

AmCham Estonia
American Chamber of Commerce

CELEBRATING

25 
YEARS
in ESTONIA



25 YEARS OF SUCCESS





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CONTENTS

MESSAGE FROM THE PRESIDENT	4
BOARD OF DIRECTORS	5
AMCHAM EXECUTIVE TEAM.....	6
ABOUT AMCHAM	6
MEMBERS ABOUT US	7
2022 HIGHLIGHTS & EVENTS	8
AMCHAM COMMITTEES	21
KEY ADVOCACY AREAS AND TOPICS	27
MEMBERSHIP LEVELS AND BENEFITS.....	28
PREMIUM PARTNERS 2022	30
AMCHAM QUICK FACTS	40



MESSAGE FROM THE PRESIDENT

Dear AmCham Members,

The 2022 has been another vibrant and energetic year for the American Chamber of Commerce Estonia. We have had so many wonderful events, seminars, topics, panels, discussions! In this year, after challenges from the pandemic, we were able to start hosting normal, live events again.

Being able to get the pandemic under some manageable control was accomplished by international cooperation of many governments, companies and scientists, by working together.

By working together - I think the same would apply to the new and multiple challenges from energy prices, logistics, inflation and most of all, the war in Ukraine. By working together, Europe and USA, Estonia and USA, we would have the strengths and vision to win the war in Ukraine, to find new energy supplies for countries and stabilize the inflationary „virus“ in our economies.

Being a member of the AmCham, you support and stand for our democracies, you open doors for your company and your own networking.

We appreciate and thank you very much for being a member, and look much forward – together – to a new year.

Respectfully,

A handwritten signature in black ink, reading 'I. Laul'.

Dr. Indrek Laul
President

BOARD OF DIRECTORS



INDREK LAUL
AmCham President

ESTONIA PIANO FACTORY,
OWNER & CEO,
Term 2021-2023



MEGAN RILEY
AmCham Vice President

MLR STRATEGIES
CEO
Term 2022-2024



MIHAIL BURÕHH
AmCham Treasurer

SYNCTUITION OÜ
Co-Founder
Term 2021-2023



NELE NORMAK
Member-At-Large

COCA-COLA BALTIC
STATES
PA & Communications
Manager
Term 2021-2023



ANNELI TRUHANOV
Member-At-Large

PFIZER
Health&Value Corporate
Lead
Term 2022-2024



ANNIKA ARRAS
Member-At-Large

MILTTON NEW NORDICS
Founder, Partner, CEO
Term 2022-2024



ELO TAMM
Member-At-Large

COBALT
Partner
Term 2022-2024



MEGAN NAYLOR
Ex-Officio Member

U.S. EMBASSY TALLINN
Economic Officer
Term 2022-2024



CARL PUCCI
Member-At-Large

EO59
President
Term 2021-2023



KONSTANTIN REBROV
Member-At-Large

CHEMI-PHARM AS
Term 2021-2023

AMCHAM EXECUTIVE TEAM



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ABOUT AMCHAM

AmCham Estonia is a non-profit, non-political, nongovernmental association of businesses.

The aim of the American Chamber of Commerce Estonia is to develop mutually beneficial economic relations between the United States of America and the Republic of Estonia, assist entrepreneurial growth, keep abreast of Estonia's legislation and policies, and inform AmCham members thereof, introduce American customs and holidays to Estonians, and assist AmCham members in developing contacts.

Since the reestablishment of the Chamber in 1997, the feedback from the members has been nothing but positive which reflects the fact that our activities have been embraced and taken to the next level.

The Chamber has a Board of Directors and Executive Director. The U.S. Ambassador to Estonia is the Honorary President of the Chamber.

MEMBERS ABOUT US

"AmCham is the most active chamber in Estonia, which is fully engaged with the Estonian government to lead change. The voice of the business community has a voice with AmCham unlike any other organization in Estonia. Through advocacy programs and policy papers, the AmCham has partnered with the government to make effective legislation that supports a thriving business environment. Those who join AmCham have the unique opportunity to join like-minded leaders to take true concerns to policy makers directly. No chamber has that kind of access or excellent working relationship with Estonian policymakers."

"For my business, we have found the training opportunities immensely important in our quest to lead innovative practice. I have the almost weekly opportunity to meet change-makers in this society, which gives me the chance to reflect on how and why we follow certain practices and these meetings often ask me to challenge our team to grow. AmCham has simply made me a better business leader."



– Kathleen Naglee, Director of International School of Finland (former VP of AmCham Estonia)

"Through AmCham, members can get access to business and governmental leaders. This allows companies to discuss issues important to our business and community. AmCham can help members to become more visible and make our word to be heard."



– Hannes Reinula, Eastman

"AmCham is an excellent opportunity to meet regularly with local business and political leaders. AmCham provides you with a wide range of topical committees to discuss and progress important matters for you. And that's not all, AmCham enables you to print your valuable ideas and concerns into highly professional and well appreciated papers..."



– Siiri Lahe, Estonian Cell AS

2022 HIGHLIGHTS & EVENTS

In 2022, AmCham Estonia held a total of 42 events and meetings. This was a big year for the chamber as we celebrated our 25 years in Estonia. The activity calendar included both online and in-person events, conferences, visits and meetings.

