisation as a relevant voice in the IP and innovation space, as well as to promote the LESANZ conference. We have already achieved notable mentions in relevant press and I am sure this will continue as the momentum builds.



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4. We have secured the right to host the 2012 LES International annual conference in Auckland, New Zealand. This conference will shine a spotlight on LESANZ, which will raise its profile, increase its membership base and showcase to the rest of the LES world what we can achieve in ANZ.

It has truly been an honor to lead this organisation. I am confident that I am leaving it in extremely capable hands in terms of its future leadership.

I would encourage members to extend their thanks to all the volunteer leaders of this organisation, who give of their time freely. In particular, special thanks go to Past President Rob McInnes and Trustee Kevin Croft, who have both put a great deal of work into the organisation over many years, and will step down after this AGM.

I wish to again acknowledge and give special thanks to our secretariat, Beth Benson, for her constant support and positive attitude. She is a tremendous asset to the organisation and has been a pleasure to work with.

Simon Rowell, LESANZ President  
Partner, James & Wells



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### LESANZ Secretary's Report

This year has seen good growth in our membership and the raising in our profile. Membership increased by 15%, up from 504 to 581 and this figure fell just short of the ambitious target of 600 set last year by our President, Simon Rowell. This is a fantastic achievement and reflects the efforts of the Society to broaden our engagement with industry and the media.

The goal of broadening our engagement reflects the principles of Adam Liberman, the current President of LES International (and a past President of LESANZ). Adam has set out his plan for the future entitled 'Looking to the Future - A Year of Bold New Ideas and Actions' which identifies some of the key goals and issues for the development of LES globally. As part of this plan, this year's International Conference is being held in Manila, Philippines, under the theme 'Licensing in Emerging Economies'. During the year, LESANZ has re-invigorated its regional leadership by the appointment during the year of new Regional Chairs in South Australia and New Zealand. These busy positions help to grow our membership and profile through our continued provision of our regional seminar program and the high quality and diverse seminars continue to draw large audiences. These have been assisted by the introduction of an improved and efficient online booking system. On line booking also increases the flow of people (members and non-members) to our website, our information hub. The website itself has also been streamlined and includes an improved online process for membership renewals.

Last year's National Conference in Melbourne was well planned, well attended and a great success. The planning for this year's conference has been substantial. I am confident that, notwithstanding these harsh economic times, it will be a success in the number of attendees, the quality of presentations and the networking opportunities.

As mentioned, the Society continually re-invigorates itself and I am sure that the leadership team to be appointed at the AGM, together with our members continuing support, will drive LESANZ through these difficult economic times.

Finally, on behalf of LESANZ, I wish to thank the Canberra Committee and particularly Stephanie von Gavel for organising this conference. I would also like to thank those office holders who are stepping down at this conference, Simon Rowell as President, Rob McInnes as Immediate Past President, who has completed over a decade of service to LESANZ, Kevin Croft, Trustee, who has also contributed many years of work and Ken Preshaw who has completed his term as Trustee for the Society. Finally, Beth Benson deserves our heartfelt thanks for all her 'behind-the-scenes' work as Secretariat and her continued commitment to LESANZ.

Robert Cooper, LESANZ Secretary  
Partner, Mallesons Stephen Jaques



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**LESANZ Treasurer's Report**

The financial accounts for the year ending 31 December 2008 have recently been finalised and it is again pleasing to report on the overall healthy state of the organisation's finances. Copies of the financial accounts, which were completed by the organisation's external accountant with assistance from Beth Benson (LESANZ Secretariat), are appended to this report.

Prior to commenting on a number of the key components in the accounts, it is again prudent to highlight that the comparatively small amount of renewal fee income (i.e. Membership Fees and LESI Fees Collected) recorded in 2008 is merely a consequence of a timing issue resulting from when 2008 renewal reminders were issued. As stated in the Treasurer's Report which accompanied last year's AGM Reports, the income figures shown for 2007 effectively covered memberships and renewals for both 2007 and 2008. This resulted from membership renewal notices for 2008 being sent out in December of 2007 and the way this renewal income was treated in the organisation's accounting package.

