



Committee Kickoff: Who, why, how?

Executive Director, Michelle Osmanli

June 19, 2008

Overview

- First time in AmCham Macedonia
- Focus on solutions, not problems
- Focus on issues, not industries
 - **Workforce Development**
 - University American College Skopje, Deloitte, Pivara Skopje, AIMS Human Capital Macedonia, Market Com Consultancy, South East European University, ProCredit Bank, Okta, TechnoLogica , Alkaloid, Makedonski Telekom, T-Mobile, Vrabotuvanje.com, Johnson Controls, Cosmofon, Seavus
 - **Intellectual Property Rights Protection**
 - Microsoft, Skopje Jazz, Seavus, Tomato Production, University American College Skopje, Alkaloid, Viola, Makedonski Telekom, Law Office Pepeljugoski
 - **Corporate Governance**
 - ProCredit Bank, SEAF Macedonia, Seavus, Macedonian Stock Exchange, Ading, Savings House Mladinec, InterWorks Bitola, NLB Tutunska Banka, Komercijalna Banka, Stopanska Banka, relevant IFC & USAID projects

Why?

- We can do more than complain!
- Contribute to the “marketplace of ideas” over time
- Think tank-style advocacy is in its infancy
- Committees are a way of:
 - Supporting and advancing business interests
 - Promoting competitiveness
 - Advancing American best business practices, high standards of commercial practice and a sound business climate
 - Establishing communities of practice

Who?

- Both AmCham members and non-members
- Primarily private sector companies
- Subject matter experts
- Often experienced middle management

How?

- Doing our homework!
- Committees set their own goals and an action plans
 - SMART goals (Specific, Measurable, Attainable, Realistic and Timely)
 - Use available talents, assets and strengths
- Possible activities:
 - Support research
 - Produce white papers and other educational tools
 - Comment on pending legislation
 - Seek private sector or PPP solutions
 - Seminars, events, meetings or roundtables
 - Public awareness campaigns
- Supported by AmCham's Executive Office and its Board of Directors

Workforce Development

- Membership
 - 15 representatives of the country's serious HR departments, HR consulting firms and private education
- Why it matters
 - Macedonia is competing globally for talent
 - Apparent disconnect between educators and employers
- What we can do:
 - Promote high educational standards
 - Encourage workforce preparation, incumbent worker training and lifelong learning
 - Support the process of primary, secondary and postsecondary education reform

Intellectual Property Rights Protection

- Membership:
 - 9 representatives of Macedonia's IT, pharmaceutical, cultural arts and private education sectors
- Why it matters:
 - Essential to economic progress
 - Not just about downloaded music, pirated software, or fake designer purses
 - Criminal networks often to turn a profit by producing dangerous and defective products.
- What we can do:
 - Join like-minded allies locally, regionally and internationally to advance the cause
 - Quantify the problem
 - Promote the value and importance of enforcing existing laws

Corporate Governance

- Membership:
 - 12 representatives of Macedonia's financial services, manufacturing and IT sectors, as well as ongoing international funding agency projects.
- Why it matters:
 - Strong corporate governance protects investors
 - Capital markets can be important sources of innovation, invention, and growth
- Successful companies will be those that prove they are open, fair and accountable and still competitive
- What we can do: identify and help resolve inconsistencies
 - Boards of Directors/Supervisory Board members defined by current law as 'independent' can actually be company employees that report to other members of the Board.
 - The member of the Board authorized to represent and act on behalf of the company must be a company employee, causing conflicts between Labor Law and the Law on Trade Companies.

Wrapping Up

- Taking responsibility
- If not us, who? If not now, when?
- If you would like more information on our committees, please contact the AmCham Executive Office at 3216 714 or info@amcham.com.mk.
- Thank you!