

# Annual Report 2016



German American Chamber of Commerce of  
the Southern US, Inc.

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Dear Members and Friends of the German American Chambers of Commerce,

The year 2016 has proven to be a defining year for the transatlantic relationship. Of course, much of 2016 was characterized by the U.S. presidential campaign and election. Next year, Germany will hold national elections as well. Despite the many uncertainties facing the transatlantic partners, one thing remains certain: Germany and the United States are bound by common values such as democracy, freedom, respect for the rule of law, and human dignity. Our governments have worked closely together in the past years to address many issues on our common agenda. For Germany, it is of the utmost importance that we continue this intensive cooperation in the spirit of mutual trust and friendship.

There is no question that economic relations between Germany and the U.S. are flourishing. Our economies are closely intertwined. Actually, they are more intertwined than ever before: Last year, the U.S. became Germany's single most important trading partner. Our bilateral trade volume amounted to \$174 billion in 2015. Over 3,000 German companies have created some 670,000 jobs in

the United States. This success should encourage us to strive for even more. However, we need to do a better job at explaining the positive effects that cross-border trade can have for our economies and societies. Even though the U.S. and the EU were not able to conclude TTIP this year, Germany remains very committed to working with the U.S. towards an ambitious trade agreement that will produce significant economic benefits for our businesses and consumers on both sides of the Atlantic.

Another area of cooperation is the digital economy, which is developing rapidly worldwide. It contributes significantly to economic growth and holds huge potential for our businesses. In fact, it is the single most important driver of innovation, competitiveness, and growth going forward.

Whether we choose to highlight the achievements of our transatlantic work in the area of workforce development, digitization, or the fight against climate change, a fact remains: successful intergovernmental relationships have to be complemented by strong relationships between our civil societies and our businesses. So let me congratulate the German American Chambers of Commerce on the excellent work it is doing on a daily basis, which supports and strengthens the growth in trade and investment relationships between the United States and Germany. Many opportunities lie ahead in the coming year, and I look forward to our continued cooperation, which will further strengthen our vibrant transatlantic partnership.

All the best for a successful new year,  
Peter Wittig  
Ambassador of the Federal Republic of Germany to  
the United States

## LETTER FROM THE CHAIRMAN

We released our annual German American Business Outlook (GABO) in December 2016 – one of our most important economic indicators of German business relations in the U.S. The survey's results indicate that German subsidiaries in the U.S. have split opinions on the impact of the election outcome. Many continue to view the U.S. Market as an attractive investment location despite growing uncertainty caused by the election. This year's GABO specifically addressed three of the GACC South's top strategic priorities - Investment in IT and Big Data, business expansions, and the difficulty of attracting skilled labor in the fields of engineering and manufacturing.

The German American Chambers of Commerce will continue to advocate for a skilled workforce throughout the U.S., and are proud to initiate and support multiple programs including GA CATT, which started in Georgia in 2016.

There is a lot to be proud of as we reflect on this year's accomplishments. The team of 35 employees working in Atlanta, Charlotte and Houston did an outstanding job in helping German companies establish operations in the U.S., informing U.S. companies about doing business in Germany, and being an active partner to numerous organizations that promote German-American trade relations.

Throughout 2016, the GACC South offered a great selection of events, networking opportunities, and services for our members across the entire United States and even Germany.

The regional Chapters form an important part of GACC South's activities; they are all run on a volunteer basis and I would like to sincerely thank the Chapter Directors Heiko Juerges (Tennessee),



Dr. Christian Kissinger (North Carolina), Hubertus Muehlhaeuser (Florida), and Vincenc Pearson (South Carolina) as well as the members of the different Chapter Leadership Committees for their hard work and achievements in promoting the German-American business relationship.

I would also like to acknowledge the incredibly strong support given by my colleagues from the Board of Directors, all of whom invested innumerable hours of their valuable time into their engagement with the chamber.

It has been a great privilege for me to serve as Chairman of the German American Chambers of Commerce of the USA and Chairman of the GACC South. I would like to thank the GACC South staff and all members and clients for contributing to this success and for taking an active role in our community. Let's continue to work together to make 2017 another successful year for German-American Trade.

Martin Richenhagen

Chairman, President and CEO, AGCO Corp.  
Chairman of the Board of Directors, GACC South  
Chairman of the German American Chambers of Commerce of the U.S.

In my twelve years with the GACC South, I have been fortunate to witness an immense amount of growth and progress within the German-American business community. An impressive number of ground breakings, office openings, business deals, and partnerships have taken place throughout our entire region. And I have had the great opportunity to work with many of you in fostering the strong relationship between Germany and the Southern U.S.

With over 1,500 German subsidiaries operating all across our region, German businesses continue to thrive and prosper. At the same time transatlantic trade relations have become strained in recent months. While the U.S. election might be over, the challenges and uncertainties are not. This is particularly evident in the foreign policy arena.



As a bilateral organization, we see the value and importance of strong trade relations on a daily basis. Although trade agreements have been drawn into question and international political uncertainty has risen this year, we believe the continued strengthening of transatlantic economic cooperation will be key for future growth.

Moving into 2017, it will continue to be our goal to provide a forum for our members to gain an in-depth understanding of the key issues affecting the transatlantic partnership and to support your business endeavors.

I would like to thank you for your continued support of our Chamber. The GACC South would not have grown into the distinguished organization it is today without your dedication. It is this spirit of enduring collaboration that gives me confidence that together our German-American Business Community will continue to thrive in the coming year.

Sincerely,  
Martina Stellmaszek  
President & CEO  
German American Chamber of Commerce of the Southern US, Inc.



