



# Business die Nachrichten

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This newsletter expresses shared news, knowledge and thoughts of our German-American community. GABC does not hold responsibility for the ideas, views and/or opinions expressed by contributors.

## The German-American Business Council of Boston Newsletter



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More News & Updates inside

Has your name appeared on a GABC name badge lately? Stay involved.

## GABC

*Dedicated to encouraging  
and cultivating  
German-American  
Business and Trade*

The **German-American Business Council of Boston, Inc.** (GABC), is a non-profit, membership-based organization of companies and professionals. Through its monthly receptions, networking evenings, and presentations, GABC offers members an opportunity to talk person-to-person, and to share ideas, concerns, and opportunities with other professionals in the German-American community. Our members represent all facets of international business, including research, manufacturing, logistics, finance, government, retail, law, cross-cultural consulting, education and entrepreneurial endeavors. GABC is a member of the **Global Business Alliance of New England**. Interested professionals may join by going to: [www.gabc-boston.org](http://www.gabc-boston.org)





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*Letter from GABC President:*  
**Erik Dilger**

*Dear GABC Members and Friends,*

Our event season is enjoying Sommerpause, like most of you—but behind the scenes we are very busy lining up our autumn events, re-working our Web site, and preparing the new Membership Directory for printing.

**Long hoped-for changes to the GABC Web site coming soon...**

When GABC was a smallish club of 90 members (not that long ago), it was easy for the board members and executive director to be the primary contact points for introductions between members. It was easy for members to find each other at events with smaller groups. However, in the last seven years, our organization has tripled in size! We have searched for actionable ways that members can use to find, help, and interact directly with each other—365 days a year—without waiting for a chance meeting at an event or introduction by a board member.

We think we've found some answers.

The database of the new Web site will be vastly improved and easier to search. Members will have new options such as **1)** adding their logo, **2)** adjusting their profile directly from their device as often as they want, and **3)** offering their services and promoting their special events to the general public. Because GABC is considered the premier organization for German-American business in New England, our site gets a lot of Google hits...and our members will benefit directly from this.

We've heard from several members who want an informal, but trustworthy online forum where they can ask other members specific questions and get immediate answers. Our Executive Director Marian LeMay usually fields these questions, but even she is sometimes stumped. We are exploring ways in which a new Facebook group can serve this need. *Stay tuned.*

**Tapetenwechsel...** After completing his 3-year posting here in Boston, German Consul General, **Rolf Schütte** has returned to Germany, with expectations of being posted next to Marseille, France. We wish the Consul continued success in his endeavors on French turf. The new Consul General will be **Dr. Ralf Horlemann**, who has made major contributions to formulating and developing Germany's policy in conflict prevention and management. Traditionally, the German Consul General is an honorary member of the GABC Board of Directors, lending valuable support at events, and opening doors to important contacts in the German business community. In addition to the support of the Consul, the Deputy Consul is traditionally a very active member of the GABC Board of Directors, attending our monthly meetings—Deputy Consul General **Helmut Landes** has been serving us in this role admirably since his arrival in Boston last August 2014.

**Action items:** On page 4 of the newsletter we highlight some upcoming events. In particular, we are inviting all interested companies to consider: **1) participating as sponsors** for the **Weihnachts Gala on December 8, 2015**, and **2) becoming sponsors** of the new **Innovation Lounge** for the **German American Conference at Harvard**. Contact Marian.Lemay@gabc-boston.org for details on either opportunity.



## Recapping Three Recent GABC Events



May 7

### European Food Festival & Networking Evening

This popular professional networking event featured fare from six European countries: Germany (of course!), France, Britain, Belgium, Switzerland, and Holland in the gorgeous ballroom of the Goethe Institute, a former Back Bay mansion.



The summer evening was perfect for enjoying the terrace overlooking the Charles River.

Sponsors included **Karl's Sausage Kitchen**, **vinodivino**, **Hacker Pschorr & Paulaner**, **Zinneken's** Belgian waffles (made fresh on the premises), Dutch pastries from **FABIAN**, Dutch Genever from **Lucas Bols**, and so much more!



June 4

### Biotech Reception at German Consulate General

Acting Consul General of Germany **Helmut Landes**, GABC President **Erik Dilger**, and German Consulate General Scientific Liaison Officer **Peter-Paul Henze**, PhD, MBA hosted a private cocktail reception on June 4 for 50 of Boston's most important biotech movers & shakers, geeks & suits: professionals in biotech, research, clinical care, innovation, management & finance for life science — *everything that makes Boston Boston*. This is one of the largest industry sectors of Boston's German-American professional community, as well as for the GABC.



