



# Federal Real Estate

Real estate services from a single source

www.bundesimmobilien.de



f.I. Dirk Kühnau member of the

Karl Rolfes, Axel Kunze

Dear Readers,

We want to take the opportunity offered by this booklet to inform you about the tasks of the Institute for Federal Real Estate.

Uptillthe1stJanuary2005anorganisationcalled the "Federal Property Administration" had for more than 50 years provided a wide number of services involving real estate owned by the Federal Republic of Germany. During this period the organisation went through extensive change and development. Initially its focus was on registering and administrating property owned by the pre-war German Reich. During the Cold War its task switched to cover real estate and land required in building up the military structures of the Bundeswehr (Germany's Armed Forces) and the military forces of other countries. The troop reductions which began in 1990 meant that the organisation's tasks now included finding suitable follow-on uses for military land that was becoming free. As part of the general modernisation of federal administration the federal government decided to gather its real estate interests under one body and to set up the Institute for Federal Real Estate.

The first three years after its establishment largethe Institute for Federal Real Estate is the fely saw the transformation of the Federal Property Admideral government's property services provider nistration into a business run under commercial criteria. A number of important steps were taken: a system of is one which meets broad agreement from the gecommercial accounting was introduced and the organineral public. sational steps needed to change to a structure based on management divisions were completed. The aim now is to complete and optimise what has been achieved so far.

Kirlunan Kühnau

Spokesman for and board of directors

Members of the board of director

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The tasks of the Federal Institute are as diverse as the real estate for which it is responsible. This brochure describes a number of projects and examples in a way which we hope will give you an insight into the range of services that the Federal Institute offers.

One focus of the daily work of the Federal Instituteisthedevelopment of a common, inter-ministry system of real estate management which can be adopted for all the real estate used by the federal government for official purposes. The aim is to be able complete any task which the lawmakers assign to the Federal Institute, promptly and cost-effectively. The amount of government-owned land which is still used for military purposes is an indication of how much work still has to be done.

Our Federal Forests division is another area where we often catch the public's eye as a service provider. It is also an area in which we make our own contribution to protecting Germany's natural heritage. All our endeavours are driven by a vision: we will be proud when the statement that

Kunze

## Bundesanstalt für Immobilienaufgaben **The Company**

## Organisation

The Institute for Federal Real Estate has developed

#### to become the federal government's property services

#### provider.

Its portfolio of more than 300,000 hectares of land and 50,000 dwellings makes the Federal Institute one of the largest owners of real estate in Germany. In 2005 its opening balance revealed property assets amounting to a value of around €10 billion. The company employs more than 5,800 staff at 120 different locations in Germany, grouped into nine directorates. It is managedonavalue-oriented basis and acts in accordance with commercial principles.

The BALIMA organisation project (BALIMA is an abbreviation of the German for "base real estate, information and management project") supports the optimisation of business processes and the modification of organisation and procedures to meet new requirements.

The focus of the Federal Institute's tasks is on the development of a common facility management system for all the real estate owned by the federal government. Today this real estate is still administered by a number of different bodies. The intention is to transfer almost all of it step by step to the administration of the Federal Institute The aim is to complete this by 2011 although in some cases agreement is likely to be made on a later date for the transfer.

Real estate which the federal government no longer needs to carry out its tasks is offered for sale by the Federal Institute. This presently involves some 2000 to 3000 properties each year. It is expected that the Bundeswehr and foreign forces stationed in Germany will pull out of more locations over the next few years. The vacated real estate will then be offered for sale.

The Institute for Federal Real Estate also acts as the builder-owner where new federal government facilities are to be built. To this extent - and within the federal government structures responsible for construction activities - it takes on the role of the Federal Republic of Germany.

Other tasks performed by the Institute for Federal Real Estate include:

- Meeting requirements for land and real es-tate needed for federal government purposes, e.g. by entering into leasing contracts.
- Forest management and nature protection of real estate belonging to the federal government.
- Administrative tasks related to the real estate used by foreign forces stationed in Germany and to rental housing subsidized by federal loans.