An assessment of the organisation's monthly financial accounts for the final month of 2007 reveals that the renewal income received (less corresponding LESI International Fees of around \$37,500) which covered memberships for 2008 was around \$82,000. This helps put in perspective the loss of \$38,887.17 which is shown in the organisation's 2008 financial accounts. It will be evident that adding the aforementioned 2008 membership fees component to this loss amount yields an effective profit figure for 2008 in the order of \$43,000 – this figure comparing favourably with the effective profit figure of around \$47,000 determined for the 2007 calendar year.

As has been the case in recent years, one of the most significant factors in achieving an effective profit figure of this order was the success of the National Conference. Melbourne was the venue for the Conference in 2008 with the organising committee preparing an excellent business and social program and ultimately recording a very good profit of just over \$43,000.

Other notable components of the 2008 financial reports worth highlighting include:

1. Regional income of \$33,674 – a significant increase over the 2007 figure of \$23,525 highlighting the continuing success of the organisation's regional functions;
2. Additional income from training courses of \$10,821 – albeit this figure being down on the equivalent 2007 figure due to less Fundamentals of Intellectual Asset Management (IAM) courses having been run throughout the 2008 calendar year;
3. Public Relations expenses of \$13,383 – reflecting the organisation's ongoing commitment to promotional and PR activities to continue to raise the profile of LESANZ throughout Australia and New Zealand and attract new members; and
4. Web Site expenses of \$6,072 – highlighting the ongoing development work being undertaken to improve the content and functionality of the site for the benefit of members (including for example the ability for event registrations and member renewals to now be effected on-line).

As at 31st December 2008, the organisation also had a very healthy net asset position with a cash at bank component of over \$260,000. As has been the case over recent years, these funds will continue to be used for the ongoing benefit of the membership with numerous additional member benefits currently being considered.

In conclusion, I would like to take the opportunity to formally thank Beth Benson for her continuing assistance with the day-to-day management of the organisation's financial and membership issues. Without Beth's stellar efforts, the knowledge she has of all things LES, and her genuine friendly disposition, my duties as Treasurer would almost certainly be much more onerous and less enjoyable.

Albert Ferraloro, LESANZ Treasurer  
Managing Director, Manta IP Management Services Pty Ltd



31st March 2009

LES ANZ INC  
STATEMENT OF FINANCIAL PERFORMANCE  
YEAR ENDED 31ST DECEMBER 2008

	2008	2007
<b>INCOME</b>		
Membership Fees	16,829	144,558
LESI Fees Collected	10,353	71,621
Annual Conference Net Income	132,505	111,227
Interest Received	13,898	10,120
Advertising Income (Website / Newsletter)	95	1,536
Regional Income	33,673	23,524
Traning Course	10,820	26,630
Other Income	31	1,025
	<u>218,208</u>	<u>390,244</u>
Less:		
<b>EXPENDITURE</b>		
Accounting Fees	1,813	-
Bad Debt - non recoverable memberships	27,827	-
Bank Charges	192	200
Conference - 2007 - Queensland	-	55,710
Conference - 2008 - Melbourne	89,256	10,906
Diners Club Member Fees	156	537
Freight	114	150
Insurance	860	826
International Delegate Fees	2,745	5,478
Internet Web Site	6,071	2,352
Legal Fees	306	-
LES Asia Pacific	1,582	-
LES International Fees	-	73,870
LESI Mentor Program	-	89
NAB Merchant Fees	3,126	2,510
Postage	5,848	6,520
Printing & Stationery	4,486	6,863
Prizes/Gifts	1,095	1,906
Public Relations	13,383	18,085
Regional Branches	21,160	18,924
Secretarial Services: Farmington Consulting	63,614	43,671
Subscriptions	5,199	-
Telephone/Facsimile/Email	6,025	4,897
Training Courses	619	2,873
Travel & Entertainment	331	3,671
WA Executive Officer	1,275	-
	<u>257,096</u>	<u>260,046</u>
<b>NET GAIN / (LOSS)</b>	<b>(38,887)</b>	<b>130,198</b>



