

A Word from the GABC President



Michael Claus

We are 2 months into 2010 and I hope you can see signs of improvement. The German government is expecting a GNP growth of approximately 3%, see also the remarks of our Consul General Klaus Ranner, and the US forecast is showing a 3% increase as well. It appears we are slowly but steadily getting out of the slump, but we still have a long way to go. What we see now is companies investing in new technologies, federal and local government sponsored programs and it is a sign of hope for the better. Of course, we are not out of

the doldrums before the consumers buy into it and go shopping again. Without consumer spending, creating more business opportunities as a result, companies will not hire additional staff and this is reflected in the stagnating unemployment rates. Whilst the upward trend is broken, there is no real improvement in the number of unemployed, i.e. the numbers do not go down and this is still a reason for concern and only time will tell if we are really getting back into the groove. Quite a number of companies, and I am including my employer Hellmann, hope that by end of 2010 we are where we were in 2008 and that the real improvement will start only sometime in 2011. Whatever we think or believe, we have weathered one of the worst economical crisis in history, sure the worst since globalization took place, and we have again reason to be optimistic.

Let's look at a half full glass, be active and stay positive. Join your GABC in one (or better: all) of the upcoming interesting events and simply support us. We are your voice in economical issues and can help you develop your business. In the next days we will sign a cooperation agreement with the Beacon Council, which will give our organization even more leverage, influence and expertise.

See you at the next event.

Michael Claus
President

Do you have a story or an idea for the next newsletter? If so we want to hear it! To submit a story for next month's edition please send an email to: info@gabc.us

GACC Corner

GACC South opens their New Office in Atlanta

The Atlanta-based German chamber celebrated the opening of its new offices at 1170 Howell Mill Rd. on Jan 26 with a reception that drew newly elected Mayor Kasim Reed, city and state officials and more than 300 well-wishers. [Read more](#)

Lufthansa Further Expands in Southern Florida

Lufthansa German Airlines is proud to announce it is further extending its network to Florida with the addition of three cabin A330-300 service from Miami to Munich beginning March 29, 2010. The new route will offer travelers convenient connections on Mondays, Tuesdays, Thursdays via Munich to more than 50 popular destinations in Europe through Lufthansa's largest hub next to Frankfurt.

Despite economic difficult times, Lufthansa decided to take expansion plans to Miami in view of an attractive mix of vacation travelers and business travelers.

In addition to year-round Miami-Frankfurt services, Lufthansa will continue offering seasonal Miami-Dusseldorf services until May 23, 2010.

Also, Lufthansa appointed Martin Fenton as resident Account Manager for Southern Florida. He will succeed Renata Tilkian who left Lufthansa to pursue other career opportunities. Martin is currently assigned to North Carolina and he will move to Miami in April 2010.

Finally, Johannes Fuchs, Lufthansa's District Sales Manager for Southern Florida and the Carolinas, was elected as a member of the Board of Directors of the German American Business Chamber SE Chapter effective January 27, 2010. He will complete the term of Renata Tilkian, who resigned from her position.

Consul General's Corner



DER GENERALKONSUL
DER BUNDESREPUBLIK DEUTSCHLAND
THE CONSUL GENERAL
OF THE FEDERAL REPUBLIC OF GERMANY

Klaus H. D. Ranner



Miami, February 11th, 2010

German-American Business Chamber of Florida, Inc.
Southeast Chapter
100 North Biscayne Boulevard, Suite 2100
Miami, FL 33132

Dear Friends,

the holiday season including the Super Bowl is definitely over. All of us will again have to face the realities of business life. Although Germany's economy had to experience a contraction of 5 % in 2009 and lost the world export championship to China, we are on our way back up again. For 2010 we expect growth at about 2 % and – because it is an indicator that is always lagging behind – only a mild increase in unemployment. By the end of 2010 even this indicator most likely will also show a positive trend. I hope that these positive developments will be reflected in the activities and the success of the German business community in Florida, not an easy task, given the present economic situation in the US in general and in Florida in particular.

As in 2009, also this year Germany will have reason to celebrate. In October it will be 20 years since our country formally reached its unity. These celebrations will certainly accompany us throughout the year. I am convinced there will be opportunities to celebrate together with you. I am looking forward to this.

