

U.S. Department of Justice

Washington, DC 20530

Supplemental Statement

Pursuant to the Foreign Agents Registration Act of 1938, as amended

For Six Month Period Ending January 31, 2012

(Insert date)

I - REGISTRANT

1. (a) Name of Registrant

(b) Registration No.

Bavarian U.S. Offices for Economic Development, LLC 6015

(c) Business Address(es) of Registrant

75 Broad Street, 21st Floor
New York, NY 10004

2. Has there been a change in the information previously furnished in connection with the following?

(a) If an individual:

- (1) Residence address(es) Yes No
- (2) Citizenship Yes No
- (3) Occupation Yes No

(b) If an organization:

- (1) Name Yes No
- (2) Ownership or control Yes No
- (3) Branch offices Yes No

(c) Explain fully all changes, if any, indicated in Items (a) and (b) above.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, AND 5(a).

3. If you have previously filed Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period.

Yes No Not applicable

If yes, have you filed an amendment to the Exhibit C? Yes No

If no, please attach the required amendment.

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, National Security Division, U.S. Department of Justice, Washington, DC 20530.)

4. (a) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Name	Position	Date Connection Ended
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(b) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
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5. (a) Has any person named in Item 4(b) rendered services directly in furtherance of the interests of any foreign principal?

Yes No

If yes, identify each such person and describe the service rendered.

(b) During this six month reporting period, has the registrant hired as employees or in any other capacity, any persons who rendered or will render services to the registrant directly in furtherance of the interests of any foreign principal(s) in other than a clerical or secretarial, or in a related or similar capacity? Yes No

Name	Residence Address	Citizenship	Position	Date Assumed
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(c) Have any employees or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position or Connection	Date Terminated
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(d) Have any employees or individuals, who have filed a short form registration statement, terminated their connection with any foreign principal during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position or Connection	Foreign Principal	Date Terminated
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6. Have short form registration statements been filed by all of the persons named in Items 5(a) and 5(b) of the supplemental statement?

Yes No Not applicable

If no, list names of persons who have not filed the required statement.

II - FOREIGN PRINCIPAL

7. Has your connection with any foreign principal ended during this 6 month reporting period? Yes No
- If yes, furnish the following information:

Foreign Principal

Date of Termination

8. Have you acquired any new foreign principal(s)² during this 6 month reporting period? Yes No
- If yes, furnish the following information:

Name and Address of Foreign Principal(s)

Date Acquired

9. In addition to those named in Items 7 and 8, if any, list foreign principal(s)² whom you continued to represent during the 6 month reporting period.

Bayerisches Staatsministerium fuer Wirtschaft, Infrastruktur, Verkehr und Technologie
(Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology)

10. (a) Have you filed exhibits for the newly acquired foreign principal(s), if any, listed in Item 8?

Exhibit A³ Yes No Not applicable

Exhibit B⁴ Yes No Not applicable.

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes No

If yes, have you filed an amendment to these exhibits? Yes No Not applicable

If no, please attach the required amendment.

² The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

³ The Exhibit A, which is filed on Form NSD-3 (Formerly CRM-157) sets forth the information required to be disclosed concerning each foreign principal.

⁴ The Exhibit B, which is filed on Form NSD-4 (Formerly CRM-155) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

III - ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, or 9 of this statement? Yes No

If yes, identify each foreign principal and describe in full detail your activities and services:

Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology

New York office: See attached Addendum i (Description of Responsibilities) and Addendum ii (Website - About Us + Mission)

San Francisco office: location marketing
location services and information provided to U.S. companies

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity⁵ as defined below? Yes No

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology

New York office: See attached Addendum i (Description of Responsibilities)

San Francisco office: None

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits your foreign principal(s)? Yes No

If yes, describe fully.

San Francisco office: location marketing

New York office: None

⁵ The term "political activity" means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION**14. (a) RECEIPTS-MONIES**

During this 6 month reporting period, have you received from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes No

If no, explain why:

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.⁶

Date	From Whom	Purpose	Amount
10/11/2011	Bavarian Ministry*	SF Office: contribution to cover office operating expenditures (4. Quarter 2011)	\$128,147.85
10/11/2011	Bavarian Ministry*	NY office: contribution to cover office operating expenditures (4. Quarter 2011)	\$186,163.01
12/08/2011	Bavarian Ministry*	SF Office: contribution to cover office operating expenditures (1. Quarter 2012)	\$123,659.52
12/08/2011	Bavarian Ministry*	NY office: contribution to cover office operating expenditures (2. Quarter 2012)	\$184,316.36
			<u>\$622,286.74</u>
			Total

* Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology

(b) RECEIPTS - FUNDRAISING CAMPAIGN

During this 6 month reporting period, have you received, as part of a fundraising campaign⁷, any money on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes No

If yes, have you filed an Exhibit D to your registration? Yes No

If yes, indicate the date the Exhibit D was filed. Date: _____

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal?

Yes No

If yes, furnish the following information:

Foreign Principal	Date Received	Thing of Value	Purpose
Bavarian Ministry*		brochures	promotion
		Trade show gifts	promotion

*Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology (Invest in Bavaria) - San Francisco office
New York Office: None

^{6, 7} A registrant is required to file an Exhibit D if he collects or receives contributions, loans, moneys, or other things of value for a foreign principal, as part of a fundraising campaign. (See Rule 201(e)).

⁸ An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fundraising campaign and transmitted for a foreign principal.

⁹ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS-MONIES**

During this 6 month reporting period, have you:

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes No

(2) transmitted monies to any such foreign principal? Yes No

If no, explain in full detail why there were no disbursements made on behalf of any foreign principal.

Not applicable.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Date	To Whom	Purpose	Amount
Not applicable.			

Total

(b) DISBURSEMENTS-THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, or 9 of this statement?

Yes No

If yes, furnish the following information:

Date	Recipient	Foreign Principal	Thing of Value	Purpose
Not applicable.				

(c) DISBURSEMENTS-POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value¹¹ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes No

If yes, furnish the following information:

Date	Amount or Thing of Value	Political Organization or Candidate	Location of Event
Not Applicable.			

^{10, 11} Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks" and the like.

V - INFORMATIONAL MATERIALS

16. (a) During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any informational materials?¹²

Yes No

If Yes, go to Item 17.

(b) If you answered No to Item 16(a), do you disseminate any material in connection with your registration?

Yes No Not applicable

If Yes, please forward the materials disseminated during the six month period to the Registration Unit for review.

17. Identify each such foreign principal.

Bayerisches Staatsministerium fuer Wirtschaft, Infrastruktur, Verkehr und Technologie
(Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology)

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating informational materials? Yes No

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.
Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology (Invest in Bavaria)

Please see Addendum iii.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of informational materials include the use of any of the following:

- Radio or TV broadcasts Magazine or newspaper Motion picture films Letters or telegrams
 Advertising campaigns Press releases Pamphlets or other publications Lectures or speeches
 Other (specify) _____

Electronic Communications

- Email
 Website URL(s): www.bavaria.org; www.bavaria-westcoast.com
 Social media websites URL(s): _____
 Other (specify) LinkedIn, Facebook, Twitter

20. During this 6 month reporting period, did you disseminate or cause to be disseminated informational materials among any of the following groups:

- Public officials Newspapers Libraries
 Legislators Editors Educational institutions
 Government agencies Civic groups or associations Nationality groups
 Other (specify) Businesses and individuals

21. What language was used in the informational materials:

- English Other (specify) _____

22. Did you file with the Registration Unit, U.S. Department of Justice a copy of each item of such informational materials disseminated or caused to be disseminated during this 6 month reporting period? Yes No

23. Did you label each item of such informational materials with the statement required by Section 4(b) of the Act?

Yes No

¹² The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

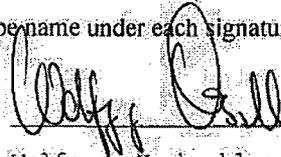
VI - EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

2/28/2012

(Print or type name under each signature or provide electronic signature¹³)



Wolfgang Huebschle

¹³ This statement shall be signed by the individual agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions, if the registrant is an organization, except that the organization can, by power of attorney, authorize one or more individuals to execute this statement on its behalf.

Addendum i) Page 1

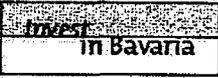
Registrant: Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology-U.S. Office for Economic Dev.

Description of Responsibilities of the Bavarian Representation in the U.S.A.

- Active participation in preparing Bavarian marketing strategies for the U.S.A. Particularly in light of representative's experience in and knowledge of the market new ideas and initiatives for the marketing strategies are expected.
- Establishing contacts with U.S. Companies for direct investments, joint ventures, cooperation agreements, etc. (lead generation).
- Cultivating contacts with multipliers in the business community (banks, accountants, management consultants, associations, Chambers of Commerce, industrial planning organizations etc.) and utilizing these contacts for lead generation.
- Creation and execution of direct mail campaigns and sending out information materials about location Bavaria to target groups.
- Compiling of specific information about certain companies within the target group, such as company size, position in the market, international business activities etc.
- Organizing and executing seminars and informational events in the United States about location Bavaria.
- Organizing business trips for members of the Ministry for Economic Affairs to the U.S. including personal support, and possibly accompanying the visitor(s).
- Providing diverse services for the Ministry for Economic Affairs such as storage and shipment of information materials, handling inquiries by mail, telephone or facsimile etc. (office service).
- Ongoing reporting (in writing every two months) on current developments within the U.S. market, especially international expansion activities of U.S. companies in Europe.
- Keep current on and occasional feedback on other countries, including European regions and North America market activities (observe competition).

Addendum ii page 1


 Bavarian U.S. Offices for Economic Development, LLC
 Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology
US Company Address: 100 River Street, N.Y. 10012 USA • Tel: 212 517 0588 • Fax: 212 517 0593 • info@invest-in-bavaria.com



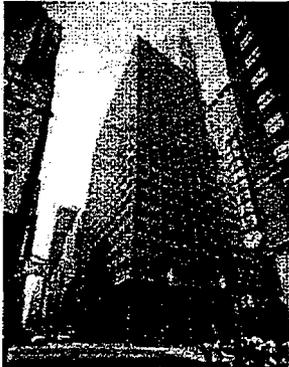
Home / About

About

- Introduction
- Mission
- Services
- Team
- Contact

Invest-in-Bavaria is the investment and location marketing organization of the Bavarian State Ministry for Economic Affairs, Infrastructure, Transport and Technology. It is part of the Department of International Trade and Investment and is under the leadership of the Bavarian State Minister Mr. Martin Zell.

The Bavarian U.S. Offices for Economic Development LLC is the representative organization for Invest in Bavaria in the United States. The organization's New York office is headed by Executive Director Wolfgang Hübschle and the San Francisco office is headed by Executive Director Lucie Merkle. These are two of the 23 representative offices of Invest-in-Bavaria's global network.



Invest in Bavaria's New York Office

enter search term(s)

Resources

- Investors' Guide
- Publications
- Location Search (SISBY)
- Bavarian Company Database
- German Information Center

Assistance for U.S. Investors

- Services
- Team
- Contact
- Request Information

Newsletter Signup

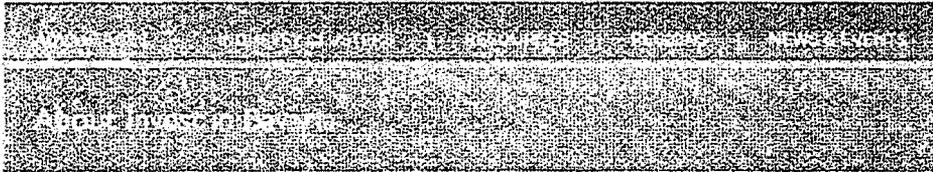
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Addendum 77 page 2



Bavarian U.S. Offices for Economic Development, LLC
Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology

557 Lexington Avenue, 17th Floor New York, NY 10022 USA • 1-800-554-2590 or 212-317-6559 • Fax: 212-317-0560 • info@invest-in-bavaria.com



enter search term(s)

Resources

- Investors' Guide
- Publications
- Location Search (SISBY)
- Bavarian Company Database
- German Information Center

Assistance for U.S. investors

- Services
- Team
- Contact
- Request Information

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Mission

Introduction

Mission

Services

Team

Contact

The mission of the Bavarian U.S. Offices for Economic Development, LLC is to assist American companies in finding the most advantageous solution for their business expansions and acquisitions in Europe.

We seek to attract productive foreign direct investment into Germany's southern state of Bavaria to support economic growth and development in Bavaria's key industry clusters. We achieve this by promoting Bavaria's strategic and competitive advantages to U.S. investors and business leaders and by providing them with cost-free and confidential professional services to assist in their investment process.

Familiar with the intricacies of the corporate cultures of both German and American companies, our New York based team with the direct support of the Invest-in-Bavaria team at our Headquarters in Munich, seeks to streamline the fact-finding and the efficiency phases of the investment process. Over the past decade, since the founding of the office in 1996, the team's track record has been substantial, having helped a wide range of U.S. businesses successfully achieve their desired overseas objectives in Bavaria.

We invite you to join the over 350 U.S. companies that have successfully established subsidiaries in Bavaria. We look forward to helping you achieve your expansion objectives and offer you our **services**.



Invest-in-Bavaria's Munich Office
Bavarian Ministry for Economic Affairs, Infrastructure, Transport and Technology
28 Prinzregenten Street, Munich, Germany

Bavarian US Offices for Economic Development, LLC

Expense	July 2011 - January 2012	Expense	July - Dec 2011	Expense	Jan-12
511 - Salaries		511 - Salaries		511 - Salaries	
5101 - Gross Salaries	400,559.04	5101 - Gross Salaries	354,093.27	5101 - Gross Salaries	46,465.77
5102 - Social Security - US Fica	12,729.03	5102 - Social Security - US Fica	9,827.54	5102 - Social Security - US Fica	2,901.49
5103 - Federal Unemployment Insurance	331.87	5103 - Federal Unemployment Insurance	144.96	5103 - Federal Unemployment Insurance	186.91
5104 - NYS Unemployment Insurance	739.56	5104 - NYS Unemployment Insurance	268.80	5104 - NYS Unemployment Insurance	470.76
5105 - CAS Unemployment Insurance	1,613.55	5105 - CAS Unemployment Insurance	845.90	5105 - CAS Unemployment Insurance	767.65
5106 - NY State Disability	38.86	5106 - NY State Disability	51.86	5106 - NY State Disability	13.00
5107 - CA State Disability	0.00	5107 - CA State Disability	0.00	5107 - CA State Disability	0.00
5108 - MCTM	649.09	5108 - MCTM	564.22	5108 - MCTM	84.87
5109 - Health Insurance	15,519.88	5109 - Health Insurance	13,254.77	5109 - Health Insurance	2,265.11
5110 - US Pension Group	-206.25	5110 - US Pension Group	0.00	5110 - US Pension Group	206.25
5111 - LTD & Life, Dental & Vision Ins	984.83	5111 - LTD & Life, Dental & Vision Ins	934.73	5111 - LTD & Life, Dental & Vision Ins	50.10
5112 - Garnishment	-948.67	5112 - Garnishment	0.00	5112 - Garnishment	-948.67
5113 - Workers Compensation-NY	446.25	5113 - Workers Compensation-NY	446.25	5113 - Workers Compensation-NY	0.00
5114 - Workers Compensation- SF	913.31	5114 - Workers Compensation- SF	913.31	5114 - Workers Compensation- SF	0.00
Total 511 - Salaries	433,370.35	Total 511 - Salaries	381,345.61	Total 511 - Salaries	52,024.74
512 - Professional Fees		512 - Professional Fees		512 - Professional Fees	
5121 - Prof. Fees NY	3,477.00	5121 - Prof. Fees NY	2,288.00	5121 - Prof. Fees NY	1,189.00
5121 - Prof. Fees SF	14,541.50	5121 - Prof. Fees SF	14,541.50	5121 - Prof. Fees SF	0.00
Total 512 - Professional Fees	18,018.50	Total 512 - Professional Fees	16,829.50	Total 512 - Professional Fees	1,189.00
513 - Office Space		513 - Office Space		513 - Office Space	
5130 - Office Space Rent NY	38,611.24	5130 - Office Space Rent NY	32,651.52	5130 - Office Space Rent NY	5,959.72
5131 - Office Space Rent SF	36,788.00	5131 - Office Space Rent SF	27,356.00	5131 - Office Space Rent SF	9,432.00
5136 - Storage Space SF	336.80	5136 - Storage Space SF	252.00	5136 - Storage Space SF	84.80
Total 513 - Office Space	75,736.04	Total 513 - Office Space	60,259.52	Total 513 - Office Space	15,476.52
514 - Office Insurance		514 - Office Insurance		514 - Office Insurance	
5141 - Insurance SF	695.40	5141 - Insurance SF	695.40	5141 - Insurance SF	0.00
5142 - Exporter's Package-NY	208.31	5142 - Exporter's Package-NY	208.31	5142 - Exporter's Package-NY	0.00
5143 - Exporter's Package - SF	208.31	5143 - Exporter's Package - SF	208.31	5143 - Exporter's Package - SF	0.00
5144 - Umbrella Insurance-NY	182.10	5144 - Umbrella Insurance-NY	182.10	5144 - Umbrella Insurance-NY	0.00
5145 - Umbrella Insurance - SF	318.30	5145 - Umbrella Insurance - SF	318.30	5145 - Umbrella Insurance - SF	0.00
5146 - Property Insurance-NY	150.00	5146 - Property Insurance-NY	150.00	5146 - Property Insurance-NY	0.00
5147 - Property Insurance - SF	203.75	5147 - Property Insurance - SF	203.75	5147 - Property Insurance - SF	0.00
5148 - Fidelity Insurance- NY	55.00	5148 - Fidelity Insurance- NY	55.00	5148 - Fidelity Insurance- NY	0.00
5149 - Fidelity Insurance- SF	55.00	5149 - Fidelity Insurance- SF	55.00	5149 - Fidelity Insurance- SF	0.00
5152 - Automobile Commercial - NY	2,685.74	5152 - Automobile Commercial - NY	2,685.74	5152 - Automobile Commercial - NY	0.00
5153 - Automobile Commercial - SF	2,536.12	5153 - Automobile Commercial - SF	2,536.12	5153 - Automobile Commercial - SF	0.00
5154 - Directors & Officers - NY	506.25	5154 - Directors & Officers - NY	506.25	5154 - Directors & Officers - NY	0.00

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5155 · Directors & Officers - SF	506.25
Total 514 · Office Insurance	8,310.53
515 · Office Expenses	
5150 · Office Exp. NY	4,314.84
5151 · Office Exp. SF	2,764.54
Total 515 · Office Expenses	7,079.38
516 · Telecommunication	
5160 · Phone charges NY	6,474.43
5161 · Phone charges SF	3,170.19
5162 · Internet Exp NY	5,798.66
5163 · Internet Exp SF	655.40
Total 516 · Telecommunication	16,098.68
517 · Travel & Entertainment	
5170 · Travel Expense NY	20,079.83
5171 · Entertainment Exp NY	2,075.52
5172 · Travel Expense SF	23,520.40
5173 · Entertainment Exp SF	2,164.33
Total 517 · Travel & Entertainment	47,840.08
518 · Automobile Expense	
5180 · Automobile Lease NY	4,491.20
5181 · Automobile Lease SF	6,031.13
5182 · Automobile R&M NY	10.00
5183 · Automobile R&M SF	1,761.80
Total 518 · Automobile Expense	12,294.13
519 · Library & Database	
5190 · L&D NY	4,184.33
5191 · L&D SF	1,046.52
Total 519 · Library & Database	5,230.85
520 · Events, Membership Dues	
5200 · Events, Luncheons, Seminars NY	14,883.01
5201 · Events, Luncheons, Seminars SF	3,662.72
5203 · Membership Dues SF	283.33
Total 520 · Events, Membership Dues	18,829.06
521 · Postage	
5210 · Postage NY	266.43
5211 · Postage SF	671.69
Total 521 · Postage	938.12
522 · Advertising Expenses	
5222 · Ad Exp SF	250.97
5222 · Ad Exp SF	1,335.78

5155 · Directors & Officers - SF	506.25
Total 514 · Office Insurance	8,310.53
515 · Office Expenses	
5150 · Office Exp. NY	4,314.84
5151 · Office Exp. SF	2,695.75
Total 515 · Office Expenses	7,010.59
516 · Telecommunication	
5160 · Phone charges NY	5,999.32
5161 · Phone charges SF	2,883.93
5162 · Internet Exp NY	5,798.66
5163 · Internet Exp SF	655.40
Total 516 · Telecommunication	15,337.31
517 · Travel & Entertainment	
5170 · Travel Expense NY	19,934.13
5171 · Entertainment Exp NY	2,075.52
5172 · Travel Expense SF	23,443.40
5173 · Entertainment Exp SF	2,164.33
Total 517 · Travel & Entertainment	47,617.38
518 · Automobile Expense	
5180 · Automobile Lease NY	3,849.60
5181 · Automobile Lease SF	5,169.54
5182 · Automobile R&M NY	10.00
5183 · Automobile R&M SF	1,761.80
Total 518 · Automobile Expense	10,790.94
519 · Library & Database	
5190 · L&D NY	4,184.33
5191 · L&D SF	1,046.52
Total 519 · Library & Database	5,230.85
520 · Events, Membership Dues	
5200 · Events, Luncheons, Seminars NY	12,041.20
5201 · Events, Luncheons, Seminars SF	1,799.00
5203 · Membership Dues SF	200.00
Total 520 · Events, Membership Dues	14,040.20
521 · Postage	
5210 · Postage NY	266.43
5211 · Postage SF	671.69
Total 521 · Postage	938.12
522 · Advertising Expenses	
5221 · Ad Exp NY	205.00
5222 · Ad Exp SF	1,335.78

5155 · Directors & Officers - SF	0.00
Total 514 · Office Insurance	0.00
515 · Office Expenses	
5150 · Office Exp. NY	0.00
5151 · Office Exp. SF	68.79
Total 515 · Office Expenses	68.79
516 · Telecommunication	
5160 · Phone charges NY	475.11
5161 · Phone charges SF	286.26
5162 · Internet Exp NY	0.00
5163 · Internet Exp SF	0.00
Total 516 · Telecommunication	761.37
517 · Travel & Entertainment	
5170 · Travel Expense NY	145.70
5171 · Entertainment Exp NY	0.00
5172 · Travel Expense SF	77.00
5173 · Entertainment Exp SF	0.00
Total 517 · Travel & Entertainment	222.70
518 · Automobile Expense	
5180 · Automobile Lease NY	641.60
5181 · Automobile Lease SF	861.59
5182 · Automobile R&M NY	0.00
5183 · Automobile R&M SF	0.00
Total 518 · Automobile Expense	1,503.19
519 · Library & Database	
5190 · L&D NY	0.00
5191 · L&D SF	0.00
Total 519 · Library & Database	0.00
520 · Events, Membership Dues	
5200 · Events, Luncheons, Seminars NY	2,841.81
5201 · Events, Luncheons, Seminars SF	1,863.72
5203 · Membership Dues SF	83.33
Total 520 · Events, Membership Dues	4,788.86
521 · Postage	
5210 · Postage NY	0.00
5211 · Postage SF	0.00
Total 521 · Postage	0.00
522 · Advertising Expenses	
5222 · Ad Exp SF	-455.97
5222 · Ad Exp SF	0.00

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Total 522 - Advertising Expenses	1,084.81	Total 522 - Advertising Expenses	1,540.78	Total 522 - Advertising Expenses	455.97
5225 - Misc. Expenses NY	14,595.11	5225 - Misc. Expenses NY	12,727.90	5225 - Misc. Expenses NY	1,867.21
5226 - Misc. Expenses SF	1,242.74	5226 - Misc. Expenses SF	1,223.78	5226 - Misc. Expenses SF	18.96
5235 - IT & other elect. purchase NY	2,264.46	5235 - IT & other elect. purchase NY	2,264.46	5235 - IT & other elect. purchase NY	0.00
5236 - IT & other elect. purchase SF	16.66	5236 - IT & other elect. purchase SF	16.66	5236 - IT & other elect. purchase SF	0.00
5237 - Depreciation Exp. IT NY	311.72	5237 - Depreciation Exp. IT NY	311.72	5237 - Depreciation Exp. IT NY	0.00
5238 - Depreciation Exp. IT SF	760.59	5238 - Depreciation Exp. IT SF	760.59	5238 - Depreciation Exp. IT SF	0.00
5239 - Depreciation Exp. Furniture NY	29.63	5239 - Depreciation Exp. Furniture NY	29.63	5239 - Depreciation Exp. Furniture NY	0.00
5250 - Bank Charges NY	361.94	5250 - Bank Charges NY	346.94	5250 - Bank Charges NY	15.00
5251 - Bank Charges SF	190.51	5251 - Bank Charges SF	190.51	5251 - Bank Charges SF	0.00
Total Expense	664,603.89	Total Expense	587,123.52	Total Expense	77,480.37

Received by NSD/FARA Registration Unit 02/29/2012 2:55:05 PM

Letters + E-Mails sent out					
	Event	Letters		Emails	
		Nr.	Date sent	Nr.	Date sent
July					
	Facebook Invitation Email			191	7/23
August					
	Facebook Invitation Email			72	08/03
	Retail companies mailing			21	08/03
September					
	Chicago Jump Over Event 2011 (Target companies)			203	9/1
	Chicago Jump Over Event 2011 (Site Selection Advisors)			19	9/1
	Internationales One-on-One Forum Automotive Suppliers Vehicle-Powertrain E-Mobility			17	8/1
	Newsletter Issue 9/2011			508	9/20
	Interop NYC			15	27/09
October					
	HR Tech			25	10/5
	Satcon			10	10/7
November					
	xxx	xxx	xxx	xxx	xxx
December					
	Newsletter Issue 12/2011			498	12/23
	Save the date Audi Event January			464	12/15
	Postcard invitation Audi Event January	400	12/28		

INVITATION

Experience ambiance "Made in Bavaria"!

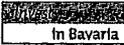
We invite you to feel, see, hear and taste Bavaria:
Inspiring innovation, classic elegance and the rich diversity that characterizes one of the world's most advanced economies, versatile markets and desirable locations.

- Feel** Audi - Truth in Engineering
- See** Light installation by internationally acclaimed artist Ingo Maurer (Munich/NYC)
- Hear** Bavarian/American Jazz quartet
- Taste** Enjoy German wine with alpine hors d'oeuvres by Neue Galerie's Cafe Sabarsky

Tuesday	6:30 - 7:00 pm	: Registration with refreshments
January 17, 2012	7:00 - 7:10 pm	: Welcoming remarks
Audi Forum	7:10 - 7:45 pm	: Jazz quartet
250 Park Avenue, NYC	7:45 - 9:00 pm	: Networking reception

Limited space only - kindly RSVP by 1/6/12 via email to newyork@bavaria.org
For more information please contact Bavarian U.S. Offices for Economic Development, LLC at (212) 317-0588

Circulated by Bavarian Ministry for Economic Affairs, Office for Econ. Dev. for the State of Bavaria, Germany. Details on file with Department of Justice, Wash. D.C.



**Jump
over!**

www.bavaria.org

*Postcard invitation
Audi Great January*

sent 12/28

x400

Facebook invitation email

sent 7/23
sent 8/3

X191
X72



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560 Lexington Avenue, 17th Floor
New York, NY 10022
(212) 317-0588

newyork@bavaria.org
www.bavaria.org



Dear Ms. XXX,

We are happy to introduce you to the Bavarian U.S. Offices for Economic Development, LLC on Facebook!

 **Like us!** to receive and share news and information about opportunities in Bavaria, the Bavarian U.S. Offices for Economic Development, LLC and its current activities.



We are looking forward to welcoming you to our Facebook page!

Very truly yours,

Wolfgang Huebschle
Executive Director

Jan Danisman
Director

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Retail companies waiting

sent 8/3

x21

Munich – Highest Retail Turnover Index* in Germany!

*per Inhabitant (Source: GfK GeoMarketing, GfK Retail Turnover 2011)

Dear Mr. Cohen:

The Bavarian capital city Munich has the highest per-capita Retail Turnover Index among Germany's most populous cities. Another Bavarian city, Nuremberg, ranks third. But not only are Bavaria's biggest cities ranked in the top positions!

Nine out of Germany's top ten urban districts with the highest per-capita Retail Turnover are located in Bavaria. These medium-sized cities draw purchasing power from far beyond the borders of the urban district.

Joining the 1,500 U.S. companies already located in Bavaria the retailer Abercrombie & Fitch is seizing the opportunity and will open a flagship store in one of Munich's prime locations in 2012.

Don't miss this opportunity — Be a part of the success in Bavaria!

We are the Bavarian U.S. Offices for Economic Development LLC, a representative office of the German State of Bavaria's Ministry for Economic Affairs.

We provide **free of charge and confidential** assistance to American companies considering expanding to Europe.

Our services are designed to quickly connect you to the people and information you need in order to establish and develop your presence in Bavaria/Germany/Europe.

Below are some examples of how we may help you:

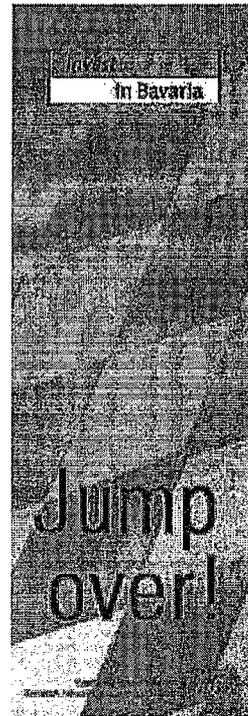
- Site selection assistance and on location visits
- Information about financing, incentives, staffing, costs, taxes, regulations
- Details on how to set up a business in Bavaria, Germany
- Provide contact to industry associations, business partners and networks
- Provide assistance with sources of staffing
- Facilitate administrative formalities

We would be pleased to **assist you in achieving your business expansion objectives in Bavaria, Germany** and invite you to view www.bavaria.org for additional information. We will contact you in the next few days to follow-up. Thank you for your consideration and we look forward to talking with you.

With best regards,

Wolfgang Huebschle
Executive Director

Jan Danisman
Director



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560 Lexington Avenue
17th Floor
New York, NY 10022
(212) 317-0588

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x203



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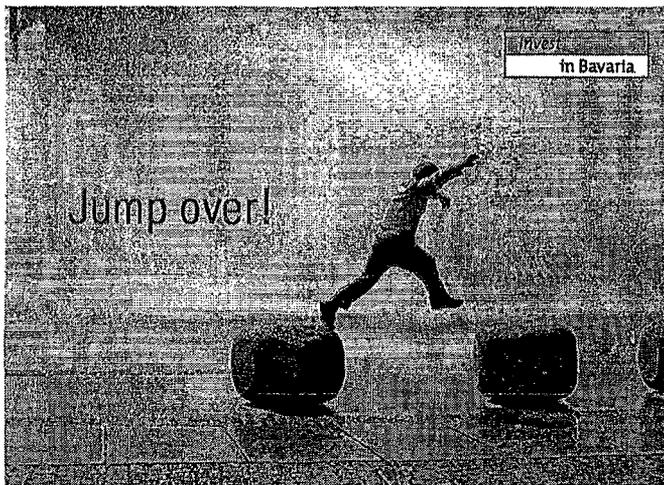
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Expanding into Europe's Lead Economy

Be Part of the Success in Bavaria, Germany!

*Expert briefing on support programs, financing
and setting up a business.*



Wednesday, September 28, 2011
Navy Pier, Chicago

5:15 – 5:30 pm : Registration
5:30 – 6:45 pm : Expert briefing and networking
6:45 – 8:45 pm : A taste of Bavaria at the **Oktoberfest**

Details and RSVP to follow in invitation!

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Chicago Jump Over! Event
Site Selection Advisors

**Invitation: Join Bavaria's VIP table at
"Germany's Best & Oktoberfest"
Navy Pier Chicago – October 4th 2011**

Dear <Salutation>:

We identified your organization in the DCI Location Advisors database and see that you have noted Europe as one of your focus regions. We would like to introduce you to the German State of Bavaria, with capital city Munich. If your clients are looking for a high tech region for their next business location we invite you to consider Bavaria, the engine driving the German Economy.

We will be in Chicago October 4th & 5th and it would be our pleasure to meet with you then to introduce you to Bavaria and also we invite you to join us on the evening of October 4th at our VIP table at "Germany's Best and Oktoberfest, an event portraying Germany's culture and business, at the Navy Pier in Chicago. <http://www.germanys-best-and-oktoberfest.com/en/>

It would be a pleasure to meet you, celebrate with you at the Oktoberfest and assist you in future European expansion projects.

We look forward to talking with you soon.

With best regards,

Wolfgang Huebschle
Executive Director

Jan Danisman
Director



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Economic Development, LLC**

560 Lexington Avenue
17th Floor
New York, NY 10022
(212) 317-0588

jdanism@bavaria.org
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Int. One-on-One Forum
Sent 8/11 x17

Dear <Salutation>:

The manufacturers Audi, BMW and MAN are three of more than 1,000 companies in Bavaria's automotive sector, which is amongst the most advanced in the world. I am writing to introduce you to *The Bavarian U.S. Offices for Economic Development, LLC*. We offer **free of charge and completely confidential** services for companies considering expanding to Europe.

Below are some examples of how we may help you:

- Site selection assistance and on location visits
- Information about financing, incentives, staffing, costs, taxes, regulations
- Details on how to set up a business in Bavaria, Germany
- Provide contact to industry associations, business partners and networks

As an expedient first step to entering the German market, we invite you to attend the upcoming networking event in Bavaria to meet experts from the automotive industry:

Internationales One-on-One Forum Automotive Suppliers Vehicle – Powertrain – E-Mobility
9/11/2011-9/12/2011, Inselhalle Lindau

For details and registration information visit the BAIKA website at www.baika.de

If you are interested in hearing more about our services, we invite you to set up a **one-on-one meeting with representatives from The State of Bavaria's Munich office** while in Bavaria. Please contact us at the number or email below. For information on Bavaria's automotive supplier industry and on doing business in Bavaria, we invite you to contact us as well and to visit our websites at www.bavaria.org.

We would be pleased to assist you in achieving your expansion or acquisition objectives in Bavaria, wherefore we will contact you next week to follow-up.

With best regards,

Jan



Jan Danlsman
Director

**Bavarian U.S. Offices
for Economic Development, LLC**

560 Lexington Avenue, 17th Floor
New York, NY 10022
(212) 317-0588

jdansman@bavaria.org
www.bavaria.org



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560 Lexington Avenue
17th Floor
New York, NY 10022
(212) 317-0588

newyork@bavaria.org
www.bavaria.org

facebook Like us!

Dear <Salutation>,

We invite you to read Invest in Bavaria's newsletter "Business Bavaria", issue 9/2011, highlighting investment, business and technology news in the German State of Bavaria.

Like us! on Facebook to receive and share further news and information about opportunities in Bavaria, the Bavarian U.S. Offices for Economic Development, LLC and its current activities.

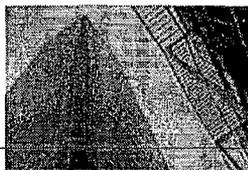
We look forward to assisting you and welcoming you in Bavaria!

Very truly yours,

Wolfgang Huebschle
Executive Director

Jan Danisman
Director

BUSINESS BAVARIA Issue 9 | 2011



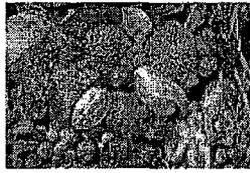
Property as an Investment

Munich's Property Fair EXPO REAL on the road to another success in its 14th year. [Read more...](#)



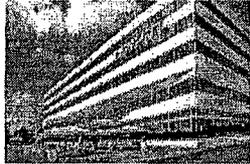
**5 Minutes with...
Gabriele Weishäupl, Director of the Munich Tourist Office**

Gabriele Weishäupl is the head of the state capital's tourism office and also responsible for the implementation of Munich's Oktoberfest. This year she is organizing the "Wiesn" for the 26th and final time. [Read more...](#)



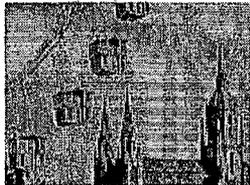
News from the Free State | Tropical Fruit from Upper Franconia

In Upper Franconia under the name "Klein-Eden" a greenhouse will be constructed, heated solely with the heat emitted by a glass factory. A tropical plantation will be set up with mangoes, papayas and bananas. Exotic fish will supply the roots of the plants with the necessary nutrients as in their natural habitat. [Read more...](#)



In Focus: EXPO REAL | Hotels are in Fashion

For a long time hotels were just niche clients in the commercial property market. At this year's EXPO REAL, they are high on the agenda. The industry is booming and Bavaria is right at the heart of it. [Read more...](#)



Bavaria in your Briefcase | Back to the Roots

Originally the "Historical Wiesn" was to only have taken place during the 200th anniversary of the Oktoberfest in 2010. But the nostalgic atmosphere, historical setting and Bavarian folk music appealed to and inspired about half a million visitors, so that the "Oide Wiesn", as the historical part of the Oktoberfest is affectionately called by people in Munich, will become a permanent feature of the festival. [Read more...](#)



Fairs and Events

[Read more...](#)

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15x 9/29/11

Interop NYC

Oct 5 & 6

Bavaria – The European Silicon Valley

Dear <Salutation>:

We would like to introduce you to the German State of Bavaria, the Bavarian U.S. Office for Economic Development in New York City and to our **cost free** services for companies expanding in Europe.

We will be attending the Interop in New York on Oct 5th and 6th and would like to meet with you or someone from <company> to discuss business opportunities in Bavaria and how we could help you.

Bavaria is the **engine of IT development** in Germany. The state in the center of Europe offers a highly qualified work force, proximity to a strong customer base of global companies and incentives to promote tech innovation. Many U.S. companies such as Google, Microsoft, Cisco, Intel and Oracle chose Bavaria as their German or European headquarters and R & D hubs.

Don't miss this opportunity — be part of the success in Bavaria!

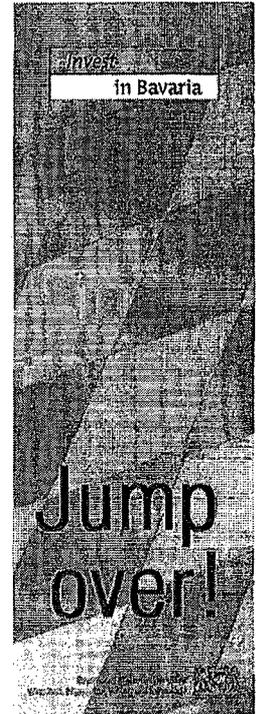
As a representative office of the state's Ministry of Economic Affairs we can help you save time and effort and offer

- site selection assistance and on location visits,
- information on taxes, financing and incentives,
- contacts to industry associations, business partners and networks,
- help with administrative formalities.

Thank you for your consideration. We look forward to talking with you.

With best regards,

Jan Danisman
Director



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560 Lexington Avenue
17th Floor
New York, NY 10022
(212) 317-0588

jdanism@bavaria.org
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HR Tech sent 10/5 x25

25x HR tech -

Dear <Salutation>:

I am writing to introduce you to the Bavarian U.S. Offices for Economic Development, LLC and to inquire if we may be of assistance to <Company>. As a representative office of the German State of Bavaria's Ministry for Economic Affairs we provide **free of charge and confidential** assistance to American companies considering expanding to Europe.

Our services are designed to quickly connect you to the people and information you need in order to establish and develop your presence in Bavaria/Germany/Europe. Below are some examples of how we may help you:

- Site selection assistance and on location visits
- Information about financing, incentives, staffing, costs, taxes, regulations
- Details on how to set up a business in Bavaria, Germany
- Provide contact to industry associations, business partners and networks
- Provide assistance with sources of staffing
- Facilitate administrative formalities

We would be pleased to assist you in achieving your *expansion / acquisition objectives* in Bavaria, Germany and invite you to view www.bavaria.org for additional information. We will contact you in the next few days to follow-up. Thank you for your consideration and we look forward to talking with you.

With best regards,

Jan Danisman
Director
Bavarian U.S. Offices for Economic Development, LLC
560 Lexington Avenue, 17th Floor
New York, NY 10022

Tel: (212) 317-0588
Email: janisman@bavaria.org
Web: www.bavaria.org

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Saltcon sent 10/7 x10

Dear xxxx:

I am writing to introduce you to the Bavarian U.S. Offices for Economic Development, LLC and to inquire if we may be of assistance to eThORITY. As a representative office of the German State of Bavaria's Ministry for Economic Affairs we provide **free of charge and confidential** assistance to American companies considering expanding to Europe.

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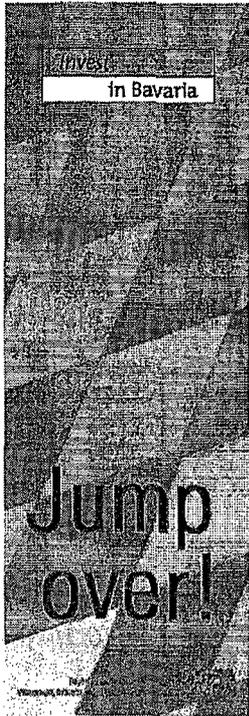
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With best regards,

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New York, NY 10022

Tel: (212) 317-0588
Email: jdansman@bavaria.org
Web: www.bavaria.org

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17th Floor
New York, NY 10022
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 Like us! on Facebook to receive and share further news and information about opportunities in Bavaria, the Bavarian U.S. Offices for Economic Development, LLC and its current activities.

We wish all our readers a joyous Holiday Season and a successful New Year 2012!

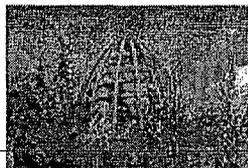
Very truly yours,

Wolfgang Huebschle
Executive Director

Jan Danisman
Director

BUSINESS BAVARIA

Issue 12 | 2011



HOLIDAYS IN AN AWARD-WINNING ARCHITECTURAL SETTING

The Bayerische Wald national park features the world's longest tree top trail. Now the spectacular tree top trail in the Freyung-Grafenau district has been awarded the 'artouros' Bavarian tourism architectural prize. [Read more...](#)



MARKET (ON THE) PITCH

The industry's most important platform - the 72nd 'International Sports Business' (ISPO) - takes place at the Neue Messe München from 29 January to 1 February 2012. The world's biggest sports fashion and sporting goods trade fair will again be attracting over 2,000 exhibitors from all over the world. [Read more...](#)



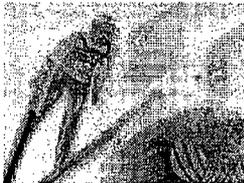
5 MINUTES WITH ... JOSEF KAGERBAUER, PLANT MANAGER AT JOSKA KRISTALL

Joska Kristall GmbH is the world's market leader for crystal goblets and glass cups and bowls. The company's core business, founded in Bodenmais in Lower Bavaria in 1960, is glass production and finishing. With the 'Glasparadies', a world of experience with many attractions, the glass-works are also a magnet for visitors to the Bavarian Forest. *Read more...*



IN FOCUS: SPORTS INDUSTRY BAVARIA MOVES THE WORLD

The proximity to the Alps, a dense network of suppliers and optimal logistics: Bavaria - as the cradle of global players Adidas and Puma - offers many attractions to sports companies. National as well as international enterprises from the Industry are developing from the Free State the latest trends and innovations. *Read more...*



BAVARIA IN YOUR BRIEFCASE FLYING TOWARDS THE NEW YEAR

This year, the Vierschanzentournee - aka the Four Hills Tournament - is celebrating its anniversary and world class ski jumpers will be flying over the roofs of Oberstdorf and Garmisch-Partenkirchen for the 60th time. *Read more...*



FAIRS AND EVENTS

Read more...

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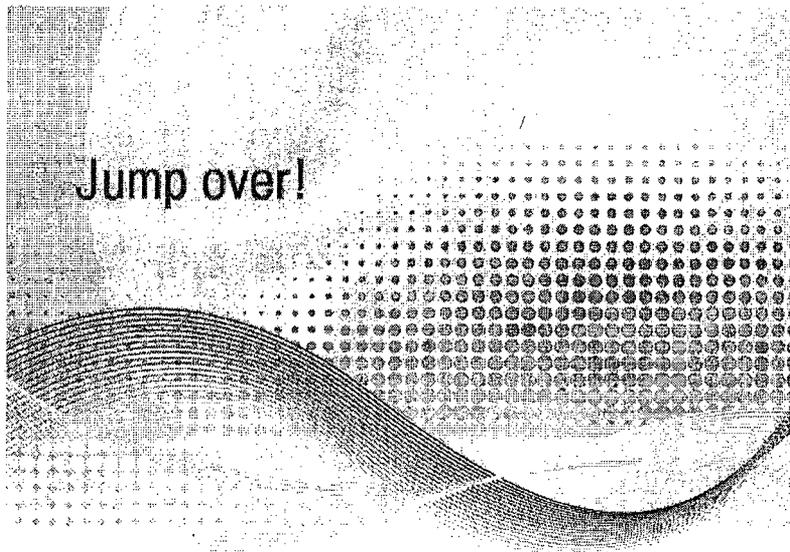
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Inspiring innovation, classic elegance and the rich diversity that characterizes one of the world's most advanced economies, versatile markets and desirable locations.



Feel

Audi - Truth in Engineering

See

Light installation by internationally acclaimed artist Ingo Maurer (Munich/NYC)

Hear

Bavarian/American Jazz quartet

Taste

Enjoy German wine with alpine hors d'oeuvres by Neue Galerie's Cafe Sabarsky

**Tuesday
January 17, 2012**

Audi Forum

250 Park Avenue, NYC



Audi



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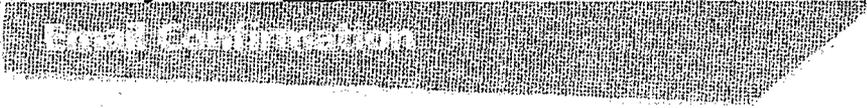
July 2011 –December (31th) 2011

1.	07/07/2011	Intro letter Intersolar 2011 (email)
2.	07/19/2011	Newsletter "Business Bavaria" July 2011 (email)
3.	08/17/2011	Newsletter "Business Bavaria" August 2011 (email)
4.	09/16/2011	Newsletter "Business Bavaria" September 2011 (email)
5.	09/19/2011	Invitation Oktoberfest, Oct. 6, 2011 (email)
6.	09/28/2011	Reminder Invitation Oktoberfest, Oct. 6, 2011 (email)
7.	10/07/2011	Mailing Stanford Faculty Event (email)
8.	10/11/2011	Invitation Seminar Austin, TX Oct. 26, 2011 (email)
9.	09/28/2011	1. Reminder Invitation Seminar Austin, TX Oct. 26, 2011 (email)
10.	10/25/2011	2. Reminder Invitation Seminar Austin, TX Oct. 26, 2011 (email)
11.	10/20/2011	1. Reminder Mailing Stanford Faculty Event (email)
12.	10/25/2011	2. Reminder Mailing Stanford Faculty Event (email)
13.	10/26/2011	Newsletter "Business Bavaria" October 2011 (email)
14.	11/04/2011	Invitation E-Mobility (GABA) November 17, 2011 (email)
15.	11/10/2011	Reminder Invitation E-Mobility (GABA) November 17, 2011 (email)
16.	11/23/2011	Newsletter "Business Bavaria" November 2011 (email)
17.	12/14/2011	Holiday Mailing 2011
18.	12/16/2011	Mailing: Save the Date: Business Breakfast, Jan. 26 (email)
19.	12/19/2011	Holiday Mailing 2011 No. 2 (email)
20.	12/20/2011	Newsletter "Business Bavaria" December 2011 (email)
21.	12/22/2011	Invitation Business Breakfast, January 26, 2012 (email)

Dorothea Moch

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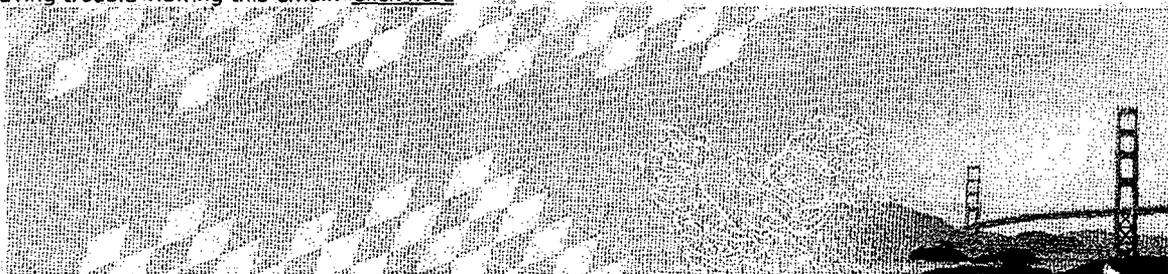
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Bavarian U.S. Offices for Economic Development, LLC West Coast Division	
July 7, 2011	
Visit us at Intersolar 2011, July 12-14, 2011 Bavarian Booth, # 8335B	

Dear exhibitor:

The Bavarian U.S. Offices for Economic Development, LLC, based in San Francisco is your partner for overseas business development. Our international team is there to offer cost free and confidential assistance with setting up a new business or expanding your present facilities in Bavaria. We provide you with information, help finding a suitable site and arrange contacts with government agencies as well as key partners and networks.

We would like to invite you to visit us at the Bavarian Booth:

**Bavarian U.S. Offices for Economic Development, LLC
Moscone Center, West Hall, Level 2
Booth # 8335B**

The 'German Companies' Presentation' will be held on Wednesday, July 13, 2011, 10:30am - 03:30pm at the German Pavilion # 8323, followed by a Bavarian Reception at 04.00pm at Booth # 8335B.

Please click [here](#) to see the detailed program.

With 2,000 companies and institutes, Bavaria is leading the way in environmental technologies and energy technologies. A sustained supply of energy in Bavaria relies on the State's diversified mix of advanced technologies. Developed and maintained by over 100,000 people, advanced technologies are based on conventional and renewable resources as hydraulic, photovoltaic, solarthermal, biofuel, wind, and geothermal. The State's environmental and energy policy, providing incentives to support R&D, will increase the State's energy efficiency by 30% in 2020, and reduces emissions of carbon substantially. In addition, German policies guaranteeing feed-ins remain.

It would be a pleasure meeting you at the Bavarian Booth. If you like to schedule an appointment please contact our office .

Best Regards

Your Bavarian U.S. Offices Team

***Bavarian U.S. Offices for Economic Development, LLC
West Coast Division***

388 Market Street, Suite 1050

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Phone: +1 (415) 362-1001

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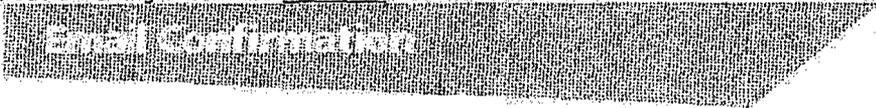
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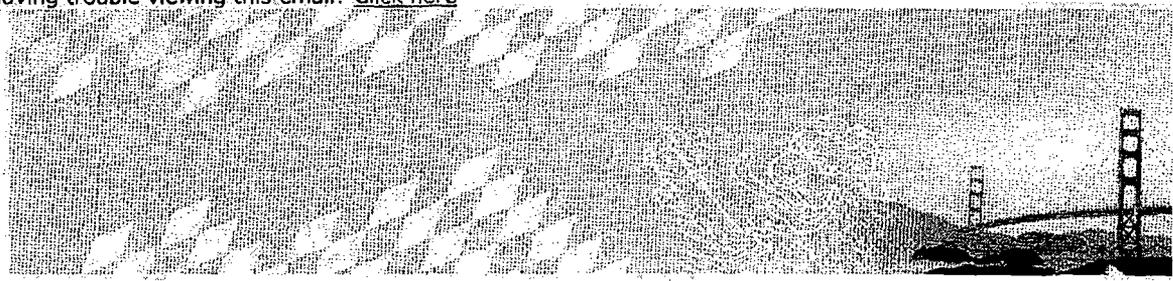
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West Coast Division**

July 19, 2011

Newsletter July 2011

Dear friends and colleagues,
our most recent newsletter

"Business Bavaria"

is now available for **download** on our homepage.

What's inside:

- **Bavaria and Russia - Anniversary in Moscow**

20 years ago Bavaria and Moscow launched an official partnership. Bavarian government officials celebrated the anniversary in Moscow.

[Read more...](#)



- **5 Minutes with... Hans Peter Ehweiner, CEO of Optogan GmbH**

The Optogan group is one of the technology leaders in the production of light emitting diodes (LEDs). The enterprise was founded in 2004 by three Russian physicists and - since 2010 - also operates a production facility in Landshut.

[Read more...](#)



- **In focus: Russia and Bavaria | Tradition with a Bright future**

The centuries old close links between Bavaria and Russia have widely fallen into oblivion as a result of the radical political changes of the 20th century. Apart from economic ties and cultural commonalities, the partnership was also based on the friendship between dynasties.

[Read more...](#)

- **Bavaria in your briefcase | King Ludwig - Pop Icon and Technology Visionary**

Bavaria's fairy-tale king Ludwig II died exactly 125 years ago. In the commemorative year 2011, Herrenchiemsee castle dedicates an extraordinary exhibition to this colourful character and his love of technical innovations.

[Read more...](#)



- **Fairs and Dates**

[Read more...](#)

If you would like specific information on Bavaria or have any questions, please don't hesitate to contact us.

We hope you enjoy reading "Business Bavaria".

Best Regards

Your Bavarian U.S. Offices Team

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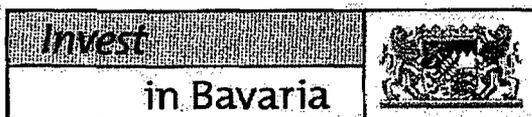
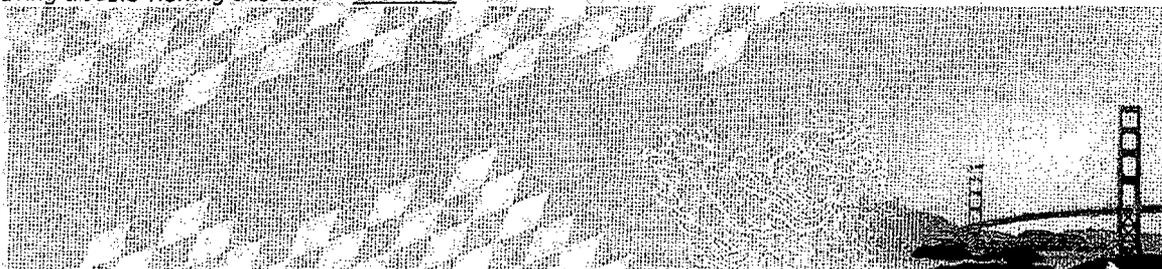
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West Coast Division**

August 17, 2011

Newsletter August 2011

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our most recent newsletter

"Business Bavaria"

is now available for **download** on our homepage.

What's inside:

- **5 Minutes with... | Florian Kohler, CEO and Owner of the Büttenpapierfabrik Gmund, Traditional Paper Mill at Lake Tegernsee**

Florian Kohler, born in 1962, is the manager of a traditional paper mill at Lake Tegernsee. The Büttenpapierfabrik Gmund produces exclusive fine paper and supplies customers around the world.

[Read more...](#)



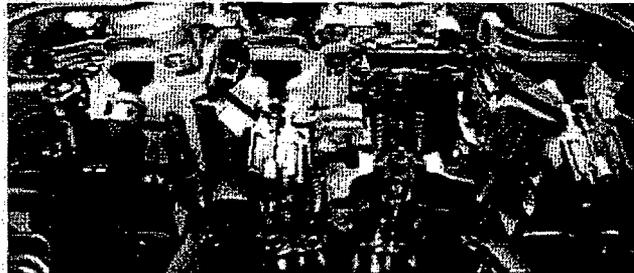
- **News from the Free State | Munich - The Stock-Exchange League Champion**
Munich has retained its clear top spot as the capital of large corporate groups. According to calculations by the consultancy, Simon-Kucher, the total stock value of Munich companies is about € 248 billion.

[Read more...](#)

- **In Focus: Innovation | Researching for the Future**

Global economy is a competition for the best ideas. The future of many companies today is decided in their research departments. Bavaria's technology companies demonstrate their commitment to excel.

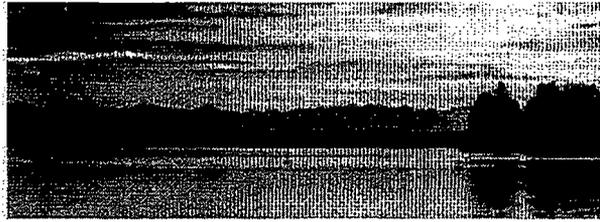
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- **Bavaria in your briefcase | Swimming with a View of the Mountains**

About 30 million guests come to Bavaria every year - more than to any other Federal State. This holds true even though Bavaria lacks something that many other holiday destinations are characterised by: even though it's in the south, the Free State does not have so much as a single metre of coastline.

[Read more...](#)



- **Fairs and Dates**

[Read more...](#)

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We hope you enjoy reading "Business Bavaria".

Best Regards

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Bavarian U.S. Offices for Economic Development, LLC

West Coast Division

388 Market Street, Suite 1050

San Francisco, California 94111

Phone: +1 (415) 362-1001

Fax: +1 (415) 362-1030

sanfrancisco@bavaria.org

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Claudia Reitzenstein

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Sent: Monday, September 26, 2011 2:07 PM
To: team2@bavaria.org
Subject: Business Bavaria: September 2011

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September 16, 2011

Newsletter September 2011

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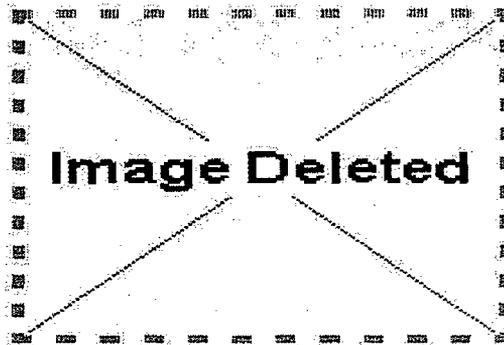
What's inside:

- **5 Minutes with... | Gabriele Weishäupl, Director of the Munich Tourist Office**
Gabriele Weishäupl is the head of the state capital's tourism office and also responsible for the implementation of Munich's Oktoberfest. This year she is organising the "Wiesn" for the 26th and final time.
[Read more...](#)



- **In Focus: EXPO REAL | Hotels are in Fashion**

For a long time hotels were just niche clients in the commercial property market. At this year's EXPO REAL, they are high on the agenda. The industry is booming and Bavaria is right at the heart of it.
[Read more...](#)



- **News from Bavaria: Solar Factory of the Future | Smart Grid City**

"Smart Grid" - a term which in the future will perhaps be just as common as "smart-phone" today. The issue of energy supply is, without a doubt, one of the most important topics of our time. With "Smart Grid" the future supply is to be organised in a flexible, efficient and eco-friendly manner.
[Read more...](#)

- **Bavaria in your Briefcase | Back to the Roots**

Originally the "Historical Wiesn" was to only have taken place during the 200th anniversary of the Oktoberfest in 2010. But the nostalgic atmosphere, historical setting and Bavarian folk music appealed to an inspired about a half a million visitors. Munich's city council therefore decided that the "Oide Wiesn", as the historical part of the Oktoberfest is affectionately called by people in Munich, will become a permanent feature of the festival.

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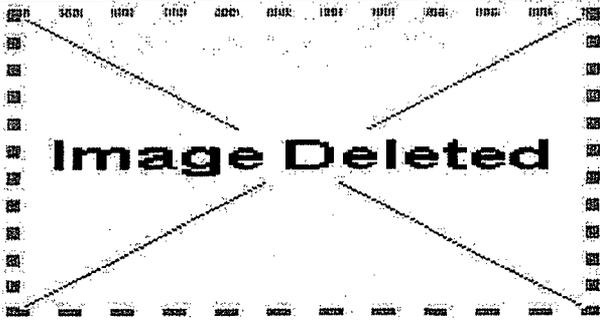


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- **Fairs and Events**
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Best Regards

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West Coast Division

388 Market Street, Suite 1050

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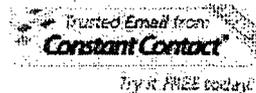
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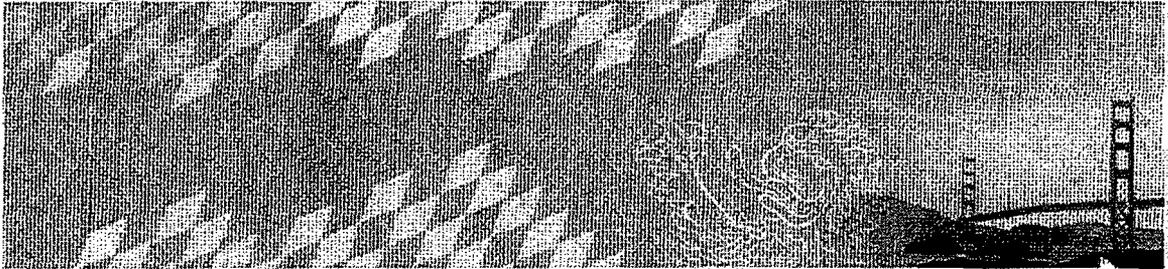
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Sent: Monday, September 26, 2011 2:07 PM
To: team2@bavaria.org
Subject: Invitation: Oktoberfest Networking Reception

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**Bavarian U.S. Offices for Economic Development, LLC
West Coast Division**

September 19, 2011

Invitation: Oktoberfest Networking Reception on October 6th, 2011

Dear friends and colleagues,

The Bavarian U.S. Offices for Economic Development, LLC,
the German American Chamber of Commerce, Inc.,
the Goethe-Institut San Francisco,
the German American Business Association,
and Carroll, Burdick & McDonough LLP

would like to cordially invite you to attend our annual

Oktoberfest Networking Reception



When:

Thursday, October 6th, 2011
from 5.30 pm - 7.30 pm

Location:

Carroll, Burdick & McDonough LLP
44 Montgomery St # 400, San Francisco, CA

[Click here to RSVP!](#)

Please RSVP by Friday, September 30th, 2011.

[Download invitation!](#)

Your Bavarian U.S. Offices Team

Bavarian U.S. Offices for Economic Development, LLC

West Coast Division

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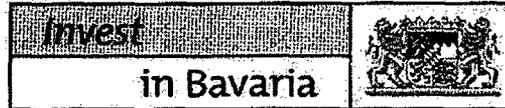
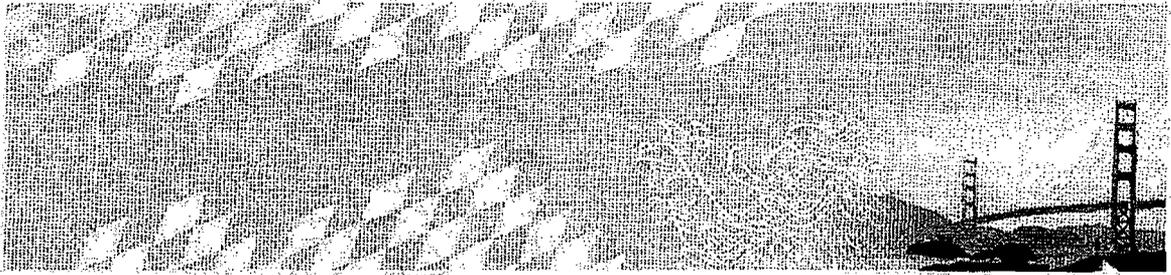
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***Bavarian U.S. Offices for Economic Development, LLC
West Coast Division***

September 28, 2011

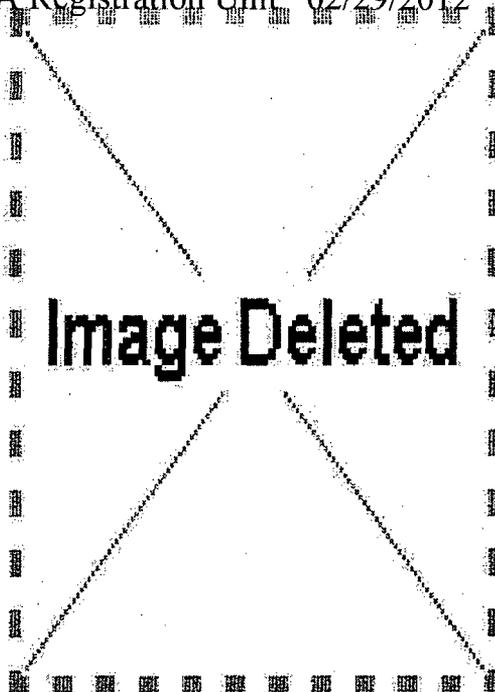
Reminder: Oktoberfest Networking Reception on October 6th, 2011

Dear friends and colleagues,

The Bavarian U.S. Offices for Economic Development, LLC,
the German American Chamber of Commerce, Inc.,
the Goethe-Institut San Francisco,
the German American Business Association,
and Carroll, Burdick & McDonough LLP

would like to cordially invite you to attend our annual

Oktoberfest Networking Reception



When:

Thursday, October 6th, 2011
from 5:30 pm - 7:30 pm

Location:

Carroll, Burdick & McDonough LLP
44 Montgomery St # 400, San Francisco, CA

[Click here to RSVP!](#)

Please RSVP by Friday, September 30th, 2011.

[Download invitation!](#)

Your Bavarian U.S. Offices Team

Bavarian U.S. Offices for Economic Development, LLC

West Coast Division

388 Market Street, Suite 1050
San Francisco, California 94111
Phone: +1 (415) 362-1001
Fax: +1 (415) 362-1030
sanfrancisco@bavaria.org
<http://bavaria-westcoast.com>

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Received by NSD/FARA Registration Unit 02/29/2012 2:55:05 PM

October 7, 2011

Supported Event:

Dear friends and colleagues,

We would like to inform you that we are participating in

"Doing Business in Europe: Bavaria - Your Key to Success"

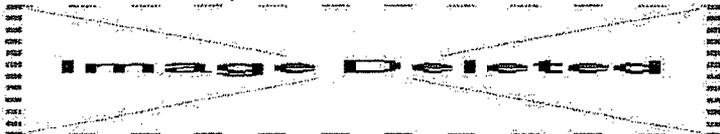
Stanford University Faculty Club
November 1, 2011, 5:00pm - 8:00pm

Direction:
439 Lagunita Drive, Stanford, CA 94309
Red Lounge

Maps and Direction

Organized by

Haeckl & Partner, The Munich Network e.V. and Yes Partners



Agenda:

5.00 PM - 5.10 PM Welcome and Introduction
5.10 PM - 6.20 PM Program
6.20 PM - 8.00 PM Networking Reception with Bavarian Specialties

Download Invitation and the Agenda [here](#)

RSVP to: slubbering@bridgellp.com by October 25, 2011

Please be aware that there is a fee of \$25 / \$35 for the event.

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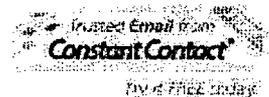
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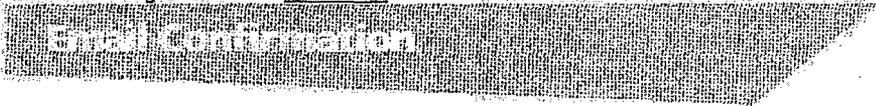
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Team 4

From: Constant Contact <support@constantcontact.com>
Sent: Tuesday, October 11, 2011 10:20 AM
To: team4@bavaria.org
Subject: Your email Invitation: Doing business in Germany and Europe - Facts, Opportunities, Challenges has been sent

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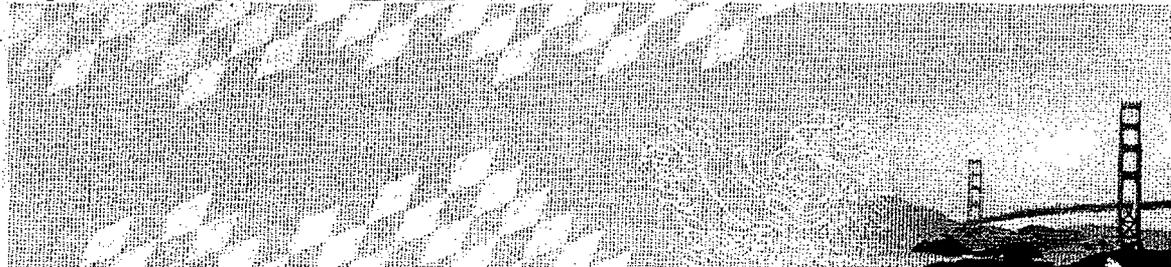
Dear Claudia Reitzenstein,

Your email, named Invitation Seminar Austin, TX Oct. 26, 2011, was sent on 10/11/2011 around 1:20 PM EDT.

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Subject: Invitation: Doing business in Germany and Europe - Facts, Opportunities, Challenges

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Bavarian U.S. Offices for Economic Development, LLC
West Coast Division

October 11, 2011

Invitation: Doing business in Germany and Europe - Facts, Opportunities, Challenges

Dear friends and colleagues,

The Bavarian U.S. Offices for Economic Development (West Coast Division) cordially invites you to attend our lunch seminar

***Doing business in Germany and Europe
Facts, Opportunities, Challenges***

When:

Wednesday, October 26th, 2011
from 11.30 AM - 1.30 PM

Agenda:

11.30 AM - 12.00 PM	Registration and Networking
12.00 PM - 01.15 PM	Program
01.15 PM - 01.30 PM	Discussion and Networking

Location:

The University of Texas Club
(Located at East Entrance of Darrel K. Royal Memorial Stadium)
2108 Robert Dedman Drive, Austin, TX 78705
President's Room West (6th floor)

There is no fee for the luncheon but RSVP is required!

Please RSVP by October 19th, 2011:

Email: sanfrancisco@bavaria.org

Phone: 415-362-1001

For more details on our program please [click here](#)

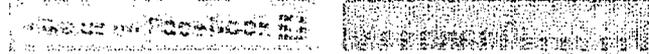
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Team 4

From: Constant Contact <support@constantcontact.com>
Sent: Tuesday, October 18, 2011 1:45 PM
To: team4@bavaria.org
Subject: Your email Invitation: Doing business in Germany and Europe - Facts, Opportunities, Challenges has been sent

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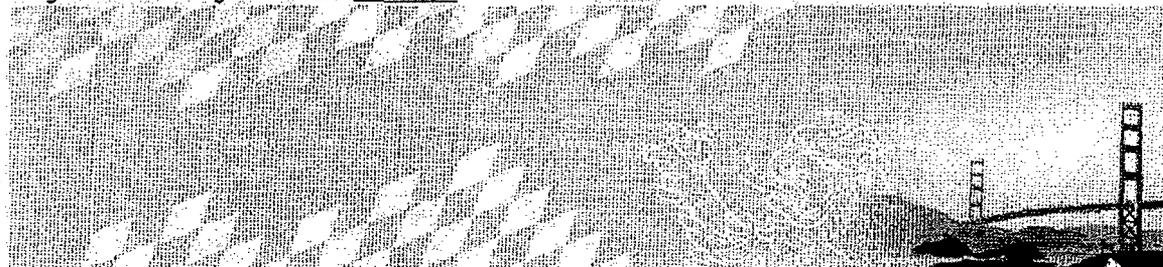
Dear Claudia Reitzenstein,

Your email, named Reminder Invitation Seminar Austin, TX Oct. 26, 2011, was sent on 10/18/2011 around 4:45 PM EDT.

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**Bavarian U.S. Offices for Economic Development, LLC
West Coast Division**

October 18, 2011

Invitation: Doing business in Germany and Europe - Facts, Opportunities, Challenges

Dear friends and colleagues,

The Bavarian U.S. Offices for Economic Development (West Coast Division) cordially invites you to attend our lunch seminar

***Doing business in Germany and Europe
Facts, Opportunities, Challenges***

When:

Wednesday, October 26th, 2011
from 11.30 AM - 1.30 PM

Agenda:

11.30 AM - 12.00 PM	Registration and Networking
12.00 PM - 01.15 PM	Program
01.15 PM - 01.30 PM	Discussion and Networking

Location:

The University of Texas Club
(Located at East Entrance of Darrel K. Royal Memorial Stadium)
2108 Robert Dedman Drive, Austin, TX 78705
President's Room West (6th floor)

There is no fee for the luncheon but RSVP is required!

Please RSVP by October 19th, 2011:

Email: sanfrancisco@bavaria.org

Phone: 415-362-1001

For more details on our program please [click here](#)

Supported by:



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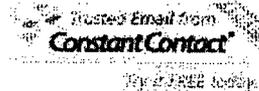
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October 19, 2011

Supported Event:

Dear friends and colleagues,

We would like to inform you that we are participating in

"Doing Business in Europe: Bavaria - Your Key to Success"

Stanford University Faculty Club
November 1, 2011, 5.00pm - 8.00pm

Direction:
439 Lagunita Drive, Stanford, CA 94309
Red Lounge

Maps and Direction

Organized by
Haeckl & Partner, The Munich Network e.V. and Yes Partners

Sponsored by
Bridge, LLP and FeldbergPacific Law Group

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Agenda:

- 5.00 PM - 5.10 PM Welcome and Introduction
- 5.10 PM - 6.20 PM Program
- 6.20 PM - 8.00 PM Networking Reception with Bavarian Specialties

Download Invitation and the Agenda [here](#)

RSVP to: slubbering@bridgellp.com by October 25, 2011

Please be aware that there is a fee of \$25 / \$35 for the event.

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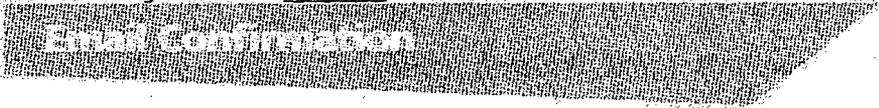
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Team 4

From: Constant Contact <support@constantcontact.com>
Sent: Friday, October 21, 2011 11:10 AM
To: team4@bavaria.org
Subject: Your email Invitation: Doing business in Germany and Europe - Facts, Opportunities, Challenges has been sent

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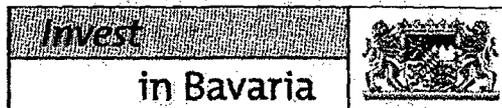
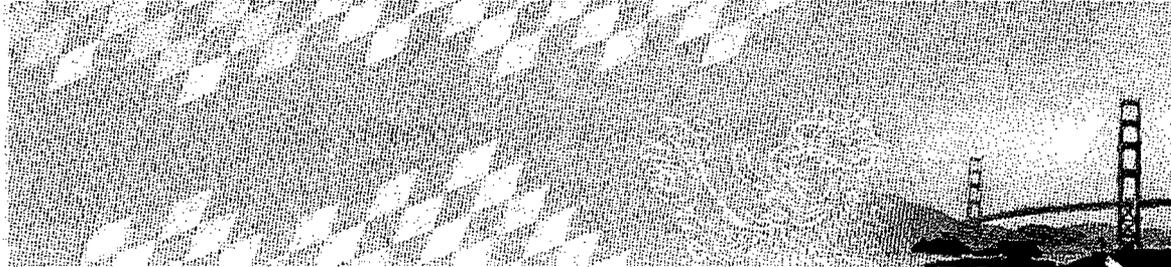
Dear Claudia Reitzenstein,

Your email, named 2 Reminder Invitation Seminar Austin, TX Oct. 26, 2011, was sent on 10/21/2011 around 2:10 PM EDT.

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Subject: Invitation: Doing business in Germany and Europe - Facts, Opportunities, Challenges

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**Bavarian U.S. Offices for Economic Development, LLC
West Coast Division**

October 21, 2011

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Agenda:

- 5.00 PM - 5.10 PM Welcome and Introduction
- 5.10 PM - 6.20 PM Program
- 6.20 PM - 8.00 PM Networking Reception with Bavarian Specialties

Download Invitation and the Agenda [here](#)

RSVP to: slubbering@bridgellp.com by October 25, 2011

Please be aware that there is a fee of \$25 / \$35 for the event.

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Team 4

From: Constant Contact <support@constantcontact.com>
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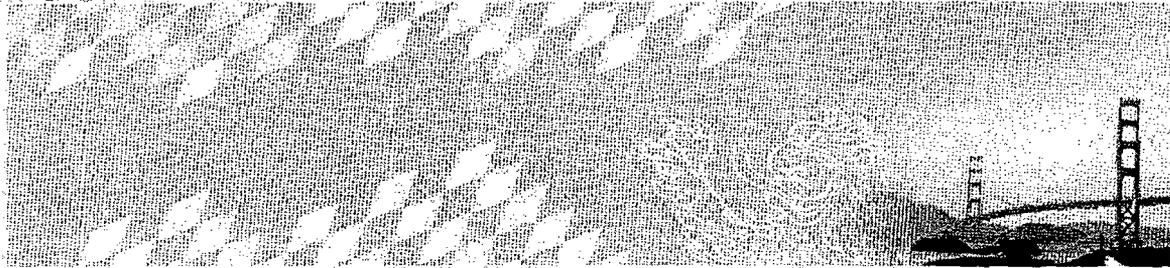
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Subject: Invitation: Doing business in Germany and Europe - Facts, Opportunities, Challenges

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*Bavarian U.S. Offices for Economic Development, LLC
West Coast Division*

October 21, 2011

Invitation: Doing business in Germany and Europe - Facts, Opportunities, Challenges

Dear friends and colleagues,

The Bavarian U.S. Offices for Economic Development (West Coast Division) cordially invites you to attend our lunch seminar

***Doing business in Germany and Europe
Facts, Opportunities, Challenges***

When:

Wednesday, October 26th, 2011
from 11.30 AM - 1.30 PM

Agenda:

11.30 AM - 12.00 PM	Registration and Networking
12.00 PM - 01.15 PM	Program
01.15 PM - 01.30 PM	Discussion and Networking

Location:

The University of Texas Club
(Located at East Entrance of Darrel K. Royal Memorial Stadium)
2108 Robert Dedman Drive, Austin, TX 78705
President's Room West (6th floor)

There is no fee for the luncheon but RSVP is required!

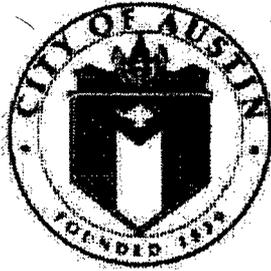
Please RSVP to:

Email: sanfrancisco@bavaria.org

Phone: 415-362-1001

For more details on our program please [click here](#)

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West Coast Division**

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October 25, 2011

Supported Event:

Dear friends and colleagues,

We would like to inform you that we are participating in

"Doing Business in Europe: Bavaria - Your Key to Success"

Stanford University Faculty Club
November 1, 2011, 5.00pm - 8.00pm

Direction:
439 Lagunita Drive, Stanford, CA 94309
Red Lounge

Maps and Direction

Organized by
Haeckl & Partner, The Munich Network e.V. and Yes Partners

Sponsored by
Bridge, LLP and FeldbergPacific Law Group

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Agenda:

- 5.00 PM - 5.10 PM Welcome and Introduction
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Download Invitation and the Agenda [here](#)

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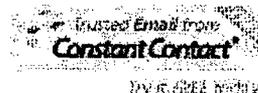
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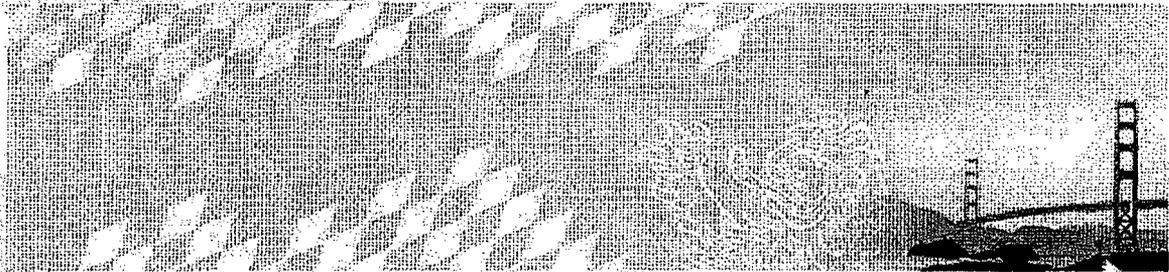
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Claudia Reitzenstein

From: Bavarian U.S. Offices for Economic Dev., LLC [sanfrancisco@bavaria.org]
Sent: Tuesday, October 25, 2011 4:22 PM
To: team2@bavaria.org
Subject: Business Bavaria: October 2011

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**Bavarian U.S. Offices
for Economic Development, LLC
West Coast Division**

October 26, 2011

Newsletter October 2011

Dear friends and colleagues,
our most recent newsletter

"Business Bavaria"

is now available for [download](#) on our homepage.

What's inside:

- **5 Minutes with... | Walter Geyer, Head of Tremco illbruck**
Due to its innovative building materials, Tremco illbruck is a well-known entity within the insulation industry. The company has now set up its central European warehouse in the Upper-Palatinate town of Bodenwöhr. We spoke to Walter Geyer, Head of Tremco illbruck's plant there, about the site selection.
[Read more...](#)



- **In Focus: CHINA AND BAVARIA | Cluster for better Chemistry**

Bavaria exports its cluster structures from the chemistry sector to China. The co-operation not only strengthens the close business relations between the partners of many years, it also creates more possibilities of opening new markets together.

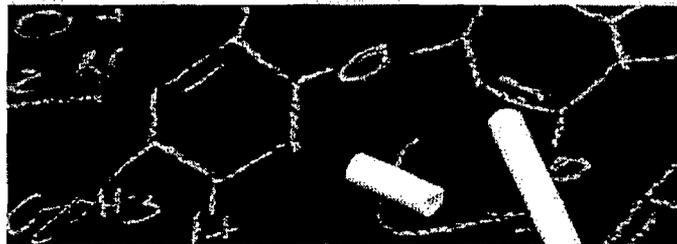
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- **News from the free State: Academic Team Develops Electric Racer | Robots from Bavaria**

"MUTE" - this is the name of the electric car developed by the Technical University of Munich. The energy-efficient vehicle highly impressed the professional world at the International Auto- mobile Exhibit (IAA) in Frankfurt. It introduces an attractive and inexpensive solution for individual mobility of the future.

[Read more...](#)



- **Bavaria in your Briefcase | Dialect in Fashion**

Folk music is being re-discovered in Bavaria and not just there. Home-grown bands are combining alpine brass music with global rhythms and are celebrating worldwide success.

[Read more...](#)

- [Fairs and Events](#)
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If you would like specific information on Bavaria or have any questions, please don't hesitate to contact us.

You can also follow us on Facebook and Twitter:

We hope you enjoy reading "Business Bavaria".

Best Regards

Your Bavarian U.S. Offices Team

Bavarian U.S. Offices for Economic Development, LLC
West Coast Division

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San Francisco, California 94111
Phone: +1 (415) 362-1001
Fax: +1 (415) 362-1030
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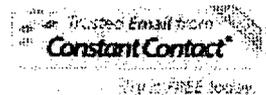


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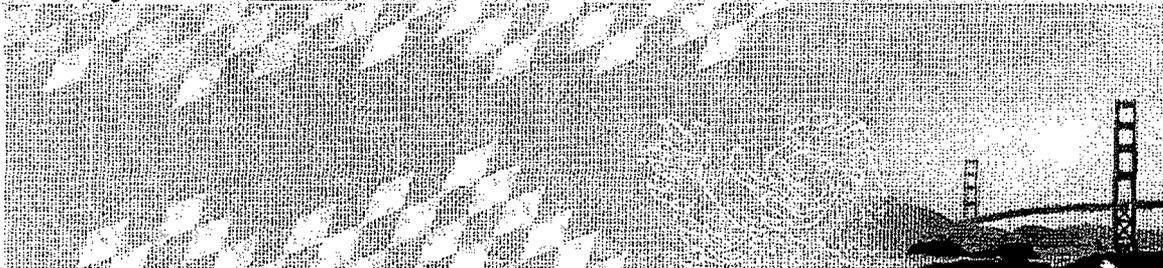
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Claudia Reitzenstein

From: Bavarian U.S. Offices for Economic Dev., LLC [sanfrancisco@bavaria.org]
Sent: Thursday, November 10, 2011 2:24 PM
To: team2@bavaria.org
Subject: Invitation: Electric Vehicles - Past, Present and Future

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November 10, 2011

Invitation: Electric Vehicles - Past, Present and Future

Dear friends and colleagues,

In close cooperation with GABA Southern California and supported by BMW, Siemens and CODA, the Bavarian U.S. Offices for Economic Development, LLC present a premium event on Electric Cars that combines a panel discussion with industry veterans, a screening of the movie "The Revenge of the Electric Car" and great networking at the the Electric Lodge in Los Angeles.

When:

Thursday, November 17th, 2011

5.30 PM - 10.00 PM

Agenda:

5:30 PM	Networking, View Cars and Technology On Display
7:00 PM	Introduction and Panel Discussion
8:00 PM	Film: The Revenge of the Electric Car (90 minutes)

[Download Invitation and Program here!](#)

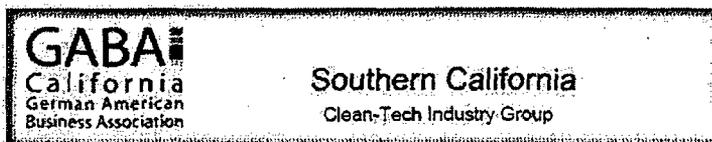
Location:

Electric Lodge
1416 Electric Avenue
Los Angeles, CA 90291

There is a very limited number of free VIP tickets for guests of the Bavarian U.S. Offices for Economic Development, LLC available. For VIP registration, please contact:

Tel: +1.415.362.1001

Email: sanfrancisco@bavaria.org



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Bavarian U.S. Offices for Economic Development, LLC

West Coast Division

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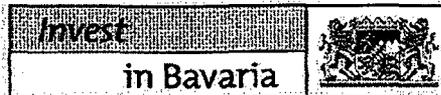
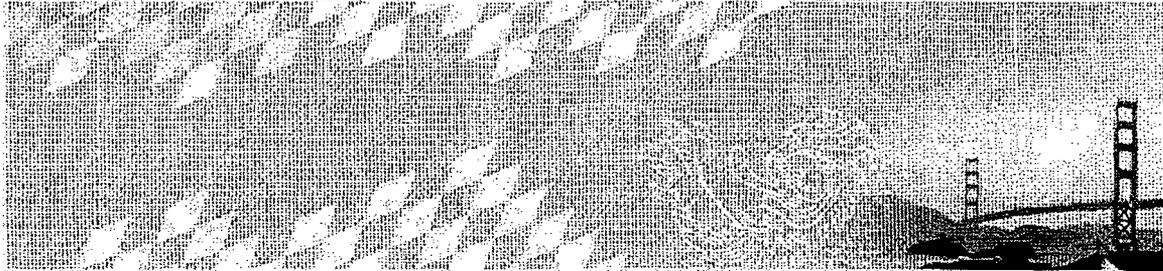
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Claudia Reitzenstein

From: Bavarian U.S. Offices for Economic Dev., LLC [sanfrancisco@bavaria.org]
Sent: Friday, November 04, 2011 10:14 AM
To: lemerkle@bavaria.org; team2@bavaria.org
Subject: Invitation: Electric Vehicles - Past, Present and Future

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November 4, 2011

Invitation: Electric Vehicles - Past, Present and Future

Dear friends and colleagues,

In close cooperation with GABA Southern California and supported by BMW, Siemens and CODA, the Bavarian U.S. Offices for Economic Development, LLC present a premium event on Electric Cars that combines a panel discussion with industry veterans, a screening of the movie "The Revenge of the Electric Car" and great networking at the the Electric Lodge in Los Angeles.

When:

Thursday, November 17th, 2011

5.30 PM - 10.00 PM

Agenda:

5:30 PM Networking, View Cars and Technology On Display
7:00 PM Introduction and Panel Discussion
8:00 PM Film: The Revenge of the Electric Car (90 minutes)

[Download Invitation and Program here!](#)

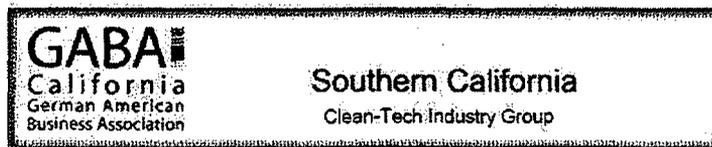
Location:

Electric Lodge
1416 Electric Avenue
Los Angeles, CA 90291

There is a very limited number of free VIP tickets for guests of the Bavarian U.S. Offices for Economic Development, LLC available. For VIP registration, please contact:

Tel: +1.415.362.1001

Email: sanfrancisco@bavaria.org



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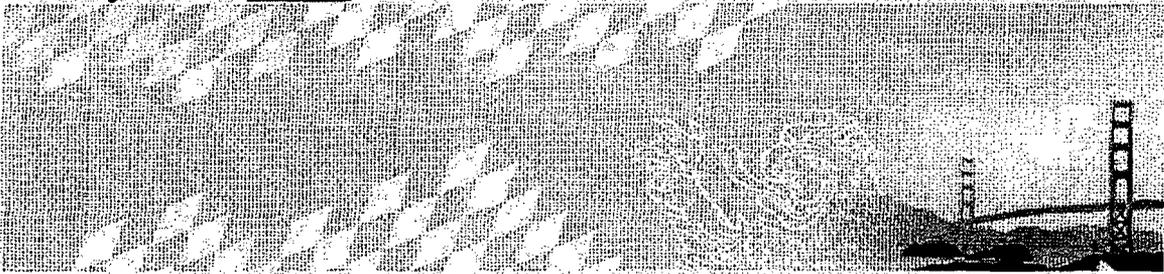
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Claudia Reitzenstein

From: Bavarian U.S. Offices for Economic Dev., LLC [sanfrancisco@bavaria.org]
Sent: Monday, November 21, 2011 12:08 PM
To: team2@bavaria.org; lemerkle@bavaria.org
Subject: Business Bavaria: November 2011

Hi Lucie: Enclosed you will find our latest Newsletter. I already put it at our website. Please let me know what you think. I would suggest to send it tomorrow. Regards, Claudia

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**Bavarian U.S. Offices
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West Coast Division**

November 22, 2011

Newsletter November 2011

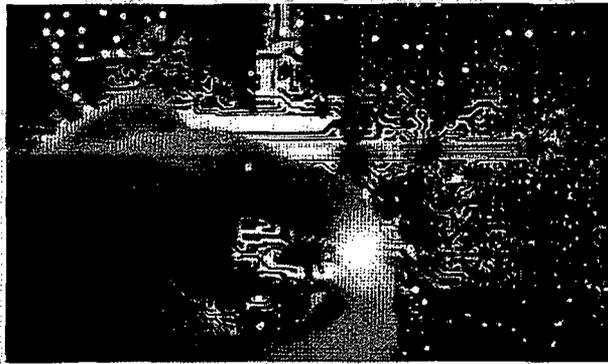
Dear friends and colleagues,
our most recent newsletter

"Business Bavaria"

is now available for [download](#) on our homepage.

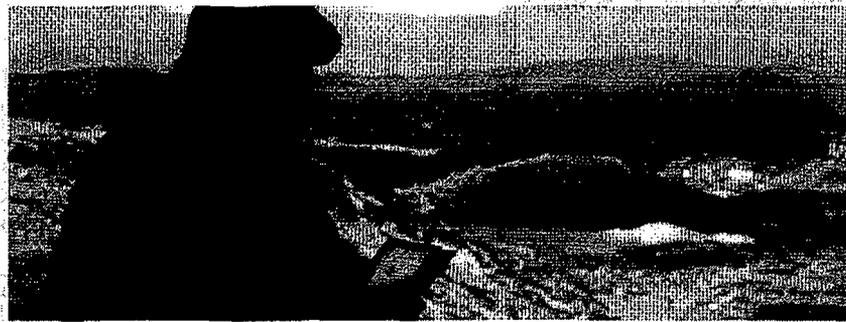
What's inside:

- **IT Summit in Munich**
The Free State of Bavaria is hosting the annual summit of experts from government, academia and industry. The slogan of the 6th 'National IT Summit' is "networked, mobile, smart".
[Read more...](#)



- **5 Minutes with... | Stefan Rothballer, Chairman of SensAction AG**
Bavarian start-up SensAction was elected as the federal 'GründerChampion 2011' for ecological responsibility at the German Founder and Entrepreneur Days in Berlin. We spoke to the chairman of the board Stefan Rothballer.
[Read more...](#)

- **In Focus: Mobile Communication | Networked Future**
The Free State of Bavaria is one of the leading sites for information and communication technology (ICT) worldwide. With the Bavarian IT cluster BICCnet, specialized SME enterprises are being networked with the industry's global players.
[Read more...](#)



- **Bavaria in your Briefcase: Nuremberg Gingerbread | Famous Pastry with a Past**
Six centuries after its invention, Lebkuchen aka gingerbread is still an integral part of the Bavarian Christmas season, along with snow and the Christmas tree: During the cold winter days production of sweet delicacies by Franconian manufacturers booms.
[Read more...](#)



- **Fairs and Events**
[Read more...](#)

If you would like specific information on Bavaria or have any questions, please don't hesitate to contact us.

You can also follow us on Facebook and Twitter.

We hope you enjoy reading "Business Bavaria".

Best Regards

Your Bavarian U.S. Offices Team

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West Coast Division***

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Claudia Reitzenstein

From: Bavarian U.S. Offices for Economic Dev., LLC [sanfrancisco@bavaria.org]
Sent: Monday, December 12, 2011 10:57 AM
To: lemerkle@bavaria.org; team2@bavaria.org
Subject: "Happy Holidays"

Follow Up Flag: Follow up
Flag Status: Completed

Number 3

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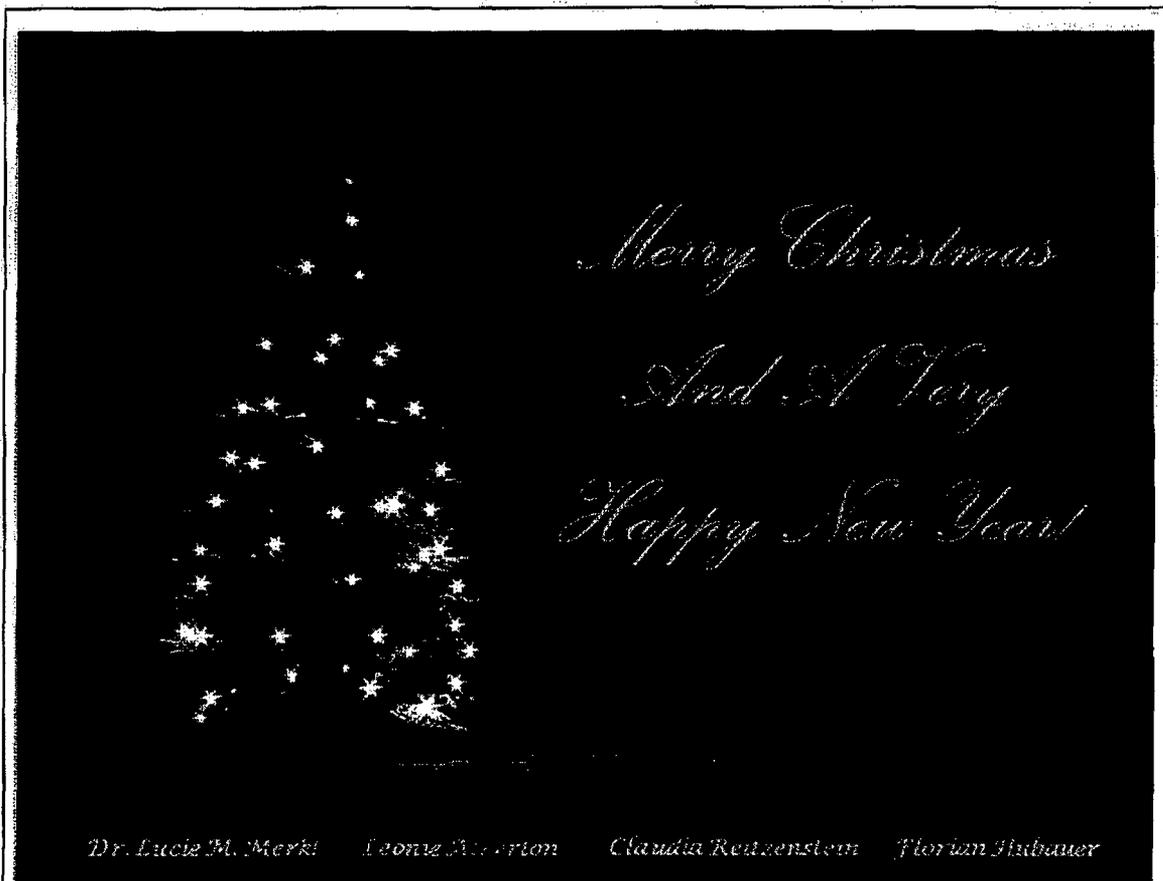
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***Bavarian U.S. Offices
for Economic Development, LLC
West Coast Division***

December 16, 2011



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West Coast Division**

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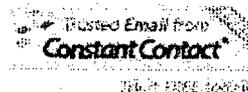


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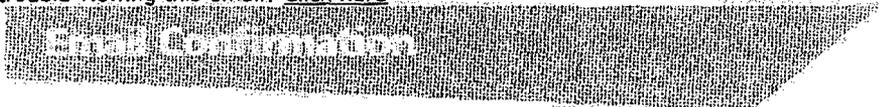
Received by NSD/FARA Registration Unit 02/29/2012 2:55:05 PM

Claudia Reitzenstein

From: Team 4 [team4@bavaria.org]
Sent: Tuesday, December 20, 2011 3:24 PM
To: 'Claudia Reitzenstein'
Subject: FW: Your email Business Breakfast and Networking has been sent

From: Constant Contact [mailto:support@constantcontact.com]
Sent: Friday, December 16, 2011 10:55 AM
To: team4@bavaria.org
Subject: Your email Business Breakfast and Networking has been sent

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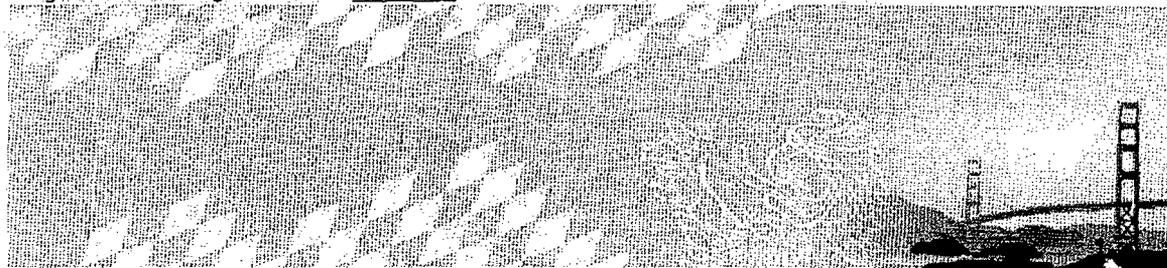
Dear Claudia Reitzenstein,

Your email, named Save the Date: Business Breakfast, Jan. 26, was sent on 12/16/2011 around 1:55 PM EST.

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Subject: Business Breakfast and Networking

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**Bavarian U.S. Offices for Economic Development, LLC
West Coast Division**

December 16, 2011

**Save the Date: Business Breakfast and Networking
Laser Technology Made in Bavaria**

Dear friends and colleagues,

On the occasion of Photonics West 2012, the Bavarian U.S. Offices for Economic Development (West Coast Division) cordially invites you to attend a "**Business Breakfast and Networking**" event.

When:

Thursday, January 26th, 2012
from 08.00 AM - 10.00 AM

Location:

The W Hotel
181 3rd Street, San Francisco, CA 94103
(right next to the Moscone Center)

More details on the event will follow soon!

To RSVP or if you have any questions:

Email: sanfrancisco@bavaria.org

Phone: 415-362-1001

Supported by:



Your Bavarian U.S. Offices Team

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West Coast Division
388 Market Street, Suite 1050
San Francisco, California 94111

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Claudia Reitzenstein

From: Team 4 [team4@bavaria.org]
Sent: Tuesday, December 20, 2011 4:49 PM
To: 'Claudia Reitzenstein'
Subject: FW: Your email Business Bavaria: December 2011 has been sent

From: Constant Contact [mailto:support@constantcontact.com]
Sent: Tuesday, December 20, 2011 2:02 PM
To: team4@bavaria.org
Subject: Your email Business Bavaria: December 2011 has been sent

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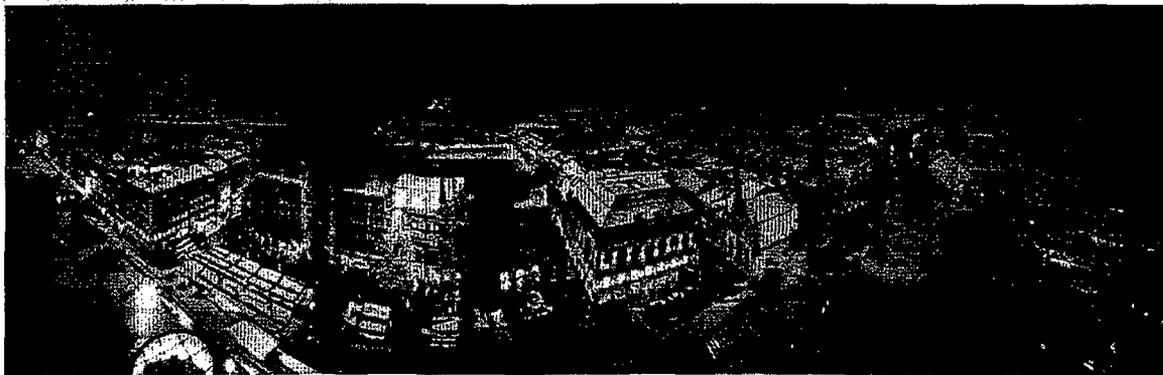
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**Bavarian U.S. Offices
for Economic Development, LLC
West Coast Division**

December 20, 2011

Newsletter December 2011

Dear friends and colleagues,
our most recent newsletter

"Business Bavaria"

is now available for [download](#) on our homepage.

What's inside:

- **Market (on the) Pitch**

"This year, the world's biggest sports fashion and sporting goods trade fair will again be attracting over 2,000 exhibitors from all over the world. The industry's most important platform - the 72nd 'International Sports Business' (ISPO) - takes place at the Neue Messe München from 29 January to 1 February 2012."

[Read more...](#)

- **5 Minutes with... | Josef Kagerbauer, Plant Manager at Joska Kristall**

Joska Kristall GmbH is the world's market leader for crystal goblets and glass cups and bowls. The company's core business, founded in Bodenmais in Lower Bavaria in 1960, is glass production and finishing. With the 'Glasparadies', a world of experience with many attractions, the glassworks are also a magnet for visitors to the Bavarian Forest.

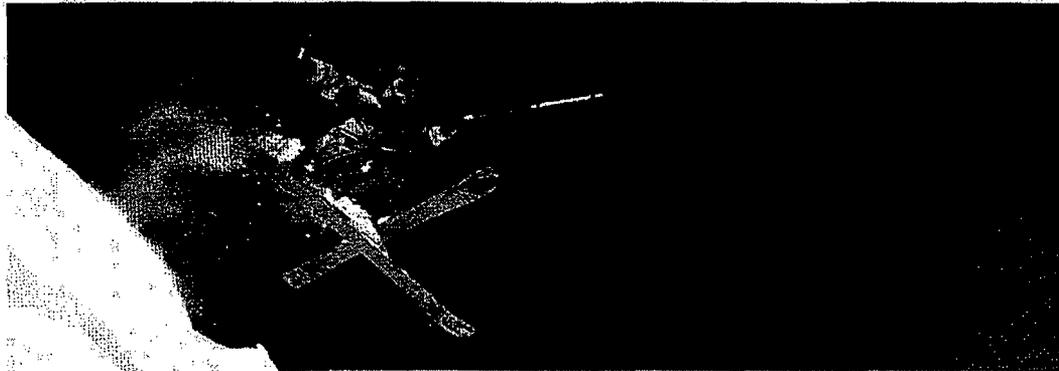
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- **In Focus: Sports Industry In Bavaria | Bavaria Moves The World**

The proximity to the Alps, a dense network of suppliers and optimal logistics: Bavaria - as the cradle of global players Adidas and Puma - offers many attractions to sports companies. National as well as international enterprises from the industry are moving to the Free State and from there are developing the latest trends and innovations.

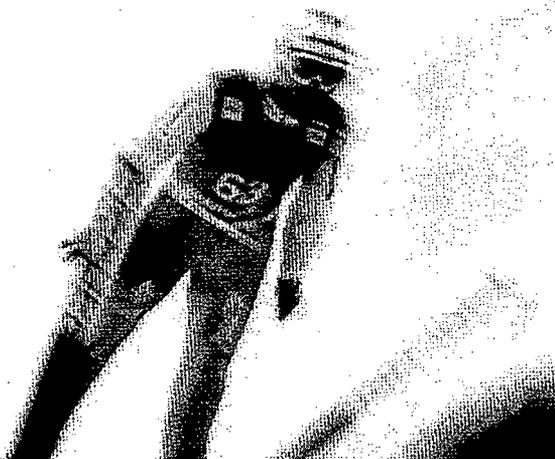
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- **Bavaria in your Briefcase: Flying Towards The New Year**

This year, the Vierschanzentournee - aka the Four Hills Tournament - is celebrating its anniversary and world class ski jumpers will be flying over the roofs of Oberstdorf and Garmisch-Partenkirchen for the 60th time. Apart from the Olympic Games and the Nordic World Championship, the Four Hills Tournament is considered the world's most prestigious ski jumping competition.

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- **Fairs and Events**

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If you would like specific information on Bavaria or have any questions, please don't hesitate to contact us.

You can also follow us on Facebook and Twitter.

We hope you enjoy reading "Business Bavaria".

Best Regards

Your Bavarian U.S. Offices Team

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West Coast Division**

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Team 4

From: Constant Contact <support@constantcontact.com>
Sent: Thursday, December 22, 2011 5:25 PM
To: team4@bavaria.org
Subject: Your email Invitation: Business Breakfast and Networking has been sent

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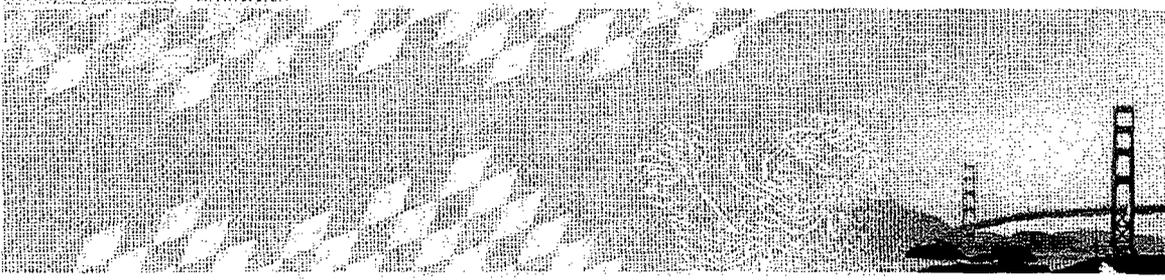
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*Bavarian U.S. Offices for Economic Development, LLC
West Coast Division*

December 22, 2011

Invitation: Business Breakfast and Networking

Dear friends and colleagues,

The Bavarian U.S. Office for Economic Development, LLC (West Coast Division) cordially invites you to attend our traditional

Business Breakfast and Networking

on the occasion of Photonics West 2012

When:

Thursday, January 26th, 2012
from 08.00 AM - 10.00 AM

Agenda:

08.00 AM - 08.30 AM	Breakfast and Networking
08.30 AM - 09.45 AM	Program
09.45 AM - 10.00 AM	Discussion and Networking

Location:

The W Hotel
181 3rd Street, San Francisco, 94103
(Right next to the Moscone Center)
Workroom 3

There is no fee for the luncheon but RSVP is required!

Email: sanfrancisco@bavaria.org

Phone: 415-362-1001

For more details on our program please [click here](#)

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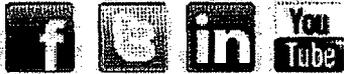
bayern photonics

Kompetenznetz Optische Technologien

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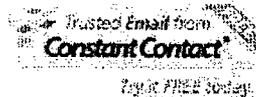


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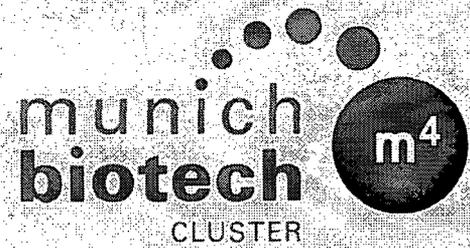
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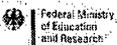


CONTACT

Bio^M Biotech Cluster Development GmbH
Am Klopferspitz 19a
D-82152 Martinsried

Phone +49 (0)89-89 96 79-0
Fax +49 (0)89-96 79-79
E-mail info@bio-m.org
Web www.bio-m.org

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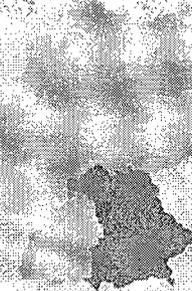
EUROPE'S REGULATORY PROCESS FOR MEDICAL DEVICES

Munich | 2011

What medical devices companies should know before they enter the German medical device market

- German healthcare market is prospering. Currently 180 billion € are spent within the public health sector, approximately 100 billion € within the private healthcare sector
- Germany operates a dual health system with statutory health insurance (SHI) and private health insurance. All German residents are obliged to take either statutory health insurance or private health insurance.
 - Almost 90 percent of the population is insured by the SHI system
 - About 10 percent of the population is opting for private health insurance
- The SHI provides universal health benefits for all according to the health care provisions approved by the Federal Joint Committee (the paramount decision-making body within the self-governing German health care system).
- Two types of reimbursement of medical devices by the SHI system:
 1. **In-patient care:** The reimbursement of medical devices dispensed in the form of "in-patient" care (in hospitals or other health institutions).
 2. **Out-patient care:** The dispensing of medical devices prescribed by physicians through pharmacies and retail outlets to patients who are not receiving hospital care ("out-patient" care)

BAVARIA - KEY FIGURES



- > **Area** 70,551 km²
(No. 1 in Germany)
- > **Population** 12.5 Mio.
Inhabitants
(No. 9 in EU)
- > **GDP (2010)** 442.4 billion €
(No. 8 in EU)
- > **Growth oriented**
33.5 % (GDP 1995-2010)



Medical Technology in Bavaria

- Bavaria is one of the most successful states in attracting and developing medical device companies:
 - 139 medical device manufacturers are based in Bavaria (No. 3 in Germany)
 - The medical device manufacturer's total revenue is the highest in Germany (5.850 billion €)
- 20,000 highly qualified employees in the medical technology industry
- More than 60 % of the medical electrical equipment of Germany's entire production in medical technology comes from Bavaria
- Medical technology – cluster regions in Bavaria:

Munich Nuremberg Regensburg Würzburg
- With the "Forum MedTech Pharma" Bavaria offers all players in the health care sector:
 - a universal information platform within an interdisciplinary network
 - comprehensive cooperation arrangements within technological and industrial sectors
 - a current overview and transparency for R&D and services in Bavaria.
 - The forum's information network of over 620 members facilitates the use of synergies beyond Bavaria's borders. Innovative ideas are analyzed by experts (developers, manufacturers, users, physicians and sponsors), brought together and immediately applied to new projects.

Bavaria – Top healthcare location

Roche

GE

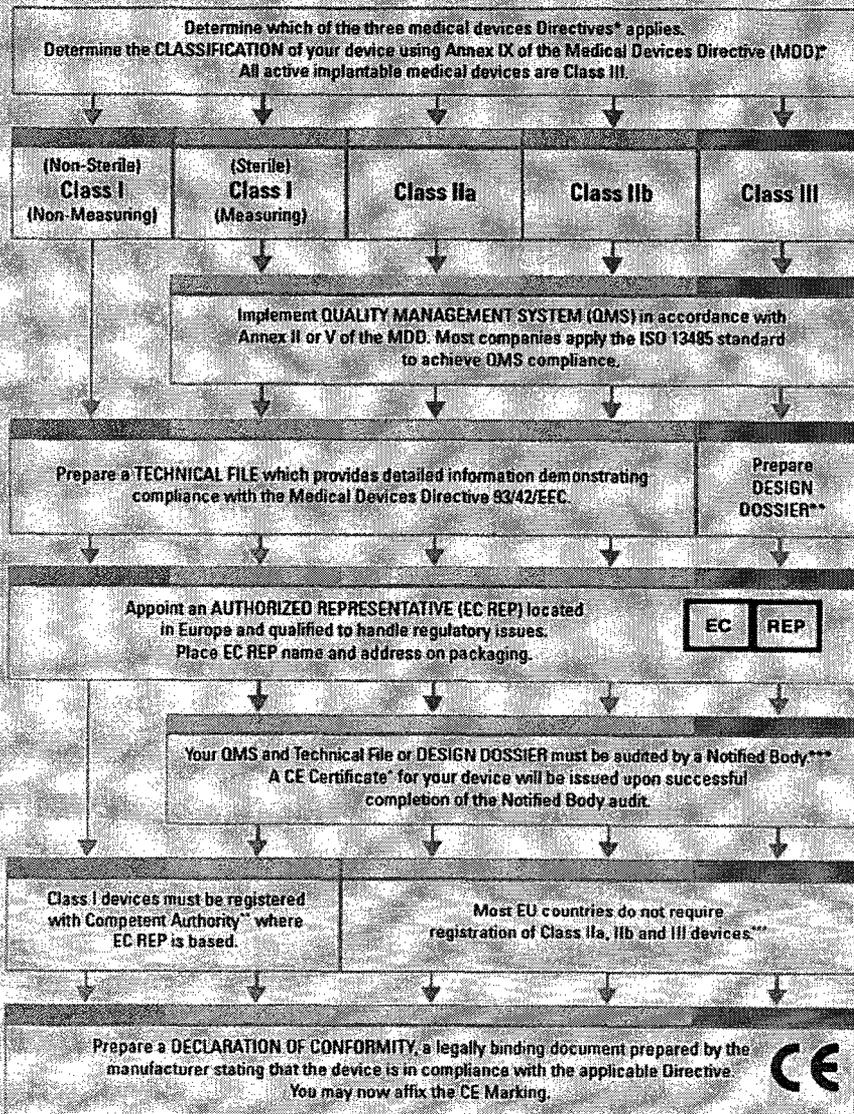
SIEMENS

LIFEBRIDGE
A New Dimension to Life Support

ziehm imaging
dedicated to clinical innovation

Europe's regulatory process for medical devices

- ▶ Any medical device intended for the German market must bear a CE marking (Medical Device Certification) before it can be sold or put into service.
- ▶ The CE Marking is a mandatory conformity mark affixed to certain products intended for sale within the European Economic Area (EEA) to indicate conformity with the essential health and safety requirements set out in European directives.
- ▶ The CE Marking provides medical device and technology market access to EEA 30 and MRA countries with a population of almost 500 million.



* European Directives that apply to medical devices include the Medical Devices Directive (93/42/EEC) and the Active Implantable Medical Devices Directive (90/385/EEC), which were amended by Directive 2007/47/EC. This chart does not apply to IVD devices which are subject to the In Vitro Diagnostic Devices Directive (98/79/EC).

** Class III devices as well as implantable devices WILL, LIKELY require substantial clinical trial data. Clinical trials conducted in Europe must be pre-approved by a Competent Authority. Existing clinical data may be acceptable. All data are reviewed and approved by a Notified Body.

*** Notified Body - EU accredited third party authorized to conduct audits of medical device companies and their devices.

* A CE Certificate (issued by a Notified Body) is not applicable to Class I, non-sterile, non-measuring devices since manufacturers will "self-declare" conformity with the Directive.

** Competent Authority - Term used to describe national Ministries of Health which are responsible for ensuring compliance with the Directive in their national market.

*** Some countries currently require registration of all devices, regardless of classification. Some countries require registration of high risk devices.

How to obtain CE Marking?

Medical device classification
 In Europe, devices are classified using a series of rules found in Annex IX of the Medical Devices Directive* (MDD). Therefore, a product considered Class II or III in the USA or Canada might carry a different classification in Europe.

Technical Files and Design Dossiers
 Technical Files are required for all device classifications. Design Dossiers are needed for Class III devices and are much like a US FDA PMA.

ISO 13485 and quality system compliance
 Most manufacturers implement a Quality Management System by applying the ISO 13485 standard.

EU Authorized Representative (EC REP)
 To obtain CE Marking foreign medical device companies require either a location in Europe or an appointed Authorized Representative. The EC REP name must appear on your labeling throughout Europe. Invest in Bavaria assists you with setting up your business in Bavaria.

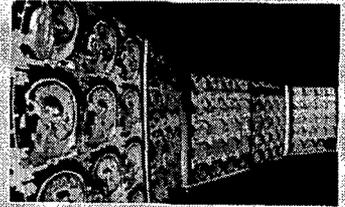
CE Marking and ISO 13485 audits
 Manufacturers that require CE certification for Class I Sterile and Measuring or higher devices are audited each year by Notified Bodies.

Notified bodies for the testing & certification of medical devices Bavaria

- > Bureau Veritas Consumer Product Services
www.bureauveritas.de
- > LGA InterCert Zertifizierungsgesellschaft mbH
www.lga-intercert.com
- > TÜV Rheinland LGA Products GmbH
www.de.tuv.com
- > TÜV SÜD Product Service GmbH
www.tuev-sued.de

How long does the process take and how much does it cost?

- In general the speed of market introductions is higher in Germany than in other large markets:
- Market access can be realized on average three years faster in Germany compared to the US:
 - Avg. duration from first contact to CE Mark: 11 months
 - Duration from first contact to FDA approval: 54 months
 - Major cost differences between CE and PMA certification
- On average costs are considerably lower than in the US
 - Costs for CE certification: up to 80,000 €
 - Costs for PMA certification: up to 230,000 €
 - Bavaria offers multiple opportunities for start-up financing



What could be your next steps?

- Analyze current market opportunities: your market segment, your target groups, market trends
- Analyze reimbursement structures: systems, payments, innovation pathway
- Communicate and cooperate: with business partners, physicians and medical boards
- Make sure that the product fulfills European requirements and is CE-marked
- Notify the product at the competent authority BfArM via the DIMDI database
- Ensure your sales reps in Germany and customer services are „Medizinprodukteberater“ (certified advisors for medical devices)
- Go for reimbursement, if applicable. For more information please contact us.
- Cover vigilance/post market surveillance requirements
- Follow the rules for advertisement („Heilmittelwerbegesetz“ = Law on advertising in the Health Care System)



INVEST IN BAVARIA

- **Invest in Bavaria** is the business promotion agency of the Bavarian Ministry of Economic Affairs.
- Our international team offers confidential and free support, advice and guidance in setting up or expanding your business in or to Bavaria.
- Our services cover the full cycle of business set-up and expansion, from first intelligence gathering to selecting specific locations to facilitating contacts to relevant partners, trade and business organizations and local, regional and national networks.

Your guide to set up your business in Bavaria!

Get in touch with us!

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CONTACT

Dr. Lucie Merkle
Executive Director, Bavarian U.S.
Offices for Economic Development LLC
West Coast Division

388 Market Street, Suite 1050
San Francisco, CA 94111
Phone: +1.415.362.1001
Fax: +1.415.362.1030
lmerkle@bavaria.org
http://www.bavaria-westcoast.com/

Dr. Johann Nigg
Executive Director, Invest in Bavaria
Bavarian Ministry of Economic Affairs,
Infrastructure, Transport and Technology

Prinzregentenstraße 28
80538 Munich | Germany
Phone: +49 89 2162-2642
Fax: +49 89 2162-2803
info@invest-in-bavaria.com
www.invest-in-bavaria.com

Key Technologies in Bavaria

Company Database

Key Technologies in Bavaria

The database provides comprehensive information on Bavarian companies, research institutes, technology transfer and network management as well as specialized authorities and associations free of charge.

www.key-technologies-in-bavaria.com

Invest in Bavaria, October 2011

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