Technical training programs have become increasingly important in the U.S. as many businesses realize that these programs can help close the skills gap that manufacturers struggle with daily. The development of a technically trained workforce is key for the U.S. to remain competitive on a global scale.

The GACC South continues to advocate for technical training programs throughout the U.S. Our organization recently received a grant from the the German Ministry of Education and Research that will help fund our efforts to set up and support dual-training programs in the Southeastern U.S. for the next two years.

This year I spoke at 14 conferences in five states, 13

***Though, with your support and our dedication to building a skilled workforce, together, we can provide younger generations with a sustainable career path.***

cities, and two continents, and I have visited over 20 companies that are interested or have already implemented dual technical training programs. We also worked alongside the Lt. Governor of Georgia, Casey Cagle, and eight organizations to sign the Georgia Consortium for Advanced Technical Training Program or GA CATT into effect. Ten students will participate in this program and graduate three years from now with not only no student debt, but also the skills they and their employers need to be successful. I was recently awarded for the Governor's International Award for my work on this project.

We are excited to collaborate with our sister Chambers in Chicago and New York to grow awareness for skills initiatives nationwide. To support our efforts, we will devote more resources to our Skills Team in 2017.

We still have much work to do in the area of filling the skills gap. Though, with your support and our dedication to building a skilled workforce, together we can provide younger generations with a sustainable career path.

Regards,  
Stefanie Jehlitschka  
Vice President  
German American Chamber of Commerce of the Southern US, Inc.

## Our Mission

Welcome to the global network of the German Chambers of Commerce Abroad (AHKs). Our Chambers are located in markets of particular interest to German industry and commerce - with more than 130 locations in 90 countries around the globe. Nearly 1,700 employees work to support German businesses in their international endeavors through consulting services provided under the joint AHK service brand DEInternational and by connecting them to the local business communities through membership services and events. Around the world the AHKs have 50,000 member companies. The Association of German Chambers of Commerce and Industry (DIHK) in Berlin coordinates the global network of German chambers abroad.

## Our Reach

### Connection to Germany

Close cooperation with the 79 Chambers of Commerce and Industry (IHKs) throughout Germany allows the AHKs to know what companies are concerned about in their interactions with foreign markets. The communication between the 3.6 million entrepreneurs in Germany and the additional millions throughout our global network enables us to coordinate one clear unified message for German business.



### U.S. Structure

The German American Chambers of Commerce (GACCs), with their three main offices in Atlanta, Chicago, and New York, four branch offices, and chapters and affiliates, offer numerous support and promote German American business in key economic and political centers. The GACCs' network consists of approximately 2,500 members, excellent contacts to associations, governmental institutions and corporations.



## Our Key Partners

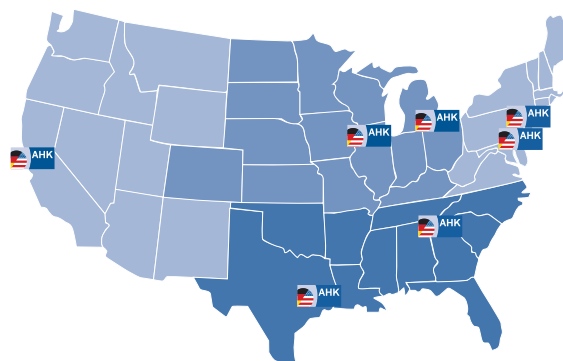
### Representative of German Industry and Trade

The Representative of German Industry and Trade (RGIT) is the Washington, D.C., liaison office of the Federation of German Industries (BDI) and the Association of German Chambers of Commerce and Industry (DIHK). RGIT's mission is to foster free trade and a welcoming business environment on both sides of the Atlantic to achieve sustainable growth, jobs, and innovation for the German American economic relations.

Founded in 1988, RGIT is supported by Germany's Federal Ministry of Economic Affairs and Energy and serves as the voice of German industry and trade toward U.S. politics, American business organizations, and the general public. RGIT is part of the AHK USA network and cooperates closely with GTAI.

### Germany Trade & Invest (GTAI)

GTAI is the economic development agency of the Federal Republic of Germany, headquartered in Berlin. The organization promotes Germany as a business and technology location, supports companies seeking to expand abroad, and provides companies looking to enter Germany with expert advice. There is a particularly close cooperation between the AHKs and GTAI. The Chambers and GTAI share offices in Chicago, New York, San Francisco, and Washington, D.C., and work together on various projects.



The year 2016 was marked a few main focal points. They were advocacy for TTIP, elections and new leadership. RGIT continued its ongoing advocacy for a comprehensive, high-standard TTIP to promote further integration of the transatlantic marketplace. We look forward to renewing the U.S.-EU dialogue next year as the incoming U.S. and European governments settle in after their respective elections. Further more, RGIT underwent a change of management in the summer. Under the new leadership of Daniel Andrich, RGIT will carry on its mission to integrate the transatlantic marketplace. RGIT closely observed the extensive election campaign, which led to the election of President Donald Trump, and we will continue to monitor the new U.S. administration as it continues to take shape.

## **RGIT** REPRESENTATIVE of German Industry + Trade

### TTIP-Debrief

Over the past year, RGIT had the pleasure of hosting the EU Delegation's Trade and Agriculture team after every negotiation round of the Transatlantic Trade and Investment Partnership (TTIP). The meeting allowed the EU Agriculture team to debrief European companies on the latest developments in the TTIP negotiations. Unfortunately, the TTIP talks have been put on hold until later this year. RGIT will continue to monitor further developments while advocating for open markets and free trade on a bilateral and international level.



The EU Agriculture Team gather at the RGIT facility in Washington, D.C. to discuss the Transatlantic Trade and Investment Partnership.