All the best,

sincerely yours,

Klaus Ranner

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New Trustee Member:

Engel & Voelkers



ENGEL & VÖLKERS®

Engel & Voelkers has now arrived in Miami with the first of seven Miami and Miami Beach locations open at 1200 Brickell Bay Drive, Suite 100, Miami, Florida (305.443.2424). The office at Brickell Bay Drive has been officially inaugurated Dec. 3rd with the presence of the guest of honor, the founder of Engel & Voelkers Mr. Christian Voelkers.

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Thomas Hofmann
Office Manager
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Opening reception of the offices of Engel&Voelkers on December 3rd 2009



Jose Luis Bueno, Christian Voelkers, Phillip A. Yaffa



Phillip A. Yaffa

New Individual Members:

Manuela Boegeholz
Bernt Klein
Hans-Juergen R. Klemm
Hartmut Schmitz
Simone Silvestri
Thomas Spiegelhalter
Renata Tilkian

New Small Business Member:

ModnyMedia



ModnyMedia is a full-service interactive web development agency. Whether you need a complete website design/redesign, email marketing, or web-based software to streamline your business, our firm has the strategic, creative, and technical know-how to get the job done.

We design, develop and deliver innovative web-based and multi-media solutions to our clientele. From e-commerce storefronts and web-based portals to custom web-

based applications, engaging copy and uncluttered design, we are committed to bringing your business online with form, function and ease of use. Stephen Bedrin of ModnyMedia has also designed the newly launched GABC Miami website.

Contact:
Stephen Bedrin
President
Phone: 727 742 6998
Email: sbedrin@modnymedia.com
www.modnymedia.com

New Small Business Member:

SailLaser Miami



SailLaser Miami is inside the US Sailing Center at Biscayne Bay and offers sailing courses for adults and children ranging from beginner to expert.

SailLaser provides a new way of buying any of the high quality products in the LaserPerformance range from this fantastic water-side location. For people who are not ready to buy, there is SailLaser's JustSail club, whose members no longer have to own a boat to experience the excitement and fun of sailing.

SailLaser Miami will host a sailing event with the GABC on March 27th 2010 at their facilities in Coconut Grove, where you can get a

taste of sailing and network with other chamber members. Also, GABC members get discounts on different sailing lessons/ packages, please contact the GABC or SailLaser Miami for more details on packages.

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New Corporate Member: Diyeno Consulting Group

Diyeno Consulting Group is an international management consulting company whose main focus is helping U.S. and European high-tech companies sell their products in Latin America and the Middle East. If you are interested in expanding the reach of your company's products to the world's fastest growing markets, please do not hesitate to contact Diyeno's Director of International Business Development.

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Seminars planned in Germany with GABC Miami - South Germany Representative Carlos Galaniuk

As reported in the previous GABC newsletter, Carlos Galaniuk, who represents the GABC Miami in Germany, has begun promoting GABC and the State of Florida in Germany. The first step involves a team up with Alexander Bothmann, who serves as Enterprise Florida's representative in Munich. As part of the initiative, a seminar is being offered to IHK's in Germany designed to present directly to IHK members. The event's focus would be twofold: 1) the business and legal framework with which German entrants into the

Florida market contend; and 2) Florida's incentive programs that support business retention, expansion and recruitment efforts. If and when firmed up, the GABC will announce dates and locations. In any event, the courtesy extended through the invitation itself will promote the GABC's profile and name recognition.

Please direct any questions or comments to Carlos Galaniuk at frankfurtoffice@gabc.us .

Upcoming Events

Please find always updated information at www.gabc.us under upcoming events as well as pictures of past events.

March 2010

04th March GABC monthly Stammtisch at the Hofbraeu Beerhall, South Beach at 6 pm

10th March The GABC and the European Chambers present a joint business seminar featuring Frank Nero, President of the Miami Beacon Council and Manny Mencia of Enterprise Florida on the topic "State and

Local Incentives". Space is very limited, RSVP required.

27th March The GABC Miami together with SailLaser Miami organizes a sailing event in collaboration with the Italian, Spanish, British, and French Chamber. This promises to be an exciting event to get a taste of sailing and network with other chamber members. RSVP required.

More events to be announced soon!

Job Corner

German Customer Service Positions

Cash4Gold headquartered in Pompano Beach is a fast paced, growing entrepreneurial company seeking experienced German Customer Service Representatives for their growing call center as we expand our business in Europe.

Main responsibilities include answering a high volume of customer service calls, resolving customer issues, concerns and inquiries.