Here, we would like to offer a short review of some of the main events and highlights of the year. We would like to sincerely thank all members and partners who have participated and contributed to the events!



WOMEN IN LEADERSHIP LUNCHEON: THE TIMES OF CRISIS

April 14, 2022: AmCham Estonia opened its in-person event season with the AmCham Women In Leadership series luncheon devoted to the topic of “Leadership in Times of Crisis”.

While gathering at the Nordic Hotel Forum conference center, everyone had a chance to enjoy an amazing buffet lunch served before the official speaker program. We sincerely thank Nordic Hotel Forum for the great service and food, and of course for a very special surprise – a glass of champagne for each participant!

The event was opened by the chamber president **Dr. Indrek Laul**, who introduced all the event speakers and thanked everybody for coming to the event. His speech was followed by the chamber CEO Daria Sivovol, who extended a special thank you to the event partners and supporters – Coca-Cola Baltics, Placent Activ Milano, and Chemi-Pharm. All three companies are led by female managers!

The speaker program continued with a fireside chat with **Marina Kaljurand**, moderated by AmCham board member and founder of the MLR Strategies **Megan Riley**.



AMCHAM SPRING MIXER 2022

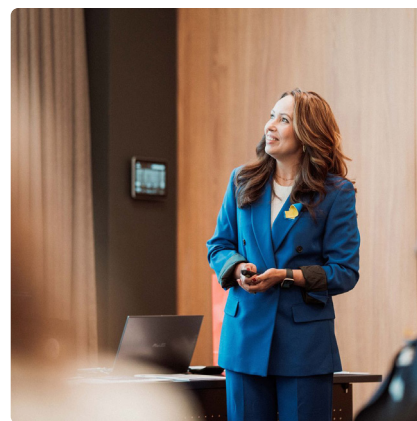
April 21, 2022: It was a while since AmCham members had a chance to casually gather, network and just enjoy a very information business after hours event in a good company of fellow-members with delicious snacks and ice-cold drinks!

Well, in April we were treated to such evening by our member – TEXAS Cantina! We got to see the brand new location of this amazing restaurant with spicy food and the best margaritas in town, as they call themselves the “Embassy of Texas in Estonia”. What a treat!



AMCHAM ANNUAL GENERAL MEETING 2022

May 5, 2022: AmCham Estonia and its members gathered for the Annual General Meeting and Speaker Luncheon that takes place every year in May. Over 50 executives of American and Estonian companies attended the event that featured 2 keynote speakers – The Ukrainian Ambassador to Estonia Mariana Betsa and the Estonian Minister of IT and Entrepreneurship Andres Sutt. Ambassador Betsa's speech focused on the current situation in Ukraine, the importance of solidarity and support of Ukraine with weapons, additional sanctions, and future restoration of the country.



BEHIND THE SCENES TOUR OF MAGNETIC MRO

August 5, 2022: AmCham Team kicked off the new business season with our first event – Behind the Scenes Tour of the Magnetic MRO!

If you ever caught yourself wondering what's hiding in those blue hangars you spot whenever you land in Tallinn airport – well we got to hear all about it and see the operations with our own eyes! We had a chance to discover the world of aviation, see the steel birds up close from both inside and out, and learn how many different tasks are undertaken to prepare the plane for your next flight.

A huge thank you for Magnetic MRO for this extremely fascinating visit and all the participants!



AMCHAM'S 17th ANNUAL MEETING WITH THE PRIME MINISTER OF ESTONIA

September 2, 2022: Over 100 business leaders gathered in the Ball Room of Swissotel Tallinn for the 17th Annual Meeting with the Prime Minister of Estonia Kaja Kallas.

This luncheon has become an annual tradition and a great forum for AmCham members and other foreign investors in Estonia to hear about the issues and development plans first-hand from the Prime Minister of the country. It has also become the platform for raising questions that are relevant to foreign and local business leaders in Estonia, regarding the business climate and the overall strategy of the government when it comes to FDI.

The Prime Minister addressed such topics as defense and security, energy crisis, inflation and many others. The keynote speech was followed by a very active Q&A session with the even participants.

We would like to sincerely thank Prime Minister Kaja Kallas for attending to this annual tradition, for the candid responses and cooperation!



OSAC MORNING SEMINAR ON BUSINESS CONTINUITY DURING CRISES

September 12, 2022: AmCham and OSAC members gathered at the U.S. Ambassador's residence in Pirita for the OSAC morning coffee and briefing devoted to the **"Emergency Preparedness and Business Continuity in Times of Crisis"**.

The event was opened by Charge d'Affaires of the U.S. Embassy Tallinn **Gabrielle Cowan** and the Regional Security Officer of the embassy **Nathan Bauer**. The briefing was led by **Mr. Robert Fagan** of the Department of State's Crisis Management Training bureau.

The briefing covered many aspects of business and personal preparedness and coordination, available online tools and checklists, tips and things to keep in mind on a daily basis.