Modern management for modern administration



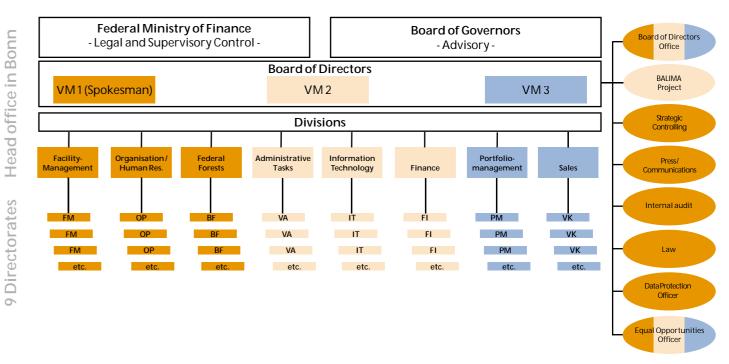
The Institute's activity as builder-owner

The Institute for Federal Real Estate is a federal insti-

tute which is legally valid under public law. Its regis-

#### tered office is in Bonn.

The Federal Institute was established by a law which came into effect on the 1st January 2005. At the same time the Federal Property Administration (which by then had been in existence for more than 50 years) was wound up and its tasks and staff taken over by the Federal Institute. The Federal Institute is headed by a board of directors who assume overall responsibility. It is subject to the legal and supervisory control of the Federal Ministry of Finance.



Thespokesmanoftheboard of directors, Mr. Dirk Kühnau, is responsible for tasks in the areas of facility management, organisation/human resources, federal forests, press/communications, strategic controlling, internal audit and law.

tasks.

A board of governors with 10 members taken from the worlds of politics and commerce advises and supports the board of directors.

The Federal Institute has five operationally active business divisions which are supported by cross-division departments.

Mr. Karl Rolfes is the member of the board responsible for finance, the BALIMA project, information technology and administrative Mr. Axel Kunze is the member of the board responsible for portfolio management and sales.

# **Facility Management**

## A division with two main focuses

The tasks of the Facility Management division involve the procurement, cession and administration of real estate on behalf of federal government agencies, and the rental and leasing of residential and other real estate to third parties.

A common system of real estate management

### Facility Management concerns the technical and infrastructural management of property.

The Federal Institute has developed a standardised system of real estate management (S-REM) for properties used by federal government services. The aim of the S-REM is to provide top quality accommodation for federal government agencies. The management of the real estate needed for government services is based on commercial and functional criteria and takes the form of a landlord-tenant model. This creates cost transparency which in turn provides an incentive for the cost-effective use of real estate.

The Federal Financial Administration's training centre and the Faculty of Finance at the Federal Government's institute of higher education for public administration in Münster, are administered by Facility Management

The Facility Management division's building- and land management operations covers technical, commercial and also infrastructural aspects. This means that the division is responsible for all tasks relating to the management and operation of the real estate.

Management, the invoicing for services, the executi-on of construction projects, and in specific cases renting and acquiring property: these are all part of the daily business of the division.

The aim is that ownership of all the real estate needed by government services will be transferred to the Federal Institute by the end of 2010. This is to be achieved through agreements concluded with the various Ministries involved. Properties in the portfolio of the Federal Ministry of Finance were transferred to the Federal Institute with effect from the 1st January 2005. More real estate was transferred in 2008 - for example real estate used by the Federal Police and held by the Federal Ministry of the Interior. Agreements have also been reached with other Ministries on the programme for transferring their real estate to the Federal Institute.

Some of the real estate owned by the Federal Institute itself is leased to the user through tenancy arrangements. If such property is not available then the Federal Institute enters the market as a tenant and then sub-lets the property to the agencies concerned. In this way the Federal Institute represents the federal government as the contractual partner for persons and bodies which provide privately-owned real estate.

The standardised system of real estate management

- allows a systematic, inter-ministerial system of land management.
- uses synergy effects to produce savings for the fe-. deral budget
- ensures that users have the highest possible flexibili-ty in their choice of accommodation.