### Post-Election Wrap-Up

With the 2016 elections in the rearview mirror, political challenges lie ahead for Washington as a new government is formed. In cooperation with the Congressional Study Group on Germany, RGIT hosted a panel discussion in November entitled, "The Next President and 115th Congress: What Can the Transatlantic Business Community Expect?" Guests were treated to an engaging conversation featuring a diverse set of perspectives from both the Republican and the Democratic side and the Executive Board of the Federation of German Industries. RGIT President, Daniel Andrich, offered opening remarks to emphasize the strong U.S. - German political and economic partnership that has developed over the years, as well as the need to maintain this flourishing relationship.



A panel discusses what the transatlantic business community might expect with the incoming administration in Washington, D.C.



## German Style Apprenticeship Programs Across the U.S.

In line with a joint declaration of intent between Germany and the U.S. signed in June 2015, all GACCs celebrated the growth of various skills programs throughout 2016. The GACC South's dual vocational training program the Georgia Consortium for Advanced Technical Training, or GA CATT, has launched the first cohort of apprentices and currently counts eight participating companies in 2016.

In close collaboration with the GACC Network, the GACC Midwest will liaise with STIHL, Inc., and IMS Gear, Inc., in the state of Virginia to certify their apprenticeship programs as well as develop, organize, and manage the first German standard examinations for Mechatronics Technicians at these two companies. In South Carolina, five apprentices took the final exams at MTU America, Inc., under GACC South's supervision, and they cooperated with Volkswagen Group of America and Chattanooga Operations, LLC, which graduated 30 trainees.

## Partner Country USA at Hannover Messe, April 2016

HANNOVER MESSE has been the largest industrial trade show in the world for 68 years, but 2016 was particularly special. The United States was the Partner Country for the first time ever, ushering in greater exposure for U.S. companies and economic development organizations (EDOs) by initiating tangible business opportunities. Together, U.S. President Barack Obama and German Chancellor Angela Merkel opened the event to more than 5,000 exhibitors and 200,000 attendees from around the world.

The GACCs worked closely with the U.S. Department of Commerce, Deutsche Messe AG, and Hannover Fairs USA to make Partner Country USA as successful as possible. Our team coordinated the largest ever U.S. Investment Pavilion at the show.

This year's fair has generated business and growth and has bolstered the strong economic ties between the U.S. and Germany.



## GACC Top 50 Ranking, May 2016

The GACC's Top 50 Ranking of German Firms shows that German companies in the U.S. continue to profit from strong domestic demand and the equally strong currency. Revenue generate U.S. dollars, once converted into euros, result record earnings for German companies in the In total, the Top 50 German companies gene over \$400 billion in revenues and empl almost 750,000 people in 2015.

Top ranked Daimler Benz boasted an impre \$46,531 million in revenues (€41,920), compared to \$44,302 million (€33,310) in 2014. Volkswagen Group of American took second place with \$36,733 million (€34m229), which is the same as the previous year's figure. Rounding out third place is T-Mobile USA, which increased revenues to \$32,106 million (€29,917) from \$29,799 (€27,767) a year ago.

## Top 50 Ranking of German Firms in the U.S.



An audience gathers for a panel at the 3rd German American Business Forum (DAWT).

## 3rd German American Business Forum (DAWT), June 2016

The German economy has always been export-driven. To support German companies with their expansion to the U.S., the GACCs established the German-American Business Forum together with the German IHK network in 2013. The third business forum took place on June 16, 2016, under the impressive skyline of Frankfurt am Main in cooperation with the Frankfurt am Main Chamber of Commerce and Industry.

The GACCs had the privilege of organizing this event, which attracted more than 270 guests. The attendees took advantage of an expansive offering of workshops, networking opportunities, and expert presentations. The goal was to connect executives of German companies with those who had already successfully been through the market entry process, to exchange lessons learned, and discuss market potentials. In 2017 German companies seeking to establish a presence within the U.S. can attend the 4th German-American Business Forum on June 22, 2017, in Düsseldorf. We look forward to seeing you there.

### Industry Focus Automotive Delegation to Mexico, October 2016

The GACCs hosted a business delegation trip to Mexico in October 2016, which led 10 delegates to improving their understanding of Mexico's automotive industry and establishing partnerships with key market players.

In cooperation with the German Chamber of Commerce and Industry in Mexico, the trip featured various tours including through Volkswagen, Audi, and Seglo Logistics training centers, visits to industrial parks in the states of Puebla, Tlaxcala, Mexico State, and Guanajuato, and industry expert roundtables. The delegates also met with the Mexican Secretariat of Economy and the Mexican Association for the Automotive Industry.

The German American Chambers of Commerce of the U.S. look forward to establishing an international trade mission in 2017 as well.



Attendees of an automotive delegation to Mexico pose for a photo at Volkswagen of Mexico.

### German American Business Outlook, December 2016

The 2017 GABO results were presented at JP Morgan Chase in New York City in December. While companies' reactions to the U.S. election are split, a large majority of German subsidiaries are expanding with rising demand in the U.S. With 98% of companies expecting little to no decrease in U.S. business, confidence is high that they will continue to outperform the market.

In 2017 two strategic initiatives stand out for German subsidiaries in the U.S. market: 35% plan to invest in IT and big data and 17% plan to grow via manufacturing and automation, M&A, which is up 50% from the previous year. The skills gap remains a vital issue. While 85% of companies intend to hire in 2017, 69% report, difficulties in finding the workforce they need. For the report the GACCs, the Representative of German Industry & Trade, and Roland Berger Strategy Consultants contacted 1,900 headquarters of German subsidiaries in the U.S. right after the U.S. presidential election.