PAN-BALTIC AMCHAMS CONFERENCE 2022

September 15-16, 2022: Members of the 3 Baltic AmChams gathered in Riga for the 5th Pan-Baltic conference and the first after the pandemic. This regional meeting is part of annual series of events embracing cooperation, communication, and exchange of experience among AmCham members across the Baltic countries. This 2-day program featured sessions on Defense & Security, Labor Force Availability, Healthcare, and Cybersecurity, as well as visits to Mikrotik, Children's University Hospital. The conference ended with a speaker luncheon with John Carwile, U.S. Ambassador in Latvia. A huge thank you to the AmCham Latvia team for the organization and hosting, American Chamber of Commerce in Lithuania for the wonderful cooperation and to all AmCham Estonia members who came with us to Riga and participated.



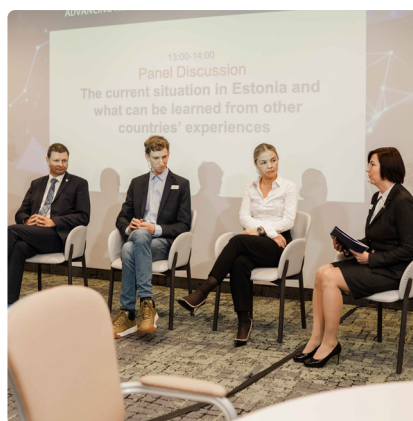
ADVANCING INNOVATION IN ESTONIAN HEALTHCARE SYSTEM

September 28, 2022: AmCham Estonia Healthcare Committee in cooperation with the European Commission representation in Estonia held the Annual Healthcare Innovation Conference.

This year's conference featured the local policy-makers, MEP, as well as experts from other European countries (UK and LT). Access to innovation and healthcare financing sustainability are common topics in Europe. We are all facing the same problems. At the conference, we got to hear about the experiences in the UK and Lithuania that can improve the access to innovation.

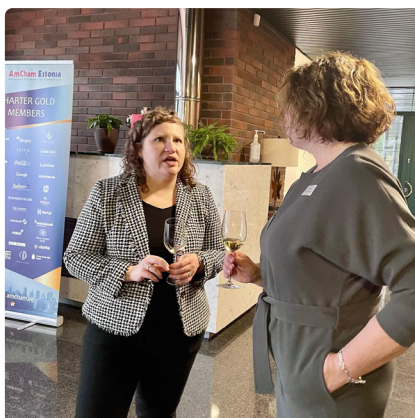
We thank the Minister of Health and Labor Peep Peterson and the Chairman of the EHIF (Tervisekassa) Rain Laane for their leadership and readiness to tackle these difficult questions. It is important to recognize that there is room for improvement when it comes to access to innovation in Estonian healthcare and better health means stepping up the happiness index as well as improving GDP.

AmCham Estonia and its Healthcare Committee are ready to continue partnership and collaboration with all the stakeholders to improve the access of Estonian patients to innovative medicines and devices. We are looking forward to the discussions.



CHARTER GOLD RECEPTION: MEET AND GREET THE NEW CDA GABRIELLE COWAN

September 29, 2022: AmCham Charter Gold Members, Premium Partners and Board Directors gathered at the US Ambassador's residence in Pirita for a special reception to meet and greet the new Charge d'Affairs of U.S. Embassy Gabrielle Cowan. We also got a chance to mingle with other members of the embassy team and raise the toast to our successful ongoing cooperation! Big thank you to U.S. Embassy Tallinn for hosting.



AMCHAM'S 25th ANNIVERSARY GALA DINNER

October 13, 2022: The anniversary gala dinner took place at the Hilton Tallinn Park Hotel and was attended by 100 business leaders, key partners, members of the American and Estonian government. The two keynote speeches at the event were delivered by the Estonian Minister of Foreign Affairs Mr. Urmas Reinsalu and the Charge d'Affaires of the U.S. Embassy Tallinn Gabrielle Cowan.

During the event, AmCham held a silent auction in support of Ukraine. Many well known artists support the auction with their art and jewelry. The auction raised €6,100 that was donated to the UNITED24 Fund.



WOMEN IN LEADERSHIP LUNCHEON: DRIVING THE CHANGE

November 10, 2022: AmCham Estonia, in cooperation with the U.S. Commercial Service, held its Women in Leadership Series Luncheon devoted to the topic of leadership in sustainable fashion design, industrial upcycling, and the role each one of us can play in minimizing waste.

The event featured 2 amazing speakers – leaders in the field of fashion sustainability: **Reet Aus**, PhD and **Ann Runnel**, and was moderated **Megan Riley** of MLR Strategies.

It was a very inspirational and a much-needed discussion.

We kicked off the event with a special message delivered by **Rosemary Gallant**, Regional Senior Commercial Officer, U.S. Department of Commerce. Rosemary addressed the critical issue of the loss of women from the labor market due to the COVID-19 pandemic, and the necessity to work together when building diversity and equality within companies. She introduced the #EmpowerHerInitiative, launched earlier this year in partnership with AmCham EU and AmChams in Europe (ACE), to bolster direct engagement by businesses to define and promote actionable steps to advance women's economic empowerment and entrepreneurship. AmCham Estonia is proud to be among the first AmChams in Europe that signed the Declaration in Support of Women's Economic Empowerment in May 2022 in Washington, DC.

