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Richard S. Cahoon, Ph.D.

Relevant Career Highlights

- 20 years as Director of Cornell University's intellectual property (IP) management and licensing center; as well as Vice President and President of Cornell Research Foundation. Managed staff of 30+
- President of BioProperty Strategy Group, Inc. an international IP and technology commercialization consulting firm
- President of RSCahoon & Associates, an agricultural IP management and commercialization consulting firm
- Senior Advisor to Agricultural Innovation Program; USAID-funded project for technology transfer capacity building at six Indian universities
- Lead Expert, Global IP Capacity Building project for International Intellectual Property Institute; technology transfer capacity building for six Philippines universities.
- Former member, Board of Directors for Transonic, Inc. and BioWorks, Inc.
- Advisor, World Bank project on assessment of biotechnology as an economic development strategy in developing countries.
- Adjunct faculty at Cornell (teaching & project management in agricultural entrepreneurship) and University of New Hampshire School of Law (technology marketing and technology transfer)

- Advisor to USIMP (Turkish consortium of universities and industry) on technology transfer capacity building
- CEO/Founder of two companies based on proprietary technology
- Helped create and launch over thirty new companies based on Cornell IP; Recruited several dozen entrepreneurs to start new Cornell ventures
- Mentor for several dozen graduate/undergraduate students, and fellows in the areas of IP management, technology commercialization, and entrepreneurship
- Organizer/ key faculty for international courses on entrepreneurship in India, Qatar, Thailand, South Africa, Morocco
- Currently advising several companies and research institutions on innovation, new technology commercialization, new product development, and “intrepreneurship”

Detailed Resume

RICHARD S. CAHOON, Ph.D.

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AREAS OF EXPERTISE:

Institutional development of intellectual property management and licensing, entrepreneurship, technology transfer; innovation-based business development; new venture creation; new technology valuation

PROFESSIONAL CAREER HISTORY

PRESIDENT, BioProperty Strategy Group, Inc. an international IP management and commercialization firm.

PRINCIPAL RSCagoon & Associates; a consulting firm specializing in strategic intellectual property management, licensing, and commercialization; emphasis on agricultural and food industries.

PROFESSOR, Adjunct; Department of Plant Breeding and Genetics, and PROFESSOR, International Programs, College of Agriculture and Life Sciences, Cornell University 2009 to present

DIRECTOR Plant Licensing 2008 to 2009; Cornell Center for Technology, Enterprise & Commercialization (CCTEC) at Cornell University, the University's office of intellectual property management and Licensing. Responsibilities:

- Development and implementation of policies and practices for comprehensive system for managing the protection, licensing, and commercialization of plant varieties and germplasm bred at Cornell
- Participation in technology transfer activities on campus related to plant breeding programs
- Provide advice on technology transfer matters to faculty, staff, and administration related to plant breeding
- Represent Cornell University at external activities related to plant breeding and technology transfer.

DIRECTOR 2007 to 2008; CCTEC. Responsibilities:

- Direct staff of nine Technology Licensing professionals; manage the technology marketing and licensing function of CCTEC

Acting Executive DIRECTOR 2002 to 2007; CCTEC. Responsibilities:

- Executive management of CCTEC: mission development, strategic planning, budgeting, personnel, policy making, board relations and operations; management of inter and intra-institutional relations involving IP and economic development
- Coordination of all IP management and licensing functions including technology assessment and marketing, patent prosecution and litigation, licensing
- Negotiation and signatory of licenses and options, biological materials agreements, joint ownership, and interinstitutional agreements
- Supervision of 10 professionals and 21 support staff
- Management of an IP portfolio of life sciences and biotechnology with emphasis on agricultural biotechnology
- Management of internal university relations and outreach to external constituencies

SR. VICE RESIDENT 2002 to 2009. Cornell Research Foundation, Inc. (CRF), Ithaca, NY; Cornell University's intellectual property ("IP") subsidiary; owns/manages Cornell's proprietary technology for technology transfer and commercial development. Responsibilities include:

- Direct all aspects of Cornell's intellectual property ownership
- Negotiate IP portions of Cornell's research contracts
- Conduct patentability and technology valuation assessments
- Provide IP education and guidance to faculty and staff

VICE PRESIDENT 1993 to 2002, Cornell Research Foundation

ASSOCIATE DIRECTOR 1992-2003

Office of Patents & Technology Marketing, Cornell University, Ithaca, NY

ASSISTANT DIRECTOR 1990-1992

Office of Patents & Technology Marketing, Cornell University, Ithaca, NY

ASSOCIATE DIRECTOR 1989-1990

Center for Microbial Process Engineering, Montana State University, Bozeman, Montana. A National Engineering Research Center funded by NSF; Responsibilities:

- Management of sponsored research and collaboration with industry; intellectual property management
- Principal investigator for industrial research projects in bioprocess technology

TECHNOLOGY TRANSFER SPECIALIST 1988-1990

Research and Development Institute, Inc. Bozeman, Montana
Montana State University's technology transfer arm. Responsibilities included:

- Designed/implemented comprehensive program for technology assessment, marketing and licensing

VICE PRESIDENT 1987-1990

CCE, Inc. Bozeman, Montana
Bioprocess engineering firm providing industrial and governmental clients with comprehensive technical services. Responsibilities:

- Business development, project management, contract negotiation, client relations
- Management of staff of 10; directed commercial development of novel instrument and sensor technology including intellectual property

BIOPROCESS ENGINEER 1985-1987

Monroe Process Machinery, Inc. Salt Lake City, Utah
Process engineering firm providing system design, installation and startup for bioprocess industries. Responsibilities:

- Process system engineering, contract negotiation, client relations; marketing and sales of capital equipment; management of system startup and troubleshooting

PRESIDENT/FOUNDER 1983-1985

Associated Biotechnologies, Inc. Salt Lake City, Utah
Bioprocess engineering consulting firm. Responsibilities:

- General management of small firm: strategic planning, marketing, personnel, finance, project engineering

GRADUATE RESEARCH ASSISTANT 1981-1983

Montana State University, Bozeman, Montana

- Research in bioprocess analysis; recipient of the Chevron Research Fellowship

RESEARCH TECHNICIAN 1974-1981

University of Utah (biochemistry)

U.S. Geological Survey, Water Res. Div. (biology)

Pax Company (industrial chemistry)

RELATED PROFESSIONAL POSITIONS

Executive Committee Member

Public Sector Intellectual Property Resource for Agriculture (2003 – present)

EDUCATION:

PhD Natural Resource Policy, Law, & Management, Cornell University

Dissertation: *"The Relation of Patent Law and Biological Conservation Law and Policy in the United States"*

MSc LREH, Montana State University

(a bioprocess engineering curriculum and research program) Thesis: *"Intraspecific Differences in Kinetics of Metal Uptake and Distribution in Deschampsia cespitosa"*

BA , History University of Utah

Chemistry minor

BA Political Science, University of Utah

Biology minor (took all course requirements for a BS Biology at the U. of Utah;

97th percentile of Graduate Record Exam (Biology); submitted

Senior Honor Thesis to Dept. of Biology: *"Molecular Events of Seed Germination"*)

REPRESENTATIVE CONSULTING PROJECTS

- Patent analysis for large juice manufacturer as part of acquisition strategy
- Development of business plan for wind turbine company
- Mediation and business development plan for alternative energy company involved in biomass combustion technology
- mediation for Montana State University on a dispute between a technology licensee, a faculty member, and the university

- advise OTRI (consortium of five Chilean universities) on the design and implementation of policies and operations for IP/Tech Transfer
- Policy analysis and recommendations for IP/Tech Transfer at Clarkson University
- Expert witness in damages phase of several agricultural biotechnology patent infringement litigations
- Policy analysis for government agencies managing of biological resources
- Process development for bioinsecticide, essential oils, biomass, pharmaceuticals, and cosmetics
- Reengineering of a non-profit foundation controlling proprietary biological materials
- "Bioprospecting" contract arrangement for NGO's and government agencies
- Biotechnology and economic development for World Bank
- Expert Panel for Canadian Government's review of NRC Genetic Disease Centre