Mark Thompson, CEO GACC Midwest, addresses an audience at the German American Business Outlook in New York.

# DIHK AHK WORLD BUSINESS OUTLOOK



Deutsche  
Auslandshandelskammern



Deutscher  
Industrie- und Handelskammertag

The AHK World Business Outlook, initiated in 2015, was again conducted in the spring and fall of 2016. It gathers feedback from about 3,000 companies- either members of the AHKs or those connected to German Delegations or Representative Offices.

## **AHK Business Outlook Spring 2016**

The first survey was conducted in May. Thanks to a high consumer confidence, the United States remained the stability anchor of the global economy, even though the GDP increase was lower than expected in the beginning of 2016.

Interest in new business investments and the creation of new employment opportunities, was above global average. Overall, conditions were considered good for business investments in the U.S., Canada, and Mexico. Upcoming free trade agreements between the EU and Canada (CETA) were seen as a further stimulation of trade relations.

## **AHK Business Outlook Fall 2016**

The second survey was conducted in September. It found that due to political and economic crises in many regions, the world economy's growth path has been rather flat. Despite the difficult macroeconomic environment, German companies continue to be on a relatively successful course internationally.

The greatest risks from a business perspective were the uncertain demand and the economic policy framework. The risk of a shortage of skilled labor is increasing and already ranks as third on the risk scale. On the other hand, the exchange rate risk is going down.

## **U.S. Election Reinforces Uncertainty**

The fall survey also featured an election supplement to the business outlook. The future economic policy of the U.S. administration comes in as an additional element of uncertainty. Due to the close integration of global value chains and the high economic importance of the USA, the outcome of the presidential election has a strong impact on world economy and

thus on German companies worldwide.

According to a report of the Chambers of Industry and Commerce in an update of their World Business Outlook, Donald Trump's critical campaign statements on free trade and the result of the U.S. elections have caused confusion among many German companies and their foreign subsidiaries. The question is which of the protectionist measures proclaimed during the campaign will actually be implemented.

Depending on the newly elected U.S. President's decisions on trade, the risk of trade barriers and preferential treatment of domestic companies could increase significantly.

## **Moving Forward**

From now on, the DIHK will be conducting the AHK World Business Outlook twice a year. We appreciate our members' participation in this important measure for global business and the state of German business abroad. Download the complete reports at [dihk.de](http://dihk.de).

### GACC South Vice President honored as Woman in International Business

The Vice President of the GACC South, Stefanie Jehlitschka, received the Woman in International Business Award in October 2016 at the 35th Governor's International Awards.

Jehlitschka won the award for co-constructing Georgia's first German-style apprenticeship program, The Georgia Consortium for Advanced Technical Training or GA CATT.

The GA CATT program is modeled after Germany's dual vocational education system. GA CATT mixes hands-on experience with in-class study and conceptual learning.

The inaugural GA CATT class of apprentices started the program in August. As apprentices they will complete the three-year program free of debt with a high school diploma, and German apprenticeship certificate. They have the opportunity to earn an associate degree in Industrial Mechanics through West Georgia Technical College.



GACC South Vice President, Stefanie Jehlitschka, accepts the International Governor's Award in Atlanta, GA.



GACC South Vice President and Lt. Governor of Georgia Casey Cagle shake hands at the signing of GA CATT.

"I am honored to accept this award, but the recognition should go to the inaugural class of GA CATT apprentices and the core group that has made this possible," Jehlitschka said.

The program grew out of a collaboration between the GACC South, Lt. Gov. of Georgia Casey Cagle, Coweta County's College and Career Academy, West Georgia Technical College, the Technical College System of Georgia, and eight Coweta County, GA manufacturers.

The German American Chambers of Commerce, or GACCs, recently received additional national attention for their technical training programs due to the Wall Street Journal article entitled "U.S. Companies Turn to German Training Model to Fill Jobs Gap."

The article called attention to U.S. companies' struggles to fill skilled manufacturing positions. The GACCs plan to place a major focus on German-style vocational education programs in the U.S. over the next decade.