We would like to sincerely thank our speakers and participants for this incredible discussion. A special Thank You also goes to the **International Trade Administration** and **Rosemary Gallant**, as well as the event partners and sponsors: **Coca-Cola Baltic States**, **Admirals**, **Chemi- Pharm**, **Anne & Stiil** and **Säde**.

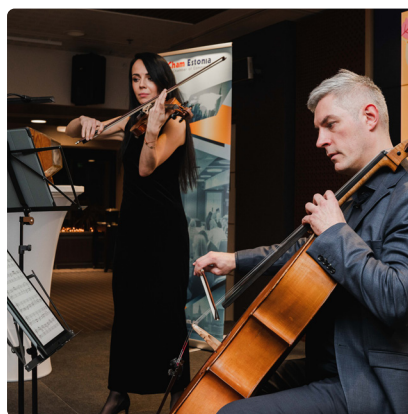


ANNUAL THANKSGIVING FAMILY DINNER AND CHARITY RAFFLE 2022

November 24, 2022: What a joy and a true blessing it was to gather once again with 120 AmCham members, partners and their families to celebrate one of the biggest American holidays- THANKSGIVING!

After a 2 year break because of the pandemic, AmCham members finally had a chance to join the Annual AmCham Thanksgiving Family Dinner on November 24, 2022. It was a very cozy, fun and special evening with all the authentic Thanksgiving dishes, Californian wines, speeches, live music performance and a special program for children! Every participants, from little to adult, went home well fed and with fun memories!

We held our Thanksgiving Charity Raffle! This year, we had an amazing list of prizes- all sponsored by our generous members and partners! With their help, we were able to raise €3,300 for the Warmth of Hearts Foundation.



AMCHAM COMMITTEES

AmCham Committees bring together specialists and experts from a variety of industries and disciplines to generate new initiatives and communicate the views and opinions of the entire membership on a range of topics. Much of their activities involve commenting on and proposing changes to drafts of legislation prepared by the government. All committees try to supply AmCham member companies with useful information and advice in a particular area. To share ideas and strategies to tackle common business-related concerns, some committees actively co-operate with other foreign chambers in Estonia and AmChams in the region.

AmCham Committees are open exclusively to employees of AmCham member companies. To join any one of the committees listed below, please download, fill out and return the committee sign-up sheet to the AmCham Office.

Following, is the list of AmCham Estonia Committees:

1. Talent & Education Committee
2. Digital Society Committee
3. Sustainability & ESG
4. Healthcare Committee
5. Public Policy Committee

TALENT AND EDUCATION COMMITTEE

As Estonia positions itself in the region as an Innovative, IT-advanced market and technology-based economy, it is challenged to produce enough of the highly qualified labour to meet growing demand, the aim of the Talent & Education committee is to bring together all member-companies that in their everyday business deal with labour market issues, talent attraction and retention, as well as migration issues in Estonia.

Committee Members:

1. **Martin Lään, Expat Relocation – Committee Chair**
2. Alice Mitt, EBS
3. Ramil Pärdis, TRINITI Law Firm
4. Heigo Kaldra, Manpower
5. Mati Lukas, TalTech
6. Krister Kalda, TalTech
7. Jekaterina Gridneva, Sakala Eragümnaasium
8. Megan Riley, MLR Strategies
9. Martin Rootare, CBRE
10. Erlend Sild, FranklinCovey



DIGITAL SOCIETY COMMITTEE

DSC is investigating how digitalisation has an effect on individual preferences, social values, corporate goals and public policy-making. Our aim is to raise awareness among companies and Estonian public in general by introducing best practices in managing and benefitting from technological innovation. We do so by arranging thematic workshops and speaker events with local and foreign professionals.

The main topics of the Digital Society Committee include R, Intellectual Property, Digital Single Market, 5G, Data protection and international transfers, AI, E-Commerce, Cyber Security and Online Safety



Committee Members:

1. **Kristian Riber Kraaer, Google (Committee Chair)**
2. Alice Mitt, Estonian Business School (EBS)
3. Ingrid Toonekurg, Microsoft Estonia
4. Kai Tammist, Philip Morris Estonia
5. Kristiina Maasik, Telia Eesti AS
6. Kairi Uustulnd, Rud Pedersen Public Affairs Estonia
7. Rima Valentukeviciene, IBM
8. Ats Alber, Nortal
9. Taimi Veedla, U.S. Embassy Tallinn
10. Mihkel Miidla, Sorainen
11. Niels Hollender, Nordisk Consulting Group LLC
12. Daria Sivovol, AmCham Estonia
13. Edgars Milgrāvis, Palo Alto Networks
14. Lauri Makke, Cisco Systems
15. Jacob Turowski, META
16. Vitnija Saldava, META
17. Rauno Kinkar, Lextal
18. Priit Kongo, Net Group
19. Taavi Einaste, Nortal
20. Urmas Kõlli, Datel
21. Ahto Aho, Toggl
22. Siim Lepisk, Net Group
23. Rene Pärt, Port Of Tallinn

SUSTAINABILITY & ESG WORKING GROUP

In September 2022, AmCham Estonia has launched a special working group that will be driving and coordinating the chamber's activities and projects when it comes to Sustainability, Green Transition and ESG.