April 9

### Graphic Design Workshop for Non-Designers

Hierarchy! Grouping! Alignment! Consistency and Color! Attendees to this fast-paced design workshop on April 9, got a grip on these important graphic design principles by evaluating real examples of graphic design projects like posters and Web site homepages. Guided by our two professional designers, attendees learned the vocabulary we all seek to confidently evaluate our own designs, and to objectively communicate with designers we hire. Thanks to GABC members **Julia Frenkle** and **Lily Robles** (pictured above) of Opus Design LLC and Goethe-Institut Boston for making this event possible. You can sign up for more bite-size lessons posted weekly on Opus Design's blog! [opusdesign.us/blog/opus-academy/](http://opusdesign.us/blog/opus-academy/)

What attendees are saying:

"...This session was very beneficial and I'm already applying the concepts to projects that I am currently working on." **Starrann Freitas**, Corporate Communications Specialist, HealthCore, Inc.

"...wonderful workshop! I had fun and actually learned a lot." **Sonja**, Goethe-Institut Boston



## Upcoming Events:

GABC macht Sommerpause während Juli und August. *Enjoy your summer vacations!*

### September 29, 2015

#### Oktoberfest

6:30 – 10:00 PM

Come gather at **Jacob Wirth's**, Boston's premier German restaurant & beer hall in the heart of Boston for laughter, conversation, and a delicious dinner of traditional Wurst, Sauerkraut, Brezeln, Kartoffelsalat and Rotkohl. Wear your Dirndls and Lederhosen! Event is sponsored by Allianz Global Investors [www.allianzinvestors.com](http://www.allianzinvestors.com)

### October 23, 2015

#### GABC Goes to the Ballet

"Third Symphony of Gustav Mahler: A Ballet by John Neumeier". Includes private cocktail reception and pre-performance discussion by Boston Ballet Music Director and private backstage tour for GABC Members.

### October 28, 2015

#### The Future of Offshore Wind in MA

Save the Date for this event, which is still in the planning stage: Insights from industry players from Virginia to Maine. Massachusetts is one of the few bright spots in the industry, *but....has the momentum stalled?*

### October 30-31, 2015

#### Innovation Lounge

GABC is honored to be the Co-Host of the new Innovation Lounge at the 8th annual German American Conference at Harvard University. Contact GABC's partner **Noshad Irshad** to get information on presenting your company at one of the Innovation Lounge booths. This is an elite opportunity to promote your company's innovation, and recruit new talent. More info is available at

[www.germanamericanconference.org](http://www.germanamericanconference.org)

### December 8, 2015

#### Weihnacht's Gala at Taj Boston

Now accepting Corporate Sponsors for the annual Christmas celebration in historic downtown Boston. Contact [Marian.Lemay@gabc-boston.org](mailto:Marian.Lemay@gabc-boston.org) for a list of prices and benefits of becoming a sponsor and providing your company and clients with exposure at this quality event.

## Sponsor Spotlight on...



## KNOW HOW TO SUCCEED!

Constantly changing job requirements generate a demand for lifelong learning. To stay competitive in today's job market, professionals need to possess comprehensive and comparable skills and knowledge.

For more than 10 years, the International Software Quality Institute (ISQI)—headquartered in Potsdam (Germany) with subsidiaries in Boston (USA), London (UK) and Amstelveen (NL)—certifies the skills of IT professionals in over 90 countries on 6 continents in 10 languages. With nearly 20,000 certifications per year, iSQI paves the way for successful career development.

The iSQI "Certified" program includes internationally recognized standards for Software Testing, Requirements Engineering, Mobile Applications, Software Architecture, Project-, Innovation- and Configuration Management as well as Quality Assurance.

For more information on the iSQI portfolio, training providers and examinations please visit our Web site: [www.isqi.us](http://www.isqi.us)

If you would like to get informed about special promotions as well as the latest news in certification please [sign up for our newsletter](#).



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CERTIFYING PEOPLE



**GABC Corporate Member News:**  
**Boston-based Taurus develops America's First Zero-Energy Community in Texas**

GABC Corporate Member **Taurus Investment Holdings, LLC**, is developing a completely energy self-sufficient community at "Whisper Valley" in Austin, Texas. The project includes 7,500 single and multi-family homes and more than 200,000 square meters of office and retail space. All of the units have geothermal and solar systems and are fitted with SmartHome technologies. This is the largest project of its kind anywhere in the United States. Planned investment in the pilot project amounts to around €2 billion. High net worth German and American investors are supplying up to €200 million.