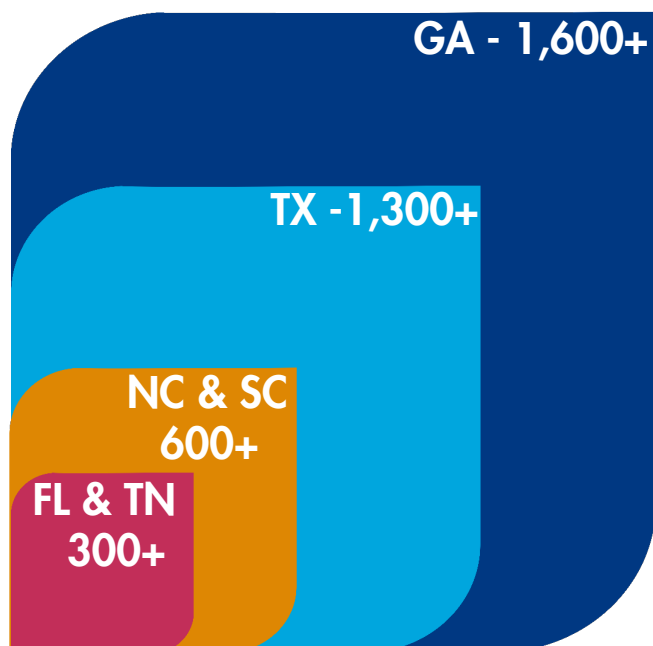
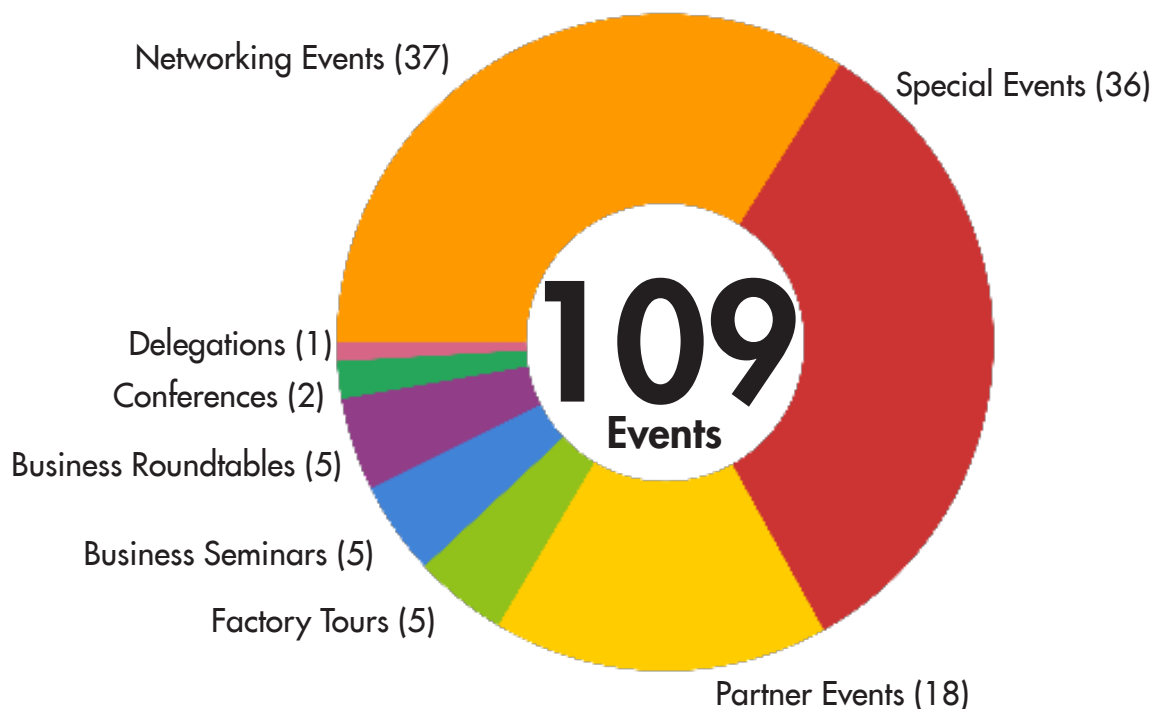
# GA CATT

## Apprenticeship Program

The Georgia Consortium for Advanced Technical Training, or GA CATT, offers a viable alternative to a college education. Participants can begin the program during their sophomore year and can graduate free of debt with hands-on experience and a 2-year technical degree. The GACC South is an avid supporter and teacher of skill initiatives in the Southeastern U.S. Our primary focus is to create and bring the best possible educational and training opportunities to our region.

For more information contact [nheimann@gaccsouth.com](mailto:nheimann@gaccsouth.com) or visit us online at [GACATT.com](http://GACATT.com).

Thank you for another successful year! We hope to see you at our events in 2017.



**3,800+  
Attendees  
in 2016**

# BUILD YOUR NETWORK WITH US.

The GACC South welcomed five new staff members to the Events, Membership and Communications teams in 2016. They focus on making your experience with the GACC South meaningful, substantive, and profitable. You can always rely on our events team to plan events according to the topics that are important to the German-American Business Community. Our mission is to help you build your network and business year in and year out.



Maret Petersson  
Membership and Events  
Manager  
Houston, TX



Robby Gadd  
Coordinator  
Communications

Sandra Wolker  
Manager  
Events  
Atlanta, GA

Rafaela Hadba  
Coordinator  
Events

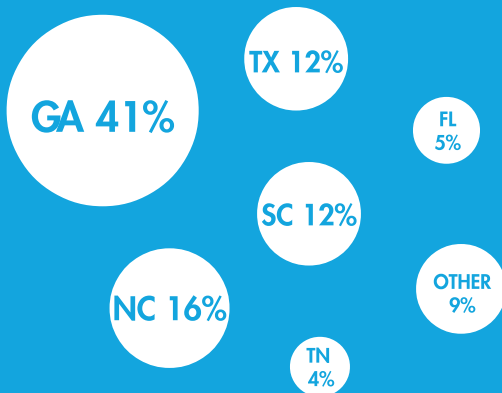


Kristina Stauf  
Manager, Business Development  
Carolinas  
Charlotte, NC

# MEMBERSHIP

\*based on the total sum of all U.S. members

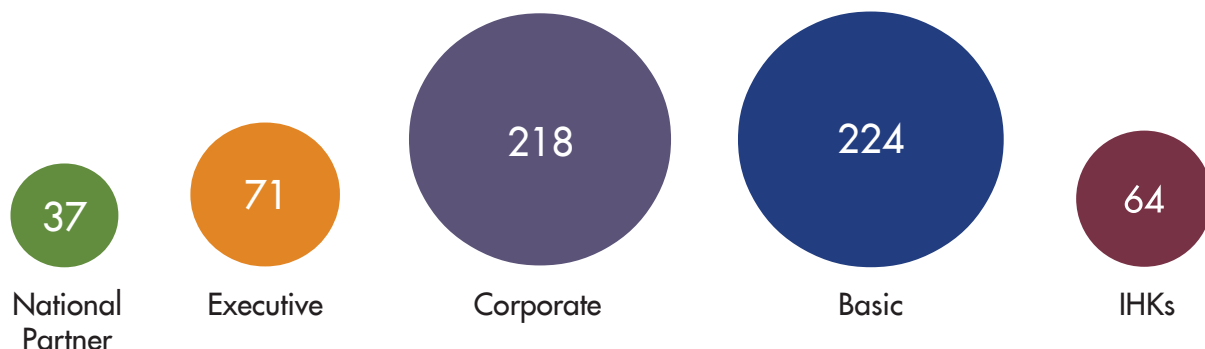
## Members by State



# 54%

Membership rose by 54 percent in North Carolina and South Carolina during 2016 compared to 2015.