The aims of the working group are

- To create a platform for informing and sharing best ESG practices with AmCham members.
- To reveal and discuss current challenges in the ESG area.
- To share practical know-how on how AmCham members can move towards achieving 17 UN Sustainable Development Goals (UN SDGs)



AmCham Sustainability Working Group Members:

1. Mervet Kägu, COBALT law firm
2. Darja Saar, Coca-Cola HBC Eesti
3. Marilyn Saluveer, KPMG Baltics
4. Daria Sivovol, AmCham Estonia

HEALTHCARE COMMITTEE

The Aim of the Healthcare Committee of AmCham Estonia is to provide Estonian policy makers, institutions, and other relevant stakeholders with the perspective of US companies that operate in Estonia. Health is an important driver for wealth and economic growth. The Committee therefore would support the EU health agenda towards affordable, sustainable, and innovative health systems. Composed of the various healthcare industries (pharmaceuticals, eHealth, medical devices, consumer, and transport industries), it would to be a reliable policy partner to the Estonian institutions and to help ensure that new healthcare-related legislations and policies add value to, and benefit, the entire healthcare ecosystem.



Committee Members:

1. **Elo Tamm, COBALT Law Office (Committee Chair)**
2. Martin Minin, Semetron (Medical Devices)
3. Siiri Võlu-Tiganik, HansaMedical OÜ (Medical Devices)
4. Kairit Sildre, Johnson & Johnson (Medical Devices)
5. Jane Kesküla, Janssen
6. Maarika Merirand, Tallinn Science Park Tehnopol
7. Chris Ellermäa, Roche
8. Kadri Mägi-Lehtsi, Roche
9. Taimi Veedla, U.S. Embassy Tallinn
10. Boris Khodanovich, Pfizer
11. Anneli Truhanov, Pfizer
12. Kärt Tali, Bayer
13. Edgars Labsvirs, Medtronic BV
14. Ingrid Toonekurg, Microsoft
15. Artemi Lvov, Microsoft
16. Liina Kadari, Novartis
17. Lise-Lotte Lääne, Sorainen
18. Anni Tooma, Rud Pedersen Estonia
19. Pille Loit, M-Ring
20. Rima Valentukeviciene, IBM
21. Tarmo Toiger, KPMG
22. Konstantin Rebrov, Chemi-Pharm
23. Imants Sinka, MSD
24. Mikko Fernström, Biogen
25. Jolanta Dickute, Biogen
26. Ruthy Kaidar, Microsoft
27. Daria Sivovol, AmCham Estonia
28. Edgars Skvariks, Bayer
29. Terje Peetso, PERH
30. Madis Aaren, AbbVie
31. Piibe Veiram, Biogen
32. Andrius Grigosaitis, Medtronic
33. Daniela Pavlic, AstraZeneca
34. Piibe Veiram, Biogen
35. Evita Feldberga, Roche
36. Hanno Püttsepp, Astrazeneca
37. Ingeri Luik-Tamme, TGS Baltics

PUBLIC POLICY COMMITTEE

The Public Policy Committee of AmCham Estonia is composed of leaders of its member companies that monitor policies and legislation which affect the interests of the business community and impact the economy and investment climate.

It is the aim of the committee to support policies that assist in the development of opportunities for job creation and business growth and oppose regulations that negatively affect business. In doing so, the committee will seek out issues that are not covered by any of the other issue-focused committees (Travel & Tourism, Healthcare, Digital Society, Talent & Education) and will consolidate member positions on those. They will include Taxation, Trade, Financial Services, General Business Diplomacy, Foreign Direct Investment, Energy, and other policy areas. To achieve its goals, the Committee will look for opportunities for a proactive approach, providing regular regulatory counsel to the government – in a permanent dialogue with period meetings, if possible.

The Committee will act as a first address for member companies, who have specific issues or concerns about policy developments. The Committee, while not necessarily assuming a role in direct interest representation, will counsel the member company and refer them to a more professional framework of advocacy – be it an issue-specific committee or similar.

The Committee will strive to represent foreign investor perspectives and co-operate with other like-minded business interest representation organization to achieve impact.



Committee Members:

1. **Nele Normak, Coca-Cola Balti Jookide AS – Committee Chair**
2. Andreas Kaju, Meta Advisory – Vice-Chair
3. Kristian Riber Kraaer, Google
4. Elo Tamm, Cobalt Law Office
5. Ranno Tingas, Ernst & Young Estonia
6. Hannes Reinula, Eastman Specialties
7. Joel Zernask, KPMG
8. Rasmus Luhakooder, Cleveron
9. Kai Tammist, Philip Morris Estonia
10. Siiri Lahe, Estonian Cell AS
11. Kairi Uustulnd, Rud Pedersen Public Affairs Estonia
12. Peeter Vahtramäe, Cayman Europe
13. Daria Sivovol, AmCham

AmChams in Europe U.S. Conference 2022

On May 9-13, after a 3 year break due to the pandemic, over 30 representatives of the European AmChams gathered in Washington, DC for the Annual Conference and Outreach.