CONTINUING EDUCATION

Workshop in Mediation in Intellectual Property/Technology Disputes; World Intellectual Property Organization, Geneva, Switzerland; June, 2003

AWARDS:

U.S. Patent No. 5,616,493 "Method for Foam Bioprocess"
 Research Creativity Grant, Montana State University, 1982
 Chevron Research Fellowship, MSU, 1981-1983
 Research Award, U.S. Geological Survey, 1980
 Graduated cum laude, U. of Utah, 1977
 Listed in Who's Who since 1989

MEMBERSHIPS, AFFILIATIONS

Board of Directors, Green Spring Natural Cemetery Preserve, since 2008

Board of Directors, Bioworks, Inc., since 2009

Board of Directors, Transonic Systems, Inc., since 2005

Board of Directors, Tompkins County Area Development, 2002-2007

Board of Directors, Tompkins County Business Development Center, 1999-2003

Advisory Board, Cornell Center for Materials Research, 2001 – 2007

Board of Directors, Finger Lakes Land Trust, 2000 - 2003

American Assn. For the Advancement of Science, since 1992

Association of University Technology Managers, since 1990

Licensing Executives Society, since 1993

American Chemical Society, since 1983

American Society of Agronomy since 2007

RESEARCH PROJECTS

Freedom-to-Operate (intellectual property) analysis of transgenic crop plants (CRF, 1996-1998)

International biotechnology/intellectual property analysis for transgenic tree fruit crops in SE Asia, Eastern Europe and the Caribbean (CRF, 1999-2001)

An analysis of patents covering biotechnological utilities from Endangered Species (Initiative in Bioresource Sovereignty & Management, 2001)

Bioprocess analysis of large (100 MGD) municipal waste treatment plant. ABI, 1982-83

Legal and policy analysis of biological resource access and use in Yellowstone National Park (Initiative in Bioresource Sovereignty & Management, 1997)

Plant biochemistry and physiology; bioprocess systems (Grad Res. Asst, MSU, 1981-1983)

Plant biochemistry (Research Technician, U. of Utah 1979-1981)

Biology & hydrology (Research Technician, U.S. Geological Survey, 1978 –1979)

Industrial agricultural chemicals (Research Technician, Pax Co. 1974-1978)

COURSES, LECTURES, & PRESENTATIONS

Agripreneurship: Management of Agricultural Innovation and Enterprise Development. Cornell University, Dept. of Plant Breeding and International Programs. (PLBR4150). 2009 and ongoing; an 8 week course curriculum

Management of Agricultural Innovation and Enterprise Development. National Academy of Agricultural Research Management, India; 3-day shortcourse. August 2009.

Intellectual Property Management and University Plant Breeding Programs Shortcourse for Seed Industry Executives; Ooty, India (2008)

Intellectual Property Management and Institutional Policy. Shortcourse for Seed Industry Executives; hosted by Sathguru Management and Cornell-in-India, Hyderabad, India (2007)

“Commercialization of University Inventions: Technology Transfer and Intellectual Property and the role of Cornell's Center for Technology, Enterprise & Commercialization”. Guest lecturer in Plant Biology Graduate Student Meeting (March 3, 2005)

Intellectual Property Management in a University Environment Faculty lecturer in Executive Shortcourse in Mussorie, India; hosted by Sathguru Management and Cornell-in-India (2005)

Intellectual Property and International Development (VET). Guest lecturer in graduate-level, 2-credit course in Veterinary Medicine (2004)

Intellectual Property Management and Licensing in a University Environment Faculty lecturer in Executive Shortcourse in Goa, India; hosted by Sathguru Management and Cornell-in-India (2004)