Berlin, a new building for the BND, the German **Intelligence Service** 

The Federal Institute is responsible for this new construction project, where it has taken on the role of builder-owner on behalf of the German Intelligence Service. The project will cost €730 million. It is the largest new construction project to be supervised by the Federal Institute so far. The design of the new building, which will accommodate some 4000 staff, is based on plans prepared by the Kleihues architectural office. It is being  $built on a 10 \,he ctare site next to the Chaussee straße in the$ centrally located "Mitte" district of Berlin. Construction is expected to be completed by 2013. The foundation stone



was laid on the 7th May 2008. The building will have around 223,000 m<sup>2</sup> net floor space.

Source: BBR View of a model of the new BND building

The Federal Institute's tasks have so far included the selection and acquisition of the building site and the conclusion of an urban development agreement with the federal state of Berlin. Green areas and public gardens will be created as compensatory measures in the area surrounding the new building.

When the building complex is completed the Federal Institute as the facility service provider will take on responsibility for the comprehensive property management of this large-scale development. The Federal Institute is financing the construction project through loans from the federal budget and is to conclude a long-term rental contract with the German Intelligence Service.







Langer Eugen, Bonn

#### Bonn, UN-Campus

The UN has selected the multi-storey building formerly used by members of the federal lower house of parliament in Bonn for its headquarters in Germany. The building will be used by a number of UN bodies. Called "Lange Eugen" after the former speaker of the federal parliament Mr. Eugen Gerstenmaier, the building is owned by the Federal Institute. For many years it was regarded as asymbol of the Bonn Republic.



The new UN campus was opened on the 11th July 2006 by the Federal Chancellor and by the General Secretaryof the UN at the time, Kofi Annan. The refurbishment of the listed building, which dates from the 1960s, cost € 55 million. Around 300 employees from 11 UN organisations (primarily related to the fields of environmental and climate protection) have taken up their duties in the 29 storey, 115 meter high building.

The restoration of the German MP's old multistorey building will further extend the UN campus; completion is expected to be in 2011. The Federal Institute has been given the role of owner-builder for this construction project too. It is supported by the Federal Office for Building and Regional Planning.

# **Facility Management**

A division with two main focuses

The commercial administration and rental of resi dential, commercial and other properties

From Sylt to Oberstdorf, from Aachen to Görlitz, residential and commercial real estate owned by the Federal Institute can be found almost everywhere.

The portfolio currently includes commercially usable real estate with a total area of some 66,000 hectares as well as around 50,000 apartments and homes.

The Facility Management division rents apartments to civil servants who are entitled to support with accommodation and to a growing extent, also to third parties from the private sector.



Modern apartments in a cared-for environment, administered by the Facility Management division

The commercial real estate held by the division was mainly used for military purposes. Properties such as former barracks, military training areas, airfields and bunkers generally do not have planning rights due to their former status as special zones. The division is working closely with the local authorities concerned to develop concepts for follow-on and intermediate uses. These then form the basis for commercial use such as for business start-ups.



Logistics - Real estate

The commercial activities are based on a standardised organisational structure, the creation of centres of competence and the use of an SAP-based real estate management system all over the country. Comprehensive cost accounting contributes to the optimisation of income and expenditure within the framework of risk management and the management of existing properties and vacant land.

Earnings from the rental and leasing of these properties currently provides around 25% of the total income of the Institute for Federal Real Estate and makes a substantial contribution to its commercial success.

The division works to help its staff members to improve their qualifications in a number of different ways.

Castle Vogelsang

The Federal Insti-

tute is looking for

convincing new

Photos: Photo

archive Berlin

Airports

usage concepts for

Tempelhof Airport.



Vogelsang, Eifel

One special project is Burg Vogelsang (Vogelsang Castle) in the mountainous Eifel region. Working together with the county of Euskirchen, the "EuRegionale 2008" agency and the site development company Vogelsang GmbH, the Federal Institute is developing a new use for the almost 100 hectare core zone of the castle area. The new use must be both commercially sustainable and appropriate to the location's history. On completion of this work the core zone will be sold.

Part of the grounds of the Burg Vogelsang were formerly used for military purposes. This part is now to be used as the location for an international meeting point, a "European centre for families and young people", which was due to be established there by the end of 2008. Educational schemes offered by the information and exhibition centre (history of national socialism,/regional history and a national park centre) are also to be made accessible to all visitors. Other buildings will be used to accommodate agencies involved in nature conservation and landscape protection run by the federal state of North Rhine-Westphalia

#### New use for