This year's program in Washington, DC included meetings with the

- U.S. Chamber of Commerce experts on various topics including a meeting with Suzanne Clark, CEO of the Chamber
- U.S. Department of Commerce Diane Farrell and regional desk officers
- Wendy Sherman, Deputy Secretary of the U.S. Department of State
- APCO Leadership
- U.S. Congress (Senator for North Carolina Thom Tillis, as well as the New Democrat Coalition)
- The Office of Trade Representatives/USTR (Director Mike Rogers), as well as a special reception by the Embassy of Bulgaria in honor of "Transatlantic Values"

The second part of the program featured an outreach trip to Raleigh, North Carolina where the delegation attended

- Networking breakfast at the NC Governor's Mansion with the President of Bandwidth Marina Carreker and NC state leadership
- NC State University meeting with Adrian Percy
- SAS Institute campus visit and meeting with the SAS CEO
- Duke University visit and Mike Schoenfeld, VP Community Affairs, Government Relations
- Networking Reception with business leaders on top of the new Eastman Tower
- NC Biotechnology Center meetings with the representatives from Wake Tech and the Novo Nordisk

AmChams in Europe European Conference 2022

On October 5-8, 37 representatives of 26 AmChams across Europe gathered for the AmChams in Europe Best Practice Sharing Conference 2022 in Sofia. The conference was attended by AmCham Estonia CEO Daria Sivovol, who is also currently serving on the Executive Committee of the AmChams in Europe association. Lots of great topics, sessions and shared ideas and knowledge!

AmChams in Europe Annual Conferences are a great platform for sharing best practices, information exchange, building connections between the European AmCham executives and insights into the U.S. current political and economic developments and priorities.

The conference was attended by the AmCham Estonia CEO Daria Sivovol who is currently serving on the Executive Committee of the AmChams in Europe Association.



KEY ADVOCACY AREAS AND TOPICS

Here are the key areas that our members, whose business operations span from Estonia to America and everywhere else, wish to highlight as those where we see most room for improvement and where we can partner the government in constructive dialogue:

Estonia should build on its position in the **Digital Frontrunners** (D9+) Group in the EU to guarantee that the Single Market of digital services will be developed on the principles of open economy, free trade and transatlantic co-operation, railing against the poisonous effects of protectionism. Estonia is a hotbed of technology startups and overzealous regulation will hamper its growth, restrict its ambitions and pull a blanket of administrative burden over it so thick that it will discourage many new innovators from taking the leap of faith.

We welcome the government's pledge to increase public sector **R&D funding** to 1% of GDP. It is clear – if the universities do not have the science programs needed to spur innovative thought, if there is no mechanism to transfer those ideas to industry, if there is no automation and digitization of the manufacturing space, then our joint dreams will remain only those.

We are supportive of the government's decision not to institute **new taxes** and to refrain from raising existing ones. In addition, we ask of you to fight the good fight also in the EU and OECD, helping build consensus around anti-discriminatory rules for the planned digital services tax. Additionally, in order to preserve the ability of the businesses to transfer personal data to the U.S., we ask all relevant authorities, at national and EU level, to urgently negotiate with the U.S. upon a new transfer mechanism to replace the invalidated "Privacy Shield".

We propose to the government that it continue to work towards a **totalization agreement** with the United States that would avoid dual taxation of wages. This would further attract talent and would enable workers from both countries to work between the nations and receive the benefit of social support without suffering from double taxation.

It is clear that the government's continuing enthusiasm of supporting **Artificial Intelligence (AI)** represents one of the biggest technological opportunities for innovation and productivity growth in Estonia – in the public and private sector. We support the proposals included in Estonia's national AI strategy for the period 2019-2021 and accompanying Report of Estonia's AI Taskforce (i.e. Kratt Report). It is important to refrain from "one size fits all" solutions in legislating AI as it would unnecessarily stifle development of the very diverse universe of potential applications. The proper approach is to take a sectoral and application-specific view of needed rules and regulation and engage the parties that will be in charge of developing them – the business community.

The Estonian **healthcare system** is one of the most efficient in the world, taking into account how under-financed it is. Lack of finance for actual treatment reduces GDP and quality of life. At the same time, there is potential beyond what is imagined today around digital health services. The attractiveness or even feasibility of the Estonian business environment is contingent on how well the health system functions, whether medicines and health services are accessible for all residents. We are willing to engage the government on continuing the work of building an Health system that allows for this to happen.

The plight facing the **travel and tourism** industry is beyond pale. It is in the short term, the most under-appreciated challenge in the Estonian economy and has received scant attention from policy makers. The value destruction that is taking place in this sector, where due to understandable restrictions there is no economic activity, is almost unprecedented in the modern times. In a sector where the lack of qualified staff was already a problem, this may further cause a devastating effect, lowering the high standard of hospitality and service that people have come to expect from Estonia. Our Travel & Tourism Committee is willing to meet the the new government to provide a detailed overview of what can be done for the industry to stop it from collapsing.

The Estonian economy must again become vibrant and open. We welcome the decision to continue further developments in **attracting international talent to Estonia**. We look forward to working with the new government to make sure the Estonian economy can be kickstarted immediately after the COVID-19 situation allows it.

AmCham Estonia calls upon a **permanent dialogue** between the foreign investor community and the Estonian government. This will give businesses the added predictability that comes with a better understanding of the government's plans and intentions, as well as an opportunity to voice ideas and proposals in the common interest.