Intellectual Property and Plant Breeding (PLANT BREEDING 710) Guest lecturer in graduate-level, three-credit course in Department of Plant Breeding, Cornell (2001, 2002, 2003)

Patents and Their Technological Implications (AEM 304) Guest lecturer in undergraduate level course in Department of Applied Economics and Management, Cornell (2002)

Biological Property Management (NTRES 694) Instructor of graduate-level, three-credit course in Department of Natural Resources, Cornell (approved for 2001-2002)

Policy Issues in Conservation Biology (NTRES 604) Instructor for one credit-hour seminar in Dept. of Natural Resources, Cornell, Spring 2001

“Patents on Wild Biota Genes: a Tragedy of the Commons?” Guest lecture in Conservation & Sustainable Development (NTRES 618) and International Environmental Issues (NTRES 640) Cornell, Fall 2000, 2001, 2002

“Intellectual Property and the Wild Biota Commons” Guest lecture in Property and Community (Rural Soc. 640), Cornell, Fall 2000.

“Biotechnology, Patents and Conservation” Guest lecture in Conservation Biology (NTRES 450) course at Cornell University, Fall 1998, 1999, 2000, 2001, 2002.

“Implications of Nested Property Rights of Wild Biota” Guest lecture in Politics of the Environment (GOVT 703), Cornell University, Spring 1998.

“Technology, Law & Management” Visiting Professor and internship coordinator for Syracuse University School of Law, Syracuse U., 1997, 1998.

Presentations:

“Patents & Agricultural Biotechnology: A University Perspective”. Invited lecture; Expert Workshop on Public Goods and University-Industry Relationships in Agricultural Biotechnology, (sponsored by IFAFS), RTP, North Carolina, Nov. 2002.

“The Birds and the Bees and Property Rights: Effects of Biota Property on Entomological Research and Conservation”. Jugatae Lecture Series, Dept. of Entomology, Cornell, February 2001

“Biota Property Rights”. Invited lecturer, Thailand Department of Agriculture, Bangkok, Thailand, June 2000

“Intersection of Intellectual Property and Biological Conservation Law in the United States: A Public Policy Problem”. Natural Resource Policy Seminar, Cornell University, January 2000.

“A Property Perspective on Conservation Biology”. Invited lecture, Montana State University, 1999 & 2000

“Intellectual and Personal Property in Agbiotechnology” Invited lecture, NATO Advanced Research Workshop on the Use of Agriculturally Important Genes in Biotechnology, Szeged, Hungary; October 1999

“Biodiversity Conservation and Biota Property Regimes” Invited lecture, CENICAFE Scientific Lecture Series, Manizales, Colombia, December 1999

“International Issues in Wild Biota Property” Invited lecture, EMBRAPA, Brasilia, Brazil, July 1999

“Ownership, Jurisdiction and Control of Wild Biota: Engineering Conservation Partnerships”. Invited lecture, International Symposium on Protected Area Management, Cornell University, September 1998

“A Paradigm Collision: Intellectual Property Law, Sovereignty in Wild Biota and Biological Conservation Law and Policy”. "Observations of Nature" Workshop, department of Science and Technology Studies, Cornell University, December 1997

“Access, Control, Ownership and Commercialization of Biological Resources of Yellowstone National Park” Invited lecture, Biodiversity, Ecology and Evolution of Thermophiles in Yellowstone National Park, conference at Old Faithful Lodge, Yellowstone NP, Sept. 1995

“The Elements of Bioprospecting Arrangements” Invited lecture, Developing a Facilitating mechanism for the Equitable and Sustainable Use of Biodiversity, conference in Cuernavaca, Mexico 7-9 April 1994, hosted by the International Academy of the Environment.