Candidates must display the following skills and attributes:

- . Must speak fluent German.
- . International Experience required.
- . Must be customer oriented.
- . Excellent telephone manner with clear, concise and professional communication skills.
- . Strong verbal and written communication skills.
- . Strong computer skills, proficiency in MS Office preferred.

Various Full Time and Part Time Shifts Available:

- (Full Time) 3:00AM-11:00AM
- (Full Time) 4:00AM-12:00PM
- (Full Time) 5:00AM- 2:00PM
- (Full Time) 6:15AM- 3:00PM
- (Part Time) Various Shifts.

We offer our employees:

- . Competitive compensation
- . Comprehensive benefits package
- . Career Advancement Opportunities.

For immediate consideration:

Email your resume to: careers@cash4gold.com

Call: 800-241-1811 ext. 126
(ask for Mia Rottman, Director of HR)

GABC Member Discounts

We are always working to improve membership benefits. In this context, we would like to extend the opportunity to companies to increase the visibility of their respective business by offering specific benefits or discounts to GABC members and other European Chamber members. Examples include offering members discounts on restaurant

visits, hotel stays, or other services depending on the nature of your business. Any suggestions are welcome. Please contact us for details on offering discounts to members, as well as advertising and sponsoring opportunities with the GABC Miami.

Immigration News: Fee Increase - Illegal Immigrants Decrease

U.S. Immigration law is constantly changing. Two recently published items of interest address fee adjustments for consular services, and a reported decrease in the number of illegal immigrants in the United States.

Fee adjustment

On February 9, 2010, the Department of State (DOS) issued a proposed rule on fee adjustments. The purpose of the adjustment is to ensure that fees for consular services reflect costs to the U.S. of providing the services. The rule is not final yet, but will be implemented upon the expiration of a 30-day public comment period following the date of publication.

Among the many fee adjustments addressed in the proposed rule, is a fee increase to \$150.00 for non-immigrant visa applications in the H, L, O, P, Q and R categories, and up to \$390.00 for the E category nonimmigrant visa. The current application fee for a non-immigrant visa is \$131.00.

The fees for immigrant visa applications are also affected by the new rule. The current universal application fee of \$355.00 for an immigrant visa will no longer apply. Instead, the application fee will vary depending on the classification of immigrant visa sought. The fee for an immigrant visa for an immediate relative will drop from currently \$355.00 to \$330.00; (2) Employment based immigrant visa applications will increase 103% from \$355.00 to \$720.00; (3) Immigrant visa application fees for other visa classifications, such as religious workers will drop from \$355.00 to \$305, and (4) the diversity lottery fee will increase from \$375.00 to \$440.00.

Further, the proposed rule provides important information about the numerical cap for immigrant visas. By law, employment based immigrant visas are capped at 140,000 for each fiscal year. According to DOS, this cap was reached in fiscal year 2009. DOS informs further, that 96% of the available visas in the family-preference categories (capped at 226,000) for the fiscal year 2009 were issued, and that there are currently almost 3.5 million applicants awaiting immigrant visas in the numerically capped visa preferences.

Illegal Immigrants

In a report released on 2/12/10, the Department of Homeland Security (DHS) estimated that the number of illegal immigrants living in the U.S. dropped to 10.6 million in 2009 from 11.6 million in 2008. According to DHS this is the sharpest decrease in 30 years. It is also the second straight year of decline, and coincides with the U.S. economic downturn. Not surprisingly, illegal immigrants from Mexico made up the largest share in 2009, with an estimated 6.6 million. Most undocumented immigrants reside in California (2.6 million); Texas (1.7 million) and Florida (720,000). The data on which the estimates are based was obtained from DHS and U.S. Census Bureau.

For further questions on this article or other immigration related issues you can contact Ellen von Geysso. Mrs. von Geysso is an attorney at Law in Miami admitted to the practice of law in Germany and Florida. She can be reached for questions or comments on this article at info@vongeyso.com; 305.365.0325 or check our webpage www.vongeyso.com. ©Ellen von Geysso, P.A.

ELLEN VON GEYSO, PA

Ellen von Geysso, J.D., LL.M.

