



## ■ The German-American Partnership *Hamburg and the United States of America*

The strong political and economic relationship between Hamburg and the United States goes back to the period of the Hanseatic League. The American Consulate in Hamburg was established on June 17, 1790 as one of the U.S.’s first diplomatic missions.

In 1828 the United States signed a shipping, friendship, and trade agreement with the Hanseatic cities of Hamburg, Lübeck, and Bremen under the auspices of the “Commerce Deputation” or forerunner of today’s Hamburg Chamber of Commerce.

### Contents

I. Economic and Business Connections .....	2
A. Investment .....	2
B. Trade .....	3
II. People-to-People Connections .....	5
A. Tourism from the U.S. ....	5
B. Resident Citizens and Emigrants .....	5
III. Research & Technology.....	6
A. Educational .....	7
B. Foundations .....	7
C. Partnerships .....	8
V. U.S. Military and Government Presence .....	9

# 1. Economic and Business Connections

## A. Investment

### U.S. Investment in Hamburg

- 126 U.S. companies are located in Hamburg
- U.S. companies in Hamburg provide more than 5,000 jobs
- Investment from U.S. firms in Hamburg totaled euros 3.261 million in 2009
- Total revenue for companies with U.S. stock ownership in 2009 was euros 10.4 billion
- Archer Daniels Midland Company (ADM) with its operation at Oil Mill Hamburg Corp is the leading producer of bio diesel in Germany. ADM's European Head officer and European Trading Coordination Center (ETCC) are also located in Hamburg

### Five Top U.S. Companies with Subsidiaries in Hamburg

(According to "Fortune 500 List 2010", Source: HWF Hamburg Business Development Corporation,

**Note: Numbers in brackets according to rank in Fortune 500 list of 2010)**

- ExxonMobil Central Europe Holding Corp. (#2)
- General Electric (#4)
- ConocoPhillips Germany (#6)
- IBM Germany Corp. (#20)
- Oil Mill Hamburg Corp. (ADM company) (#27)

### Other Big Players in Hamburg:

- Google (#102)
- Big Point (n.a.)
- Facebook (n.a.)

**Note:** U.S. Company One Equity Partners holds 25% of ThyssenKrupp Marine Systems (TKMS) shares. ThyssenKrupp AG is a very large German industrial conglomerate with about 184,000 employees. The corporation consists of 670 single companies worldwide and mainly operates in the steel industry, but also has interests in automotive, elevators, ship-building and marine services.

TKMS is the result of the 1999 merger of Thyssen AG and Krupp. In 2005 Thyssen Krupp acquired Howaldtswerke Deutsche Werft AG in Kiel from One Equity Partners. TKMS is now the most important European group of shipbuilders. In addition to Howaldtswerke, Blohm + Voss in Hamburg as well as Nordseewerke at Emden are also subsidiaries of ThyssenKrupp Marine Systems.

### Hamburg Investment in the U.S.

- 257 companies from Hamburg employ some 18,000 people in the U.S.
- Hamburg direct investment in the U.S. was estimated to be Euros 3.654 million in 2009
- Total revenue for companies with Hamburg stock ownership in the U.S. for 2009 was Euros 9.8 billion

### Five Top Companies in the U.S. (2006) Employees / Sales

(Source: Hamburg Chamber of Commerce, further data is unavailable.)

- Beiersdorf
- Aurubis
- Airbus
- Hapag-Lloyd
- Körber AG
- Tchibo

## *B. Trade*

### Total Trade (in Euros, in Thousands)

(Source: Destatis)

	2007	2008	2009	2010
Exports to U.S.	1,275,400	1,327,711	1,511,568	1,066,318
Imports from U.S.	3,331,279	3,843,607	3,061,679	3,649,380

### CSI Hamburg/Bremerhaven – Protecting Trade between Germany and U.S.

- The Container Security Initiative (CSI) was developed by the U.S. Customs Service, legacy agency of U.S. Customs and Border Protection (CBP), in the aftermath of the terrorist attacks of September 11. The primary purpose of CSI is to guard the global trading system, secure international supply chains, and protect U.S. and host government national security through bilateral exchange of trade and enforcement information leading to the targeting and examination of containerized merchandise based on a risk management strategy. Under the CSI program, a team of officers is deployed to work with host nation counterparts to review 100% of containerized shipments transiting the CSI port destined for the United States and to target all containers that pose a potential threat for radiological screening, non-intrusive inspection, and, where necessary, physical examination. CSI operations at the port of Hamburg commenced in February 2003.