“Intellectual Property, Technology Transfer and Economic Development” Invited lecture, UNIDO conference: International Economic Development, New Delhi, India, September, 1992

PUBLICATIONS

Cahoon, R.S. Licensing in Agricultural Biotechnology. In *Biodiversity: Balancing Interests through Adaptive Collaborative Management*, CRC Press, Boca Raton, 2001

Cahoon, R.S. Property in wild biota and adaptive collaborative management. In *Biodiversity: Balancing Interests through Adaptive Collaborative Management*, CRC Press, Boca Raton, 2001

Cahoon, R.S. Property rights and agricultural biotechnology. In *Use of Agriculturally Important Genes in Biotechnology*, IOS Press, Amsterdam, 2000

Cahoon, R.S. A University Perspective on Technology Transfer Via Intellectual Property in Agriculture Biotechnology. In *Virus Resistant Transgenic Papaya in Hawaii: A Case Study for Technology Transfer to Lesser Developed Countries*, Proceedings OECD, USAID, USDA-ARS Hilo, Hawaii October 2003

CIVIC RESPONSIBILITIES and REVIEW PANELS

Proposal Reviewer, AAAS/Michigan Jobs for Growth Program (2006)

Thermal Biology Institute @ Montana State: Advisory Board (2001-present)

Finger Lakes Land Trust: Vice President and Secretary of Board (1999-2002)

Tompkins County Business Innovation Center: Board member (1998-2000)

Yellow Barn Water Company: President, Vice President (1992-1995)

Canadian Natl. Research Center's expert panel, review of NRC Genetic Diseases Center (1997)

LITIGATION SUPPORT AND EXPERT WITNESS

Expert Opinion for Defendant on wheat breeding program valuation: Limagrain Cereal Seeds, LLC vs. Byrum Companies, 2011. Settlement Agreement prior to trial

Fact witness in patent infringement litigation: Wisconsin Alumni Research Foundation v. Intel Corp., C.A. No. 3:08-cv-00078-bbc (W.D. Wis.)

Damages Expert (Reasonable Royalty) in patent infringement litigation: Monsanto Co. vs. Bayer Cropsciences, N.V. (C.A. No. 4:00CV01915-ERW) USDC – Eastern District of Missouri); testified at trial

Damages Expert (Reasonable Royalty) in patent infringement litigation: Syngenta Seeds, Inc. vs. Monsanto Co, et al. (C.A. No 02-1331-SLR) (USDC – District of Delaware); settled out-of-court.

Damages Expert (Reasonable Royalty) in patent infringement litigation: Monsanto co., et al. vs. Syngenta et al. (C.A. No. 04-305-SLR) (Lead Case) (USDC – Eastern District of Delaware); settled out-of-court.

Damages Expert (Reasonable Royalty) in patent infringement litigation: DEKALB Genetics Corp. vs. Syngenta Seeds, Inc. et al. (C.A. No 4:06CV01191-ERW) (USDC – Eastern District of Missouri); settled out-of-court.

Fact and 30 b 6 witness in patent infringement litigation: Cornell University vs. Hewlett Packard Co (01-CV-1974); testified at jury trial and bench trial.

Fact witness in patent license arbitration: Cornell University vs. ISCO; testified at panel hearing.

SPECIAL PROJECTS

Conference Coordinator 2000

Initiated/coordinated “Who Owns Nature”, an international symposium on property rights in wildlife held at Cornell University in partnership with the Einaudi International Center, Center for the Environment and Cornell’s International Initiative in Food and Agricultural Development.

Bioprospecting Initiative, Finger Lakes Land Trust (FLLT) 1998-present

Initiated, designed and implemented a bioprospecting partnership between Cornell University, Schering-Plough and the Finger Lakes Land Trust.

Asset Development for Cornell Laboratory of Ornithology

Designed and implemented a novel development plan for the Laboratory of Ornithology at Cornell and the National Library of Natural Sounds using trademark and copyright strategies.

Initiative in Biological Resource Sovereignty and Management

Founded and directed an interdisciplinary policy analysis initiative at Cornell University focusing on theoretical and practical issues of biological resource sovereignty, access, control and sustainable use

Policy Analysis of Access to Wild Biota Resources at Yellowstone National Park

Assisted Yellowstone Park managers with development of policy and practices for appropriate management of park biota used in biotechnological research and development