Attorney at Law admitted in Florida and Germany
Member American Immigration Lawyers Association

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Memorandum of Understanding was signed by The Beacon Council and the Miami Chapter of the German American Business Chamber

The Beacon Council, Miami-Dade's official economic development organization, hosted the Miami Chapter of the German American Business Chamber of South Florida (GABC Miami) on Monday, March 1, 2010 at 9 a.m. for a Memorandum of Signing ceremony. The event was held at The Beacon Council's office located at 80 SW 8th Street, 24 Floor, Miami, FL 33130.

Beacon Council President & CEO Frank R. Nero and GABC Miami President Michael Claus have signed a Memorandum of Understanding (MOU). The Consul General of the Federal Republic of Germany Klaus Ranner and Beacon Council Chair Jean-Michel Caffin have co-signed the MOU as Witnesses of Honor. The MOU is intended to formally and publicly align intentions in favor of the ongoing collaboration to develop economic and commercial relations between Miami-Dade County and Germany.

"Businesses in Germany understand that foreign direct investment in South Florida will lead to growth at home through market development, as well as create jobs and stimulate the local economy," said Claus. "This agreement demonstrates the ongoing commitment of the German business community in supporting Miami-Dade's economic growth."

Germany is the largest national economy in Europe and in the past years has become increasingly important for Miami-Dade County, especially in the Biomedical and Life Sciences industries. The Beacon Council has participated in CeBIT, the largest IT/Telecom tradeshow in the world, held in Hanover, as well as MEDICA, the largest medical devices tradeshow in the world, in Düsseldorf. In late 2010, an incoming delegation of German Life Science companies is expected to visit Miami-Dade County.

"Germany's business community is looking for new and innovative investment opportunities in the United States and Miami-Dade County is a prime business location for them," said Nero. "Miami-Dade's connectivity to the world's major markets, our quality of life and highly skilled and diverse workforce provides a healthy return on investment for German companies."

In 2008, Germany was the 23rd largest trading partner for the Miami Customs Districts (which includes Miami International Airport, Port of Miami, Fort Lauderdale International Airport and Port Everglades). For that year, total trade was \$1.34 billion, exports to Germany were \$661.8 million, and imports from Germany were \$678.6 million.

Currently, there are 18 German multinationals in Miami-Dade County which account for over 800 local employees. Among the companies in the roster are Turner Construction, Hellmann Worldwide Logistics, Inc., ThyssenKrupp Elevator, Siemens Energy & Automation, Volkswagen Group Latin America, Inc., Deutsche Bank Private Banking International, Porsche Latin America, Inc., Audi Latin America, and Hugo Boss Latin America.

In addition, on March 10, 2010, the GABC Miami, together with four European Chambers of Commerce and The Beacon Council, will host the first of the 2010 European Business Seminar Series at The Beacon Council's office. The first business seminar is on fiscal incentives and will be conducted by Manny Mencia, Enterprise Florida's Senior Vice President for International Business Development, and Frank R. Nero. The other participating chambers are the Spain-United States Chamber of Commerce, the French-American Chamber of Commerce, the Italy-America Chamber of Commerce Southeast, and the British-American Business Council Miami.

About The Miami Dade Beacon Council: The Beacon Council, Miami-Dade County's official economic development partnership, is a not-for-profit, public-private organization that focuses on job creation and economic growth by coordinating community-wide programs; promoting minority business and urban economic revitalization; providing assistance to local businesses in their expansion efforts; and marketing Greater Miami throughout the world. For more information, visit www.beaconcouncil.com.

Other Upcoming Events

GIPA Gala

Reserve the date: March 20, 2010 the GIPA Gala will again be hosted at the scenic mansion of the Consul General of Germany Klaus Ranner and his wife Barbara Zesewitz. The organizers are planning a spectacular HOLLYWOOD NIGHT. Please join the fun and support one of GIPA's most important fundraisers. Babysitting will be available on March 20 at St. Marks's Lutheran Church in Coral Gables to assist our Gala Guests. Bring your kids in PJ's with a blanket for pizza a movie and some fun activities. For more information please contact Jacqueline Duester for details and price. VOLUNTEERS ARE STILL NEEDED TO HELP PLANNING THE EVENT. Please contact Jacqueline Duester at duester@att.net for more information.



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Press Release: New Director and Research Leaders to Join Max Planck Florida Institute

JUPITER, Fla. (February 16, 2010) – The Max Planck Florida Institute has announced appointments to three scientific positions at the research facility. Dr. Michael D. Ehlers of Duke University Medical Center will be named Scientific Director and CEO; Dr. Samuel M. Young, Jr. will lead a research group focused on molecular neurobiology; and Dr. Jason Christie will lead a research group studying synapse physiology.

