



■ The German-American Partnership
Lower Saxony and the United States of America

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I. Economic and Business Connections

A. Investment

U.S. Investment in Lower Saxony

- Over 140 U.S. companies are located in Lower Saxony, including Johnson Controls Inc., the Dow Chemical Company, American Standard Inc., Cerberus Capital Management L.P., and KR Kohlberg Kravis Roberts & Co.
- At the end of 2007 U.S. direct investment in Lower Saxony was euro 3.884 billion.
- U.S. companies are the top foreign employer in Lower Saxony with over 44,000 jobs or 8.5% of all industrial jobs in the state.
- The six top U.S. investors in Lower Saxony generate total revenue of approximately euro 7.2 billion.

Five TOP U.S. Companies in Lower Saxony (2007)	Employees	Sales (billion €)
GE Wind Energy GmbH (General Electric)	7,000	9,500*
TRW Automotive	5,229	2,850
Johnson Controls (VARTA)	10,000	2,220
Honeywell Specialty Chemicals Seelze GmbH	5,200	1,500*
Mars GmbH (Masterfoods)	2,200	1,300

*estimated

Lower Saxony's Investment in the U.S.

- Approximately 50 industrial enterprises from Lower Saxony have factories in the United States.
- Top Lower Saxony companies in the U.S. include VW, Continental AG, ZF Lemförder Fahrwerkstechnik AG, Symrise GmbH & Co. KG, and Kamax-Werke Rudolf Kellermann GmbH & Co. KG.
- At the end of 2007 Lower Saxony direct investment in the U.S. was euro 7.6 billion.
- Lower Saxony companies have created over 18,000 jobs in the American industrial sector, most of them in the automobile industry.

- VW announced on July 15, 2008 that the company has selected Chattanooga, Tennessee for its new U.S.-based factory. VW intends to invest up to one billion USD in the plant that is expected to start production on special models for the U.S. market in 2011. In its beginning stages the new plant is expected to produce annually 150,000 cars and employ approximately 2,000 workers.

Five TOP L-S Companies in the U.S. (2010)	Employees	Sales (in million €)
Volkswagen	399,381	113,650
Continental	148,228	23,332
E.ON	91,010	79,292
Salzgitter	22,948	7,439
NORD/LB	4,907	1,068

Source: Hoovers Database

Note: Exchange rate 1USD= 0.676212 EUR (04/28/2011)

B. Trade

Total Trade (in Euros, in Thousands)

	2006	2007	2008
Exports to U.S.	4,407,000	4,945,000	5,297,000
Imports from U.S.	3,440,000	2,464,000	2,209,000

((Source: Lower Saxony Ministry of Economics, Labor and Transportation)

Trade Delegation Visits

- From October 1-6, 2011 Lower Saxony Minister of Economics, Labor and Transportation Bode will visit Houston, New Orleans and Chattanooga. The delegation will focus on mobility/logistics, air and space, maritime trade, renewable energies, machinery and plant construction, and construction/infrastructure.

- The Chamber of Commerce Metropolitan Region Bremen-Oldenburg will visit Atlanta, Charlotte, and Houston as part of a renewable-energy (focus on wind energy) visit which will take place from September 28 to October 5, 2011.
- Lower Saxony Minister Sander will head an environment and climate protection delegation which will visit Philadelphia, Pittsburgh and Houston in the timeframe of September 27 to October 4, 2011.

II. People-to-People Connections

A. *Tourism from the U.S.*

- The world economic crisis and the risks posed by the U.S. recession greatly affected the volume of Americans travelling to Lower Saxony. In 2009, Lower Saxony experienced a decrease of 9.7% in registered overnight stays of American tourists compared to 2008. Approximately 33,000 Americans visited Lower Saxony in 2009 and accounted for 85,000 overnight stays. On the basis of travel expenditure of 220 U.S. dollars per night, the American vacationers spent around 19 million dollars in Lower Saxony in that year.
- In 2010, the situation has greatly improved. The number of U.S. tourists in Lower Saxony increased by 15.6% compared to the previous year. 38 500 U.S. travelers were recorded in Lower Saxony, who spent about 92,000 overnights in Lower Saxony.
- The top-three visited cities in Lower-Saxony are Hannover, Celle, and Osnabrück.

B. *Resident Citizens and Emigrants*

U.S. citizens resident in Lower Saxony

2005	2006	2007
4,211	2,174	4,152

(These figures do not include dual citizens.)

III. Research & Technology

Cluster of Excellence QUEST

The Cluster of Excellence QUEST has been supported by the Excellence Initiative of the German federal and state governments since November 2007. The main research areas of the cluster are quantum engineering and space-time research. Six institutes of Leibniz Universität Hannover and several external partners, like the University of Texas at Austin, Center for Space Research, are involved.

Osnabrück University of Applied Sciences Member of UAS7

Osnabrück University of Applied Sciences is member of UAS7 (Seven Universities of Applied Sciences), a strategic alliance of seven leading German Universities of Applied Sciences committed to excellence in teaching and research. The alliance members run more than 1,000 university partnerships worldwide and through its New York office, the UAS7 alliance takes part in various academic conferences as well as trade fairs throughout North America.

IV. Educational & Cultural Exchanges

A. Educational

German International Graduate School of Management and Administration (GISMA)

GISMA is a Business School in Hanover, Lower Saxony, which cooperates closely with the Krannert School of Management at Purdue University, Indiana. The Leibniz University Hannover is an integral cooperation partner as well. GISMA was founded in 1999 as a joint initiative by the state of Lower Saxony and private-sector companies and is a private institution of higher education. The school's mission is to empower management professionals to respond to the special challenges and stringent demands of today's highly global business environment. It offers two MBA programs (a full-time MBA and a special part-time executive MBA program).

The University of California at the University of Göttingen

The partnership between the University of California (UC) and the University of Göttingen dates back to 1963 when 60 to 70 students from the campuses of the University of California came to study in Göttingen and vice versa. In recent years, the Free University of

Berlin, the Humboldt University in Berlin, and the Technical University in Berlin as well as the University of Potsdam have joined the exchange program. German students can study tuition-free at University of California campuses including Berkeley (UCB), Los Angeles (UCLA), San Diego (UCSD), Santa Barbara (UCSB), Santa Cruz (UCSC), Riverside (UCR), Davis (UCD), or Irvine (UCI). As a result of the global financial crisis and accompanying spending cuts at UC the exchange program was drastically reduced. The exchange program was consolidated in Berlin. Although the UC study center in Göttingen was dissolved in 2010 the University of Göttingen will pursue direct cooperation agreements with different UC locations which gained more autonomy after a revision of organizational structures. The University of Göttingen expects the bilateral study exchange to be continued on a reduced level. However, there are plans to expand the research cooperation between the University of Göttingen and UC.

Hannover/Clausthal-Purdue Engineering Internship Program

Leibniz University Hannover and Clausthal University of Technology offer a three-months summer engineering internship program in cooperation with Purdue University (IN). This program allows Purdue engineering majors to carry out research under the direction of a faculty member at either Leibniz University Hannover or Clausthal University of Technology. Education at Hannover and Clausthal integrates the highest levels of scholarship with excellent research and internship opportunities.

B. Partnerships

Lower Saxony – U.S. Sister City Partnerships:

Bad Zwischenahn - Centerville, OH; Braunschweig - Omaha, NE; Celle - Tulsa, OK; Delmenhorst - Toledo, OH; Garbsen - Farmers Branch, TX; Glandorf - Glandorf, OH; Helmstedt - Albuquerque, NM; Melle, New Melle, MO; Munster - Radcliff, KY; Nienburg - Las Cruces, NM; Osnabrück - Evansville, IN; Quakenbrück - Conway, AR; Schaumburg - Schaumburg, IL; Seevetal - Decatur, IL; Soltau - Coldwater, MI; Stade - Lakewood, CO; Walsrode - Hibbing, MN; Wilhelmshaven - Norfolk, VA; Wittmund - Simsbury, CT; Wolfenbüttel - Kenosha, WI

V. Additional Info

Special Ties between Lower Saxony and the United States

- On April 7th 2011, German and American experts discussed the potential of offshore wind industry at the Hannover Fair.
- The U.S. Department of Energy (DOE) and the Department of Interior (DOI) have set a goal of 54 GW offshore wind power generation by 2030 and 10 GW by 2020. The Lower Saxony government and businesses expect to be able to engage in increased cooperation and economic activity deriving from this U.S. goal.
- Medium-sized German companies wanting to do business in the U.S. are supported by the Lower Saxony-U.S. Business Center, which is attached to the German-American Chamber of Commerce in Atlanta. Assistance includes basic services such as the provision of a company address, help concerning the establishment of a corporation and marketing services.
- California was featured partner “country” at the 2009 CeBIT fair and then California Governor Arnold Schwarzenegger opened the event with German Chancellor Merkel.
- German companies that intend to set-up business in the U.S. or American companies that plan to build a subsidiary in Germany are supported by the American Chamber of Commerce in Germany e. V. (AmCham Germany). AmCham Germany was founded in Berlin on 30 January 1903 as the American Chamber of Commerce. At the outset there were around 100 members, of which approximately 60% were American citizens and 40% German. AmCham Germany is the oldest bilateral trade association in Germany and the second oldest AmCham in the world. Today, with over 3,000 members, AmCham Germany is the largest American Chamber of Commerce in Europe with offices in Berlin and Frankfurt. In order to coordinate regional activities, Germany is subdivided into twelve AmCham Chapters (e.g. Lower Saxony, Munich, [Hamburg and Northern Germany](#), Rhein Main etc.).
- The Chamber strives to enhance global economic and trade relations built on a strong foundation of American and German partnership. AmCham Germany actively promotes our members’ interests through business, policy and the AmCham global network. AmCham Germany enables cross-cultural understanding, cooperation and new investment through its commitment to transparent dialogue, unrestricted trade and a competitive and open business climate.
- AmCham Germany represents the business interests of American firms located in Germany and the United States and also acts on behalf of its German members, many of whom maintain significant holdings in the United States.