- The CSI presence in Germany includes a three-person team in the Port of Bremerhaven and a two-person team in the Port of Hamburg. CSI team members are also supported by a CBP Representative and an Immigration and Customs Enforcement (ICE) Attaché Office at the U.S. Consulate Frankfurt. CSI is the only fully-imbedded government agency operation in Germany, in which U.S. personnel is housed entirely within a German federal agency office, in this case the Hauptzollämter in Hamburg and Bremerhaven under the German Federal Finance Ministry. The Port of Hamburg handled 42,562 containers to the United States during fiscal year 2008, ranking to port fourth in Europe for U.S.-bound container traffic behind Bremerhaven, Rotterdam, and Le Havre. In terms of total throughput in twenty-foot equivalent units or TEU, the Port of Hamburg is the 9th largest world-wide and the second largest seaport in Europe behind Rotterdam.

### **U.S. Trade with Hamburg**

- According to the American Chamber of Commerce approximately 126 U.S. companies operate in Hamburg, including ESSO, ConocoPhillips, Archer Daniels Midland Company, Warner Music, IBM and Ernst&Young. The Hamburg Chamber of Commerce counted 63 companies with direct or indirect U.S. stock ownership in 2006.
- U.S. direct investment in Hamburg was estimated in 2006 to be euro 3.578 million.
- In 2007 U.S. companies employed approximately 6,000 Hamburg citizens.
- Total revenue for companies with U.S. stock ownership in Hamburg for 2007 was euro 9.9 billion.

### **Hamburg Trade with the U.S.**

- In total 1,032 companies from Hamburg have business relations with the U.S.. Numerous companies from Hamburg are represented in the U.S. with their own offices or through holdings (100 subsidiaries, 21 production facilities, 26 holdings, 121 distribution offices). Major Hamburg companies with manufacturing facilities in the U.S. include Jungheinrich AG, STILL GmbH, Hermes Abrasives, Pfannenberg GmbH and Sanford GmbH. Further, the Hamburg-based shipping company, Hapag-Lloyd, has a special relationship with the U.S. The Hamburg-Amerikanische-Packetfahrt-Aktiengesellschaft (Hamburg-America Line or Hapag) was founded in 1847 and merged in 1970 with the Norddeutscher Lloyd (NDL), based in Bremen and founded in 1857.
- 942 Hamburg companies trade with the US.
- 563 Hamburg companies export to the U.S. and 520 companies import from the U.S.
- Hamburg direct investment in the U.S. was estimated to be euro 4.281 million in 2008.
- In 2007 Hamburg companies employed approximately 17,000 Americans.
- Total revenue for companies with Hamburg stock ownership in the U.S. for 2007 was euro 11.1 billion.

## II. People-to-People Connections

### A. Tourism from the U.S.

#### Overnight stays by U.S. tourists (ranked third)

2007	2008	2009	2010
126,846	129,000	128,459	132,177

According to a study by the German National Tourist Office, Americans visitors spent an average of 3,491 dollars (188 dollars per night) per trip to Germany in 2007; business travelers spent 358 dollars per night.

**(Note: figures include roundtrip travel costs and miscellaneous costs at home and at the destination.)**

Americans belong to the top-selling source market as far as tax-free shopping in Germany. Expenses of average purchases were 307 Euros a day in 2007 (2006: 262 Euros). Total tax-free purchases by Americans were 24.1 million Euros in 2007.

### B. Resident Citizens and Emigrants

#### U.S. citizens resident in Hamburg

2006	2007	2008
1,851	3,639	3,398

(These figures do not include dual citizens.)

(Source: Statistisches Bundesamt)

### III. Research & Technology

#### **DESY**

The Deutsches Elektronen-Synchrotron, located in Hamburg, is the German national research center for designing, constructing, and running particle accelerators and detectors. DESY is one of the world's leaders in photon science and particle physics. DESY exchanges scientists with not only the U.S. Department of Energy, but also the Argonne National Laboratory, the University of California (Santa Cruz), Louisiana State University, Pennsylvania State University, NEVIS Laboratory (Columbia University), Ohio State University, Stanford Linear Accelerator Center, University of Colorado (Boulder), University of Illinois, University of Michigan, University of Pennsylvania, and the University of Wisconsin (Madison). DESY has also provided service to: the Advanced Photon Source & Argonne National Laboratory, AMAC Int'l Inc., Andrews University, Brookhaven National Laboratory, ChevronTexaco Corporation, Cornell University, Detroit Wayne State University, Fermi National Accelerator Laboratory, Northern Illinois Center for Accelerator and Detector Development, Omega-P. Inc., University of Houston, University of Maryland, Information Sciences Institute (University of Southern California), Virage Logic Corporation, Wayne State University, and Yale University.

#### **Hamburg Institute of International Economics (HWWI)**

The HWWI advances economic science through research and teaching. The institute specializes in the early recognition and interdisciplinary analysis of key economic, societal and political trends. Its research and consultancy are focused within four programs: (1) Economic Trends, (2) Hamburg and Regional Development, (3) World Economy and (4) Migration Research Group. Team members of the World Economy research program have collaborated with Rutgers University, New Jersey. The U.S. Consulate General in Hamburg provides experts speakers from U.S. research institutions to the HWWI for events such as roundtables, speaking events and background discussions.

