

March 31, 2021

Administrative Professional Advisory Council  
Washington State University  
PO Box 1038  
Pullman, WA 99164-1038

Dear AP Contribution Award Selection Committee,

It is my privilege and honor to nominate Jessy McGowan for the Administrative Professional Advisory Council's Contribution Award. Jessy completed two years with the Office of Commercialization in January of 2021 and has been a very valuable member of the OC team. Despite having to work remotely for a majority of the year due to COVID-19, she quickly adapted her working style to be just as effective and deliver expectations by going above and beyond in her day to day functions.

Since she received her Master's in Plant Genetics, she manages the agricultural and plant science technologies that come out of WSU. As a Technology Licensing Associate, she reviews inventions disclosures, strategizes for Intellectual Property protection, markets and licenses WSU technologies that fall into her field. Her collaboration with the College of Agriculture (CAHNRS) has been extremely productive and her focus has expanded from being mainly varietal programs to also including other biotechnology opportunities from CAHNRS. She manages a large portfolio of technologies that included 210 inventions, 543 agreements and 290 patents/patent applications. Since her background is in plant breeding, she is the perfect person to work with WSU's many plant breeders that release new varieties. The varietal programs have very specific needs in terms of managing and licensing, and she has adapted to that role very well. She also concluded several non-exclusive and exclusive license agreements including amendments to existing agreements and she helped support formation of several start-up companies during her tenure with the OC. Her portfolio generated a revenue of over \$6M in 2020 alone. She was also active in seeking sponsored research opportunities for WSU research programs.

During the last four months of 2020, she went above and beyond and stepped in to cover the portfolio for another technology manager who was on medical leave in addition to managing her own portfolio, which almost doubled her workload. She had to quickly become familiar with the technologies, inventors, and industry partners to maintain, complete, and initiate many activities within that portfolio. This portfolio was the human and animal life sciences portfolio and has its own nuances, as well as the fact that the technologies are not within her area of expertise. Being a quick study, she was able to come up to speed in no time and communicate

effectively with scientist and business folks alike in the health sciences and veterinary medicine arena. She managed the sometimes stressful and long working days, often working 10-12 hour days, with aplomb while maintaining her courteous and professional attitude even when dealing with difficult situations. One small paragraph doesn't seem enough to explain how she exceeded expectations while essentially doing two jobs.

On her own, she also takes on internal projects with enthusiasm that may seem mundane to most people, but are essential to the smooth running of our technology transfer office now and in the future. Projects like cleaning up old data, paperwork, and updating templates and standard operating procedures. As a specific example, she took initiative and started the Agreement Template Update project working closely with the Assistant Director, Technology Management, the Assistant Attorney General and myself and rapidly revised the documents.

She has a professional, courteous, and service-oriented attitude when dealing with faculty, students, and industry professionals alike. Her enthusiasm to learn, assist others inside and outside the OC, and contribute to the tech transfer field are evident in her daily attitude. Jessy is a well-organized, creative, and a positive part of a dynamic group and is a team-player who gets along with everybody and tries to make the workplace a smooth, efficient, and sometimes fun environment for everyone on the team. She is the "harmony" of our small group, and deserves this recognition for all the effort she puts into her daily job functions, especially the extra effort she put in last year to ensure all the OC technologies are managed professionally and in a timely manner. I sincerely hope that you consider her nomination for this award as she reflects all the values that embody an invaluable member of any WSU team and more.

If you have any further questions, please do not hesitate to contact me directly.

Sincerely,



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