LES ANZ INC  
STATEMENT OF FINANCIAL POSITION  
YEAR ENDED 31ST DECEMBER 2008

	2008	2007
<b>FUNDS</b>		
1.1.08	\$321,857.00	\$175,001.00
Net Gain/(Loss)	(\$38,887.17)	\$130,198.11
Prior Year Adjustment (see note below)	(\$2,970.09)	\$16,658.16
	<u>\$279,999.74</u>	<u>\$321,857.27</u>

Represented by:

**CURRENT ASSETS**

Cash at Bank	\$258,059.71	\$187,311.53
Regional Accounts	\$5,247.43	\$10,853.63
Debtors	\$1,916.97	\$126,274.47
Prepayments	\$10,559.59	\$0.00
Cash In Hand	\$0.00	\$0.00
	<u>\$275,783.70</u>	<u>\$324,439.63</u>

Less:

**CURRENT LIABILITIES**

Creditors And Accrued Expenses	\$0.00	\$627.50
Diners Card	\$0.75	\$2,946.86
GST Payable	(\$4,216.79)	(\$992.00)
	<u>(\$4,216.04)</u>	<u>\$2,582.36</u>

Net Assets	<u>\$279,999.74</u>	<u>\$321,857.27</u>
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Variance	\$0.00	(\$0.00)
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**STATEMENT OF ACCOUNTING POLICIES**

These financial statements are a special purpose financial report. The Trustees have determined that the Society is not a reporting entity and therefore, as there is no requirement to apply accounting standards and other mandatory professional reporting requirements in the presentation of these financial statements, they have been adopted only to the extent shown in this note.

Note: The Prior year adjustment was the write down of very old GST amounts and Debtor amts that were no longer correct



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**Minutes of LESANZ AGM**  
Held at Park Hyatt – Melbourne, Victoria  
Friday 18th April 2008 at 5.30pm

Attendees: See Attached List  
Apologies: See Attached List

## 1. CONFIRMATION OF MINUTES

Minutes of the previous meeting were confirmed.

Proposed: Mark Allen Seconded: Ken Preshaw

## 2. REPORTS

### a. President's Report

Simon Rowell requested that the 2008 President's Report be taken as read.

Proposed: Stephanie von Gavel Seconded: Albert Ferraloro

### b. Secretary's Report

In Robert Cooper's absence, Simon Rowell asked that the Secretary's Report be accepted.

Proposed: Kevin Croft Seconded: Rosemary Wallis

### c. Treasurer's Report

Albert Ferraloro asked for the Treasury reports to be accepted.

Proposed: Eugene Reinboth Seconded: Rob McInnes

## 3. CONFIRMATION OF THE OFFICE BEARERS

The Secretary confirmed the appointment of the following Office Bearers for 2008:

President: Simon Rowell  
President Elect: Karen Sinclair  
Vice President: Mark Horsburgh  
Secretary: Robert Cooper  
Treasurer: Albert Ferraloro

Proposed: Duncan Ferguson Seconded: Eugene Reinboth

## 4. CONFIRMATION OF TRUSTEES AT LARGE

The President confirmed that an election was required for the two available positions of Trustee at Large for 2008 and this vote would be taken at the conclusion of general business. After a count was taken and verified, the two following candidates were accepted.



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Trustee at Large – 2 years: Tim Jones  
Trustee at Large – 2 years: Jeff Bergmann

Proposed: Karen Sinclair                      Seconded: Rob McInnes

5. GENERAL BUSINESS

- a) Simon Rowell briefly touched on items in his report, noting the need for a vote for the 2 vacancies of Trustees at Large. He thanked all candidates for preparing the appropriate information for the members to cast their vote.
- b) Simon Rowell congratulated Jeff Bergmann for his excellent stewardship of the conference and Karen Sinclair for her support of Jeff and their conference committee. He noted the impressive list of speakers for the Melbourne conference and the high number of delegates, exceeding previous year's attendances.
- c) Simon Rowell also noted the continued successful international presence that LESANZ enjoys and encouraged members to take up the opportunity to travel to an international meeting to gain a better understanding of the international connections that can be established. He also noted that Australia's own past President, Adam Liberman would take over the helm as LESI President at the end of the year.
- d) Simon Rowell then thanked the Secretariat, Beth Benson for both the smooth operation of the conference and the behind the scenes day to day operations of the Organisation.

Meeting closed at 6.04 pm