## IV. Educational & Cultural Exchanges

### *A. Educational*

#### **The Bucerius Law School**

Founded in 2000 by the ZEIT Foundation Ebelin und Gerd Bucerius, the Bucerius Law School is Germany's first private law school. It offers a one-term, English-language international exchange program each year from September to December. They welcome approximately 80 students from 79 partner universities to Bucerius – in exchange, Bucerius students spend their mandatory trimester abroad at one of the partner universities. U.S. partners are: American University (Washington, D.C.), Boston College (Boston, MA), Boston University (Boston, MA), Brooklyn Law School (Brooklyn, NY), Columbia University (New York, NY), Cornell University (Ithaca, NY), Duke University (Durham, NC), Emory University (Atlanta, GA), Fordham Law School (New York, NY), Georgetown University Law Center (Washington, DC), Chicago-Kent College of Law at the Illinois Institute of Technology (Chicago, IL), Indiana University (Bloomington, IN), New York University (New York, NY), Northwestern University, School of Law (Chicago, IL), Santa Clara University (Santa Clara, CA), Seattle University (Seattle, WA), Tulane University Law School (New Orleans, LA), University of California, Berkeley School of Law (Berkeley, CA), University of California, Hastings College of the Law (San Francisco, CA), University of Iowa (Iowa City, IA), University of Maryland (Baltimore, MD), University of Michigan (Ann Arbor, MI), University of Minnesota (Minneapolis, MN), University of the Pacific McGeorge School of Law (Sacramento, CA), University of Pennsylvania (Philadelphia, PA), University of Texas (Austin, TX), University of Virginia (Charlottesville, VA), Washington and Lee University (Lexington, VA), Willamette University (Salem, OR), Yeshiva University Cardozo School of Law (New York, NY).

### *B. Foundations*

#### **The Amerikazentrum**

The Amerikazentrum is a private organization in Hamburg that was founded in 1997 after the USG closed the USIS run Amerika Haus. The center is part of "EducationUSA," a global network of more than 450 educational advising centers supported by the Bureau of Educational and Cultural Affairs at the U.S. Department of State. It includes an English library online databank research capabilities, and a video collection of American documentaries. The center administrates Internet-based TOEFL tests and offers semester or intensive weekend TOEFL preparation courses. Programs (lectures, reading, seminars) address a broad array of American topics and also make use of speakers provided by the Embassy. The Amerikazentrum moved into the new Hamburg-America-Center, designed by New York architect Richard Meier, in the Hafencity in October 2009.

### **150 Years of American Art**

Consulate General Hamburg enjoys an excellent working relationship with the **Zeit Foundation**, as exemplified by its special American art exhibits at its **Bucerius Kunst Forum**. The Bucerius Kunst Forum is currently showing the last exhibit of its trilogy on 150 (1800-1950) years of American art. The successful first exhibit ("New World: Creating an American Art") in 2007 focused on works of the Hudson River School. The second ("High Society: Portraits of the Gilded Age") in 2008 showed works of art rarely seen in Europe, and the third ("Modern Life: Edward Hopper and His Time") in 2009 is designed to introduce the German public to American modern art. The U.S. Embassy and the German Ambassador to the U.S. Scharioth are sponsors of the exhibits.

### ***C. Partnerships***

In 1994, Hamburg strengthened its ties with the U.S. by signing a sister city agreement with Chicago, IL. Both cities also share a sister city partnership with Shanghai.

## V. U.S. Military and Government Presence

### **German Military Command and Staff College (Führungsakademie der Bundeswehr/FüAk)**

The FüAk is the highest level military training institution of the German military. The institution's key mission is to offer advanced training and education to experienced officers and prepare them for their future staff officer appointments. More than 600 students, including some 100 foreign officers from about 50 countries, attend training at the Führungsakademie at any given time. U.S. Department of Defense staff has been participating in the curriculum at the college located in Hamburg for over five decades. Currently, seven officers make up the U.S. delegation at FüAK, making it the largest foreign country presence at the college. Two lieutenant colonels, one from the Army and one from the Air Force, are instructors at the FüAK. Furthermore, an Air Force Noncommissioned Officer instructs at the German Air Force NCO Academy nearby. The U.S. delegation is also composed of a senior major; a Navy Liaison Officer to EUCOM; two Army and two Air Force students and a Navy student. The U.S. Consulate General in Hamburg routinely provides expert speakers from U.S. research institutions to the FüAk. These events reach commissioned Bundeswehr officers as well as foreign military personnel trained at the FüAk who will constitute tomorrow's military leadership.

### **Consulate Footprint**

U.S. Consulate General employs 16 local staff. The annual lease budget for the mission is \$420,000. From 2004 to date, the consulate has spent \$5,750,000 through local procurement and maintains 7 yearly maintenance contracts with German firms. The consulate has paid German contractors (construction firms, painters etc.) \$1,275,000 since FY04 for construction projects (including the façade) at the consulate, POR and other residences.