MEMBERSHIP LEVELS AND BENEFITS

HOW TO BECOME A MEMBER

To become a member of the American Chamber of Commerce you need to:

1. Complete the electronic form on our website www.amcham.ee
2. Provide us with 1 reference from an AmCham Estonia Member or 2 references from non-members.
3. For additional information, please contact our office at amcham@amcham.ee or +372 6310521.

MEMBERSHIP LEVELS & FEES

The annual dues shown below are pro-rated for companies joining after the start of the calendar year. For example, companies joining in June only pay through the end of the year.

NB! Please note that dues are non-refundable and are automatically renewed on January 1 unless terminated in writing minimum two months prior to the end of the year.

PREMIUM PARTNER	€ 3000
CHARTER GOLD	€ 1500
CORPORATE	€ 850

**Please note, that Individual Membership is for personal use only. It is non-transferrable and has a limited number of benefits.*

MEMBERSHIP BENEFITS BY MEMBERSHIP PACKAGE	CHARTER GOLD	CORPORATE
One vote in General Meeting	✓	✓
Participation in AmCham speaker events and celebrations	✓	✓
Monthly newsletters	✓	✓
Invaluable knowledge sharing	✓	✓
Eligibility to apply for the Board Director position	✓	✓
High-level business networking	✓	✓
Access to the U.S. and local business network	✓	✓
Brief description of your company on the AmCham website , including logo	✓	✓
Company listing in the Chamber annual publication	✓	✓
Participation in Advocacy & Policy Meetings and Round-Tables	✓	✓
Opportunities to co-host events and seminars	✓	✓
Exclusive member-to-member offers	✓	✓
Marketing opportunities in AmCham publications, newsletters	✓	✓
Business referrals and introductions	✓	✓
Eligibility to join and chair AmCham Estonia committees	✓	✓
Specific events designed for Charter Gold members only	✓	
Invitations to special and exclusive events hosted by partners	✓	
Company logos on AmCham website and AmCham Marketing Materials	✓	
Up to 5 company participants in AmCham sponsored events	✓	

PREMIUM PARTNERS 2022



www.microsoft.com

Akadeemia tee 15b, 12618 Tallinn,
Estonia

"Founded in 1975, Microsoft (Nasdaq MSFT) is the worldwide leader in software, services, and Internet technologies for personal and business computing. The company offers a wide range of products and services designed to empower people through great software — any time, any place and on any device."



www.datel.ee

Endla 4, 10142 Tallinn, Estonia

"Datel AS was one of the first IT firms in Estonia and has significantly contributed to the development of the Estonian E-Governance systems. With its inception at the dawn of re-independence, Datel has grown to a client base on three continents, state and local governments, multinational private sector firms, and international institutions."



www.pfizer.ee

A. H. Tammsaare tee 47, 11316 Tallinn,
Estonia

"Pfizer Inc, founded in 1849, is dedicated to better health and greater access to health care for people and their valued animals. Every day, approximately 85,000 colleagues in more than 150 countries work to discover, develop, manufacture and deliver quality, safe and effective prescription medicines to patients. We're dedicated to developing new, safe medicines to prevent and treat the world's most serious diseases."



www.google.com

Headquarters 1600 Amphitheatre
Parkway Mountain View, CA 94043

"Google's mission is to organize the world's information and make it universally accessible and useful. Founders Larry Page and Sergey Brin met at Stanford University in 1995. By 1996, they had built a search engine (initially called BackRub) that used links to determine the importance of individual webpages. Since Google was founded in 1998, it has grown to serve millions of people around the world."



baltics.coca-colahellenic.com

Mustamäe tee 16, 10617 Tallinn, Estonia

"The Coca-Cola Company is the world's largest beverage company, refreshing consumers with nearly 500 sparkling and still brands. Along with Coca-Cola®, recognized as the world's most valuable brand, the Company's portfolio includes 12 other billion dollar brands, including Diet Coke®, Fanta®, Sprite®, Coca-Cola Zero®, vitaminwater, POWERADE®, Minute Maid® and Georgia® Coffee. Globally, we are the No. 1 provider of sparkling beverages, juices and juice drinks and ready-to-drink teas and coffees."



www.raytheon.com

Kulturstraße 105, 85356 Freising, Germany

"With over 100 years of history and more than 800 employees in its German companies, joint ventures and cooperative programs, Raytheon is a firmly committed member of the German aerospace and defense industry. Raytheon Anschütz GmbH, founded in Kiel in 1905 and acquired by Raytheon in 1995, is one of the world's leading manufacturers of integrated naval bridge systems and nautical equipment such as gyro compasses, autopilots, steering control systems, monitoring systems, radar systems, electronic sea chart equipment and communication (GMDSS) for ships."

admirals

www.admiralmarkets.com

Maakri 19/1, 10145 Tallinn, Estonia

"Founded in 2001, Admirals has in 20 years become one of the most international companies in Estonia. The main activity is the provision of trading and investment services to retail, professional and institutional clients."

One of the largest investment and trading service providers available for clients around the world. As of 2018, the bonds issued by the company have been listed on the Nasdaq Baltic Bond List by Nasdaq Tallinn. Admirals have offices in 19 countries around the world

and is continually expanding its global reach. The vision and mission are to bring people together into one powerful financial hub. As a global player, we develop our IT solutions in-house, combining the IT and financial worlds. Admirals highly value financial education, and over the past 20 years, we have addressed hundreds of thousands of people to financial literacy."