## Members by level



## Membership Anniversaries

### 10 YEARS

### 15 YEARS

### 20 YEARS



Mark C. Anderson



### 25 YEARS

Primera Companies Inc.  
PRIMERA

### 30 YEARS

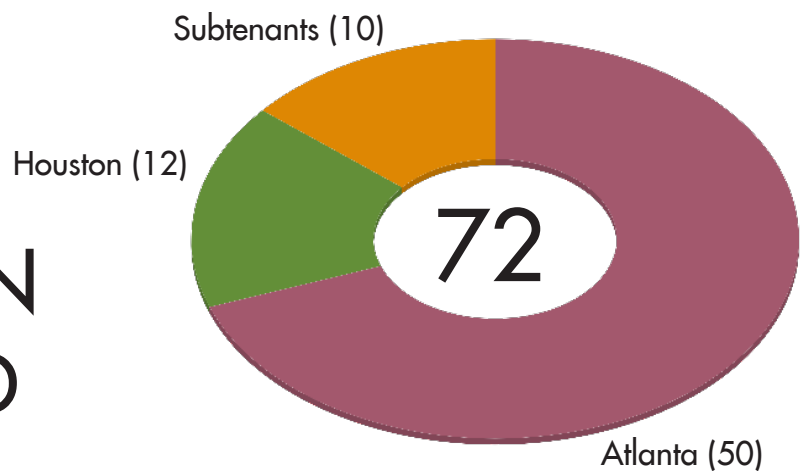
Fulbright and Jaworski LLP

FULBRIGHT  
& JAWORSKI LLP

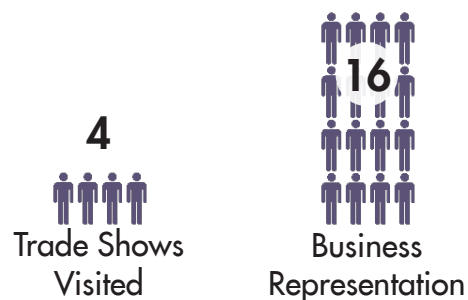
# GACC South Incentives Program

The GACC South will begin offering cross-departmental incentives beginning January 2017. If your organization is a yearlong corporate or executive member, you will automatically receive a voucher of up to \$300 to be used towards any of our consulting services. With the use of our site selection service, your organization will receive a basic membership at no charge for one year.