Dr. Ehlers is currently the George Barth Geller Professor in the Department of Neurobiology at Duke and an Investigator in the Howard Hughes Medical Institute. During his 12 years at Duke he has led research dedicated to understanding the structure and circuitry of neurons in the brain and the roles they play in learning and memory. He plans to continue his work at the Max Planck Florida Institute and will begin the process of establishing his laboratories and assembling his research team during the next several months.

Dr. Ehlers conducted his doctoral and post-doctoral research at The Johns Hopkins University School of Medicine, and his undergraduate research at the California Institute of Technology. He is a compelling and experienced speaker on the topics of neurobiology, cellular signaling and molecular cell biology. In 2008, Dr. Ehlers received the Breakthrough Research Award from the North Carolina Biotechnology Center. He has also been a past recipient of the Society for Neuroscience Young Investigator Award; the John J. Abel Award in Pharmacology; and the Eppendorf and Science Prize in Neurobiology, among several other scientific achievements and accolades. He is currently a member of the American Society for Cell Biology; the Society of Neuroscience; and serves on several scientific advisory boards in North America and Europe.

As the leader of the Research Group Molecular Neurobiology at the Max Planck Florida Institute, Dr. Samuel M. Young, Jr. will study synapses – the highly specialized contact points in the brain where neurons pass electrical and chemical signals to one another. He plans on focusing on the cellular and molecular mechanisms of synaptic function. His long-term goal is to use the knowledge gained in the mechanisms of synaptic function to help uncover the causes of neurological disorders and ultimately understand how the brain operates. He begins work at the Jupiter, Fla. facility on April 1, with the rest of his research group joining in mid-May.

Dr. Young was most recently a Research Group Leader in the Department of Membrane Biophysics at the Max Planck Institute for Biophysical Chemistry in Goettingen, Germany. He conducted his post-doctoral work at the University of North Carolina-Chapel Hill in the Gene Therapy Center, at the Howard Hughes Medical Institute and the Salk Institute in La Jolla, Calif. in the Molecular Neurobiology Laboratories, and at the Max Planck Institute for Biophysical Chemistry in the Department of Membrane Biophysics. He carried out his doctoral work at UNC-Chapel Hill in the Gene Therapy Center and in the Curriculum in Genetics and Molecular Biology, and his undergraduate work at Princeton University. He was a recipient of the Alexander von Humboldt fellowship and is currently a member of the Society for Neuroscience.

Dr. Jason Christie will head the Research Group Synapse Physiology and will focus his team on studying how cells in the brain communicate with one another. Dr. Christie will use both electrical recording and imaging methods to determine how the transfer of information between two cells or, within larger groups of cells, is altered by previous activity. This plasticity, or malleability, between brain cells affects behavior and allows the brain to respond, adapt and learn from an experience.

Dr. Christie did his doctoral and post-doctoral work at the Vollum Institute at the Oregon Health and Science University in Portland, Oregon and his undergraduate work at the University of South Dakota. He will begin his work in Jupiter, Florida in June.

These new research areas complement the work already underway at the Max Planck Florida Institute under the direction of Dr. Bert Sakmann, the 1991 Nobel Laureate in Medicine. His research team is conducting a program dedicated to creating a three-dimensional map of the normal brain. They are labeling the different cell types with specific fluorescent markers and then imaging and quantifying the neuron distributions. This work will lay the foundation for future studies on brain degenerative diseases, such as Alzheimer's.

The Max Planck Florida Institute is currently operating in a temporary facility on Florida Atlantic University's MacArthur Campus in Jupiter. The permanent 100,000-square-foot biomedical research center and laboratories is expected to be completed by early 2012. For more information, visit www.maxplanckflorida.org.

About the Max Planck Society:

Germany's Max Planck Society has led the world in advancing the frontiers of scientific research for more than 60 years. The independent, nonprofit organization, with its international staff of around 20,400, including research fellows and visiting scientists, has an annual operating budget of \$1.8 billion. Named for the 1918 Nobel Prize-winning physicist and founder of the quantum theory, Max Planck, the scientific institution maintains 80 institutes and research facilities located mainly in Germany, but also in Italy, Netherlands, and now in the United States. All are focused on exceptional, results-oriented basic research in the life sciences, social sciences and the humanities.



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