Our aim is to help 10 million people work towards financial freedom by 2030."

CHARTER GOLD MEMBERS



Industry: Information Technology

www.clarifai.com

115 W 30th St. Suite 601 USA



Industry: Manufacturing

www.cleveron.com

Reinu tee 48, 71020 Viljandi, Estonia



Industry: Legal Services

www.lextal.ee

Rävala 4, 10145 Tallinn, Estonia



Industry: Healthcare

www.biogen.com

Hobujaama 4, 10151 Tallinn, Estonia



Industry: Manufacturing

www.estoniapiano.com

Kungla 41, Tallinn 10413, Estonia



Industry: Information Technology,
Communications & Media,
Telecommunications

www.google.com

Headquarters 1600 Amphitheatre
Parkway Mountain View



Industry: Cybersecurity

www.paloaltonetworks.com

3000 Tannery Way
Santa Clara, California, 95054, USA



Industry: Logistics

www.tk.ee

Veose 16, 74115 Maardu, Estonia



Industry: Financial Services

bedfordrowcapital.com

Vana-Lõuna 39-37, 10134 Tallinn, Estonia



Industry: Communications & Media

baltics.coca-colahellenic.com

Mustamäe tee 16, 10617 Tallinn, Estonia



**Coca-Cola HBC
Eesti**

Industry: Manufacturing

www.coca-colahbc.com

A.H. Tammsaare tee 92 (Mauruse maja), 13423 Tallinn, Estonia



Industry: Manufacturing

www.estoniancell.ee

Jaama 21, 44106 Kunda, Estonia



Industry: Travel & Hospitality

www.estravel.ee

Suur-Karja 15, 10140 Tallinn, Estonia



Industry: Logistics

www.eklt.ee

Valukoja 22, 11415 Tallinn, Estonia



EasySmoke
e-sigaretid

Industry: Consumer Goods & Services

easysmoke.ee

Gonsiori 32, 10128 Tallinn, Estonia



Industry: Information Technology

www.datel.ee

Endla 4, 10142 Tallinn, Estonia

EASTMAN

Industry: Manufacturing

www.eastman.com

Uus Tehase 8, 30328 Kohtla-Järve, Estonia

CHARTER GOLD MEMBERS



Industry: Information Technology

www.ctftech.com

Toompuiestee 35, 10149 Tallinn, Estonia



Five Years Out

Industry: Manufacturing

www.arrow.com

Sõpruse pst 145 (Sõpruse Ärimaja),
13417 Tallinn, Estonia



Industry: Consumer Goods & Services

www.olympic-casino.com

Pronksi 19, 10124 Tallinn, Estonia



Industry: Information Technology

www.ibm.com

Toompuiestee 33a, 10149 Tallinn,
Estonia



Industry: Finance and banking

www.luminor.ee

Liivalaia tn 45, 10145 Tallinn, Estonia



Industry: Hospitality

www.radissonhotels.com

Liivalaia 33, 10118 Tallinn, Estonia



Industry: Information Technology

toggl.com

Tornimäe tn 5, 10145 Tallinn, Estonia



Industry: Information Technology

www.microsoft.com

Akadeemia tee 15b, 12618 Tallinn,
Estonia



Industry: Hospitality

www.hilton.com

F.R. Kreutzwaldi 23, 10147 Tallinn, Estonia



Industry: Insurance

www.invl.ee

Lõõtsa 12, Lasnamäe, 11415 Harjumaa, Estonia



Industry: Defense, Energy & Security, Healthcare

www.nortal.com

Lõõtsa 6, 11415 Tallinn, Estonia



Industry: Security, real estate

www.forus.ee

Roseni 12, 12012 Tallinn, Estonia



**PHILIP MORRIS
EESTI**

Industry: Consumer Goods & Services

www.pmi.com

Tartu mnt. 43 / F.R. Kreutzwaldi 24, 10147 Tallinn, Estonia



Embassy of Design

Industry: Contract Furniture Manufacturer

www.embofdesign.com

Naadi tee 6/2, Tallinn, Estonia

PLACENT ACTIV
MILANO

Industry: Consumer Goods & Services

placentactiv.ee

Aardla 25b, Tartu, Estonia

admirals

Industry: Financial services

admiralmarkets.com

Maakri 19/1, 10145 Tallinn, Estonia

CORPORATE MEMBERS





UNIQUE HOTELS



**Rud Pedersen
Public Affairs**
:RUD PEDERSEN GROUP



CBRE Baltics
PART OF THE AFFILIATE NETWORK



OPTIMIST



CORPORATE MEMBERS

SCHLÖSSLE HOTEL GROUP



TALLINN · ESTONIA

TGSBALTIC
VARUL GRUNTE SUTKIENE

park inn
by *Radisson*

MERITON TALLINN



mlr strategies

X VAIMO
CORE OF COMMERCE

 **Telia**

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abbvie



NORDISK
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TRINITI
TALLINN RIGA VILNIUS

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 **FranklinCovey**

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Baltic-American Freedom Foundation



ORACLE



Honeywell
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swissôtel TALLINN
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