BUSINESS  
REPRESENTATION  
CLIENTS SERVED



TRADE SHOWS/  
NEW CLIENTS



MARKET ENTRY



Number of  
Inquiries



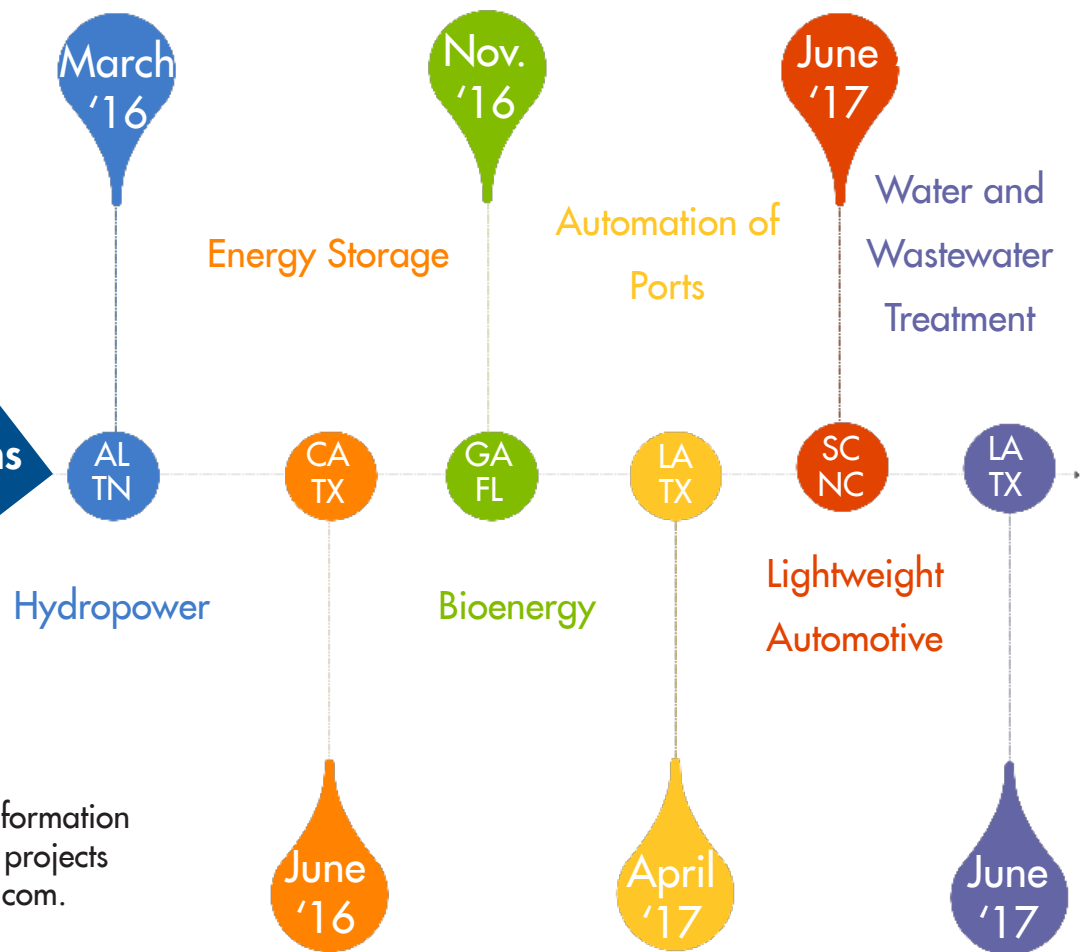
Market Entry  
Clients Supported



New Market Entry  
Projects

## 2016 - 2017 Business Delegations and Conferences

\*For the most up-to-date information  
on our upcoming federal projects  
please visit [gaccsouth.com](http://gaccsouth.com).



## Highlight: German American Hydropower Business Conference & Delegation



The GACC South welcomed several business leaders in the field of Hydropower as well as official representatives from the German Ministry and Institution in February. The participants were CEO-level with a high level of technical expertise and came from various industries, including turbines, generators, net integration, measurement/sensor equipment, and security solutions. They discovered the southern hydropower industry with a focus on Tennessee and Alabama through several individual business meetings with potential U.S. partners. They also experienced a site visit, generously hosted, by the Southern Company at their Lay Dam Facility in

Alabama and a business conference. The conference included decision makers representing German and American companies, representatives from leading research institutions, government agencies, and industry associations. The attendees were able to learn about innovations in hydropower technology, about current opportunities, and programs in Tennessee and Alabama.

## Rödl &amp; Partner



# Achieve together

As an integrated professional services firm, Rödl & Partner is active at 106 wholly-owned locations in 49 countries. We owe our dynamic success in the service lines audit, legal\*, management and IT consulting, tax consulting as well as tax declaration and BPO to our 4,200 entrepreneurial minded partners and colleagues.

Rödl & Partner USA has specifically tailored our accounting, auditing, tax and business consulting services to the unique needs of your foreign owned business in the United States of America. For the past 40 years our core practice has been serving the accounting and tax needs of primarily German speaking and other foreign owned "Mittelstand" companies operating in the U.S.

## Your German speaking contacts in the USA:

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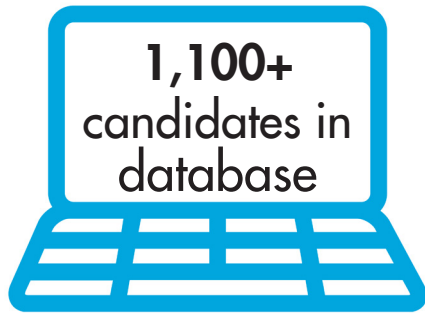
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\* Rödl & Partner USA does not provide legal services.

# By the Numbers in 2016



## Career Services Rundown

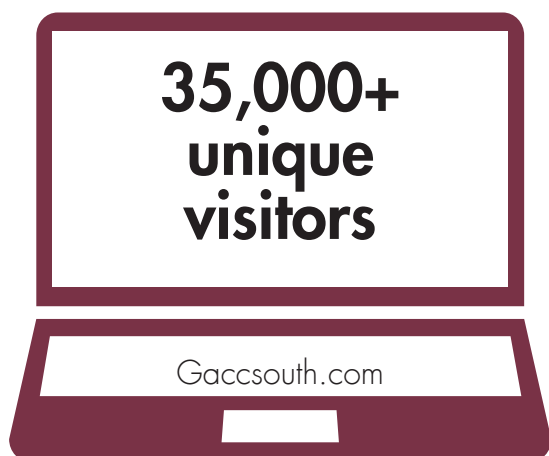
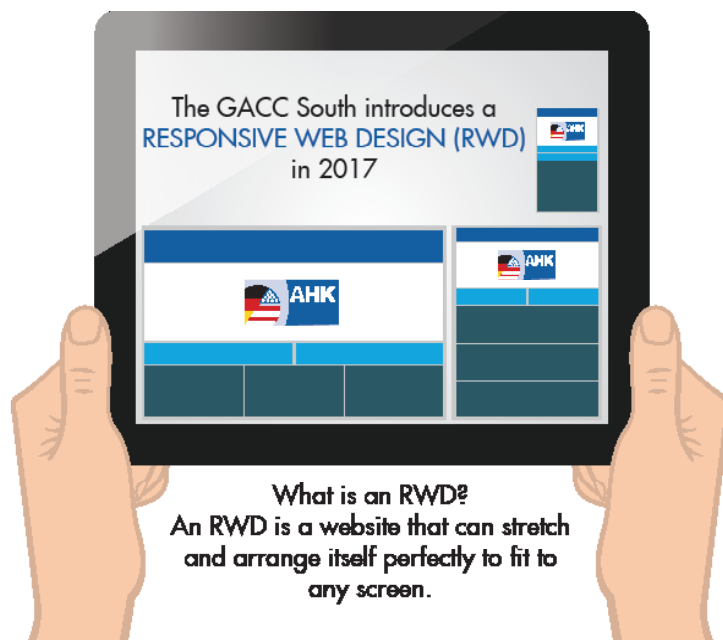
The GACC South's Career Services department has supported 160+ companies with their staffing needs. The main goal of the Career Services team is to provide professional and successful recruiting and consulting services for German-American companies located in the U.S. who are in need of qualified and mostly bilingual employees. We also support expat-families that come to the U.S. with their individual needs through our Partner Support Program. Please visit our website for more information regarding our Career Services and to find out how you can benefit from our GACC Talent Network!

Full-Cycle Recruitment	Basic Job Posting
<ul style="list-style-type: none"> <li>• Collaboration in creating an effective job description</li> <li>• Job postings on our GACC Talent Network and on diverse job-specific platforms as needed</li> <li>• Active search of and pre-selection of candidates and completion of initial interviews</li> <li>• Coordination of logistics for additional interviews</li> <li>• Consultation services on issues involving salaries, commissions, benefits, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Post your job description with your contact information on our GACC Talent Network</li> <li>• Interested candidates will contact you directly, bypassing the pre-screening process offered by our recruitment service</li> </ul>

## What's the craze about Responsive Web Designs?

The GACC South is switching to a Responsive Web Design (RWD) to offer clients an enhanced online experience. This will allow us to support clients anywhere on any mobile device with a web browser.

Responsive Web Designs allow websites to seamlessly change layout on all devices including computers, tablets, and phones. In other words, **one site fits every screen.**



## Social Media Update

**10,000+**  
Profile visits

**30%**  
Increase in followers

Twitter  
**13,250**  
Average monthly  
impressions



LinkedIn  
**18,522**  
Average monthly  
impressions

**25%**  
Increase in connections

**2,500+**  
Yearly engagements

# GERMAN AMERICAN BUSINESS OUTLOOK 2017 (GABO)

GABO is used to monitor the state of German-owned subsidiaries in the U.S. The survey approached 1,900 mostly Mittelstand firms (German small to medium-sized companies). Find the complete survey results on [ahk-usa.com/gabo](http://ahk-usa.com/gabo).

## Which of the following should be prioritized by the new U.S. Congress / Administration?



**60%** Comprehensive tax reform



**58%** Free trade agreements



**55%** Incentives for investment



**52%** Investment in apprenticeship & training



**52%** Investment in physical infrastructure



**45%** Ease of visa process & immigration reform

**85% of companies plan to increase their workforce in 2017 regardless of size**

# 85%



**Manufacturing expansion continues to be strong, IT & Big Data investment planned by many companies for 2017**

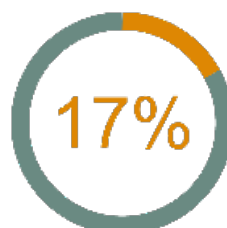


### Investment in IT & Big Data

35% of companies plan to invest in IT & big data in 2017

### Expansion of Manufacturing Capabilities

Investment in manufacturing was the strongest initiative in 2016 and expected to continue in 2017



### Expansion through Machinery and Automation (M&A)

M&A activity is planned to increase from 2016; 50% more companies than in 2016 are planning on M&A in 2017

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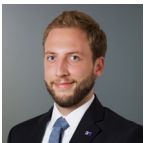
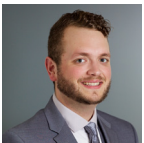
Martina Stellmaszek, President & CEO  
Stefanie Jehlitschka, Vice President  
Sven Langenau, Managing Director Houston



## Consulting



Anna Lena Behle, Consulting Intern  
Katharina Dahm, Office Assistant  
Alexia Falkenberg, Career Services Coordinator  
Enrico M Garcia, Consulting Intern  
Mahdis Gharaei, Consulting Intern  
Isabelle Goetzfried, U.S. Business Representation Coordinator



Sandy Leibiger, Federal Projects Intern  
Amy Merrill, U.S. Business Representation Coordinator  
William T. Middlebrooks, U.S. Market Entry Consultant  
Sabrina Nichell, Federal Projects Intern  
Henning Jan Peter, U.S. Market Entry Consultant  
Sylvia Petrow, U.S. Business Representation Bookkeeper



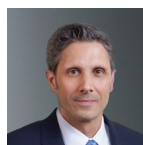
Yasmina Sassi, Federal Projects Manager  
Stephen Schilter, Consulting Intern  
Michaela Schobert, Director Consulting Services  
Sonja Sobota, Consultant Federal Projects  
Anne Sophie Suhr, U.S. Business Representation Manager  
Catherine Tuten, U.S. Market Entry Manager

Mary "Grace" Easton, Marketing Assistant  
Robby Gadd, Communications Coordinator  
Rafaela P. Hadba, Events Coordinator  
Alexandra Hummel, Events Intern  
Friederike Koenig, Skills Initiative Assistant  
Britta Lipke, Events Manager

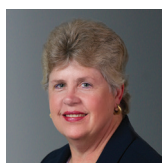
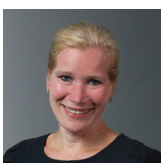
Marcus Matkins, Membership Intern  
Judith Meinhold, Membership Assistance  
Tetyana Melnychuk, Membership & Events Intern  
Nicole Prybula, Events Coordinator  
Christiane Rudyk, Events Intern  
Catharina Schaefer, Events Intern

Stephan Scheibe, Membership Manager  
Irene Schwarzer, Skills Initiative Assistant  
Konstantin Siefert, Events Intern  
Kristina Stauf, Coordinator Membership & Events  
Michelle Thompson, Marketing Assistant  
Sandra Wolker, Events Manager

## Marketing



## Administration and Finance



Katrin Gillespie, Director HR & Administration  
Judith Prophet, Staff Accountant  
Carolin Sels-Gomille, Coordinator, Office Administration and HR  
Betty Weller, Finance Director

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We provide knowledge.  
We are your network.



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