Taurus has partnered with the leading technology companies **Bosch**, **BASF** and **Google Fiber** on the project development. Partnership agreements have been signed between these companies and the Taurus subsidiary, **EcoSmart Solution LP (ESS)**. Bosch is supplying energy-efficient geothermal heat exchangers, warm water systems and household equipment. Among the products supplied by BASF are construction materials, including, for the first time in the United States, its patented, energy-saving HP+ wall system. Whisper Valley also has the privilege of being the first community in which every single building is connected to Google Fiber's 1GB/s network.

Taurus has developed a novel approach to financing the project that drastically reduces the traditionally high initial investment needed to build environmentally-friendly homes. This means that "green" houses are available at prices ranging from \$175,000 to \$300,000—prices that are affordable for a huge section of the American population.

For more information, contact: Axel Lerche, **EcoSmart Solution LP**  
 at alerche@ecosmartsolution.com

**F.O.S Industrial Filter Technology, Building Brand Awareness from Ground up in U.S. Market**

It's been two and a half years since GABC Corporate member F.O.S. Industrial Filter Technology, which is headquartered in Germany, made the decision to establish a base in Massachusetts. It has served them well. Being a global leader in providing filter media solutions for industrial processes and baghouses, they saw a great potential for their German-engineered, patented dedusting technology, F.O.S On-line Cleaning®, in the environmentally-conscious U.S. market. By leveraging their sustainable and cost-effective technology, the F.O.S Group improves particulate emissions control for its U.S. stakeholders in the high-footprint industries of coal-fired power plants, biomass power stations, waste-to-energy treatment, and cement plants, among others. With the EPA progressively establishing more stringent emission standards for U.S. manufacturers, their simple business ethos "For a Clean Environment" resonates on both sides of the Atlantic.

**Katharina Krause**, President of U.S. division, noted that, "The journey to bring our technology from Germany to manufacturing facilities across the U.S. has been smooth, but not without its share of caveats and gotchas." She added, "...with the help of organizations like GABC and others, we accumulated a comprehensive bank of local resources to make informed decisions along the way."

Interested in learning more? Go to [www.fos-filtertec.com](http://www.fos-filtertec.com) or contact Katharina Krause at [kkrause@fos-filtertec.com](mailto:kkrause@fos-filtertec.com)

**8th Charité Entrepreneurship Summit in Berlin, Germany: 'The Future of Healthcare'**



GABC partnered with *Charité Entrepreneurship Summit* (May 28-29), a Berlin-based conference representing more than 15 countries, including the U.S. and Israel. Feedback on the quality of this year's program and networking opportunities was that this was the best summit to date. Its format has evolved into one of the premier international conferences on innovation in the life sciences.



GABC board member **Charlie Cameron**, (at left) who serves as advisor to the Charité, met with the Federal Ministry for Economic Affairs and Energy to discuss the German Life Science Accelerator that will bring more emerging German companies to Boston—and additional meetings were held

with TechStars Berlin and other German companies that are looking for contact points in Boston—which GABC could help to bridge.

The Boston ecosystem was represented in the main program as well as many side meetings, that included Partners HealthCare, MassChallenge, LabCentral, and Blueprint Medicines.

For more info, reach out to our local Boston contact:  
 Charles Cameron  
 Vice President, GABC Board of Directors  
 / Senior VP at Cooley LLP

E-mail: [Ccameron@cooley.com](mailto:Ccameron@cooley.com)



## GABC

### Member *Profile*:

## Brigitte Steines

Principal: Steines Architecture  
AIA LEED AP



### **What's your connection with German-American business?**

**Brigitte:** I am a practicing architect in the Boston area with a unique European perspective on aesthetics and sustainability. Born and raised in Germany, I am licensed in Berlin, California and Massachusetts. In my design, I like to incorporate German building products and methods for achieving energy-efficiency as well as pleasing and individual design solutions. I use crisp and contemporary building details and materials to master a distinctive blend of New England traditional architecture and sleek German-European style elements. My clients appreciate me being at home in both worlds.

Living and working many years in the San Francisco Bay area before moving to Massachusetts has taught me even more about architectural design diversity. And I still enjoy pursuing projects in California occasionally.

### **What do you like about the GABC?**

**Brigitte:** I love the interesting mix of members I wouldn't meet anywhere else. I try to attend as many events and tours as possible. The GABC offers plenty of opportunities for getting a glimpse into other professional fields that I would not get anywhere else.

Many connections that I made at the GABC developed to personal connections beyond business.

### **What are you looking forward to seeing the GABC do in the future?**

**Brigitte:** I am very happy with what executive director Marian LeMay offers in her programming slate. Maybe more cultural events, since they are a great way to get into conversations and connect—a guided tour of a German artist who is exhibiting, or visiting the Gropius house comes to my mind. I also enjoyed targeted informative events about dual citizenship and tax treaties.

### **What keeps you busy when you are not working?**

**Brigitte:** Definitely, my family! With three children there is no bored or quiet moment at our house. For stress relief I go running in the close by Minuteman National Historical Park, and bike riding on weekends. As a family we enjoy hiking, skiing and traveling.

### **Tell us something about yourself that we wouldn't know looking at your CV.**

**Brigitte:** I ran my first marathon a couple of years ago on the Cape, and I hope to finish my first one in Germany, Berlin, this fall.

## GABC

### Member *Profile*:

## Joerg Starke

CFO/COO  
Ravensburger USA, Inc.



### **What's your connection with German-American business?**

**Joerg:** When I came to the U.S. in 2000, the GABC offered me an environment of familiarity. A home away from home with German speakers, German people and German culture. Every member in the GABC is in some way connected to Germany. Some members are natives, but many are connected thru business or family ties.

### **What do you like about the GABC?**

**Joerg:** I always come home having learned something new after attending a GABC event. The mixture of events and people spark interesting dialogues like nowhere else.

### **What are you looking forward to seeing the GABC do in the future?**

**Joerg:** This is a difficult one, since the GABC board does a fabulous job. Personally I would enjoy the opportunity to attend some events that strive to discuss and talk openly about different cultures and their meaning. The GABC is a display of successful and productive integration. Without losing our heritage and roots, we could push even

further on integration and include events like visiting a mosque, or invite a Jewish Rabbi or Muslim Imam to attend. Diversity of culture is part of who we all are and I feel it is particularly important in this day and age to take the time to understand.

### **What keeps you busy when you're not working?**

**Joerg:** My partner Suzanne and I have been saving and renovating a 200-year old house for about 4 years. Everything from tiling to framing, pulling cables, connecting sinks and washing machines—you name it, we've done it—this has been a labor of love and weekend job for some time.

However, this project is now coming to an end and we've promised that we'll get back to focusing more on traveling and seeing the world. On the top of our list is Japan and Sicily, and in the U.S. it is Nashville, TN and Charleston, SC.

### **Tell us something about yourself that we wouldn't know by looking at your CV.**

**Joerg:** I love walking on the beach with our dog, Boo—I love French-fries, classical music, playing the piano and very much: controversial discussions.



Dedicated to encouraging and cultivating German-American business and trade.

**New Members:**

**Mariette Barsoum**  
Co-Founder & Chief Designer  
Leicht Boston

**Ines Boehnert**  
Recently moved to Boston from Germany  
and is exploring job opportunities.

**Andrea Corazzini**  
General Manager  
Whole German Breads LLC

**Samantha DeMarco**  
Kitchen & Interior Designer  
Leicht Boston

**John Demarsh**  
Director of International Real Estate  
Progress Software

**Thomas Fissler**  
Managing Director  
IDP Investments LLC

**Kathryn Gallagher**  
Recent graduate, Hobart and William Smith  
Colleges. BA in Computer Science,  
minors in German / Political Science  
Julius G. Blocker Fellow (Bremen, Germany)

**Patrick Gottschlicht**  
General Manager, Proprietor  
Munich Haus Restaurant

**Heike Horn**  
Intercultural Trainer and Coach  
Connect Training Solutions

**Herbert Jeschke**  
President,  
German American Sub-Committee  
Rhode Island Preservation  
and Heritage Commission

**Isabel Kaubisch**  
Principal  
Clarendon Hill Consulting

**Amy Kearns**  
Kitchen & Interior Designer  
Leicht Boston

**Rachel Kelly**  
Classical Editor  
Hal Leonard Corporation

**Maxwell Mulholland**  
Management Consultant  
Seeks full-time executive role in sales, marketing,  
business development, or strategic planning in  
U.S. operations of a European company.

**Tobias Oehl**  
Senior Director Procurement Americas  
OSRAM Sylvania, Inc.

**Simon Ruehe**  
Director of Finance  
West Pharmaceutical Services

**Susanne Schneider-Kivelitz**  
Senior HR Services  
Professional Business Coach

**Philip Vogt**  
Senior Engineer  
LQ Mechatronics, Inc.

**Elizabeth Von Wagner**  
Press and Public Relations Officer  
Permanent Mission of Germany  
to the United Nations

**Peter Weise, Ph.D.**  
Lecturer in German  
Massachusetts Institute of Technology  
Foreign Languages and Literatures

**Jeffrey W. White**  
Senior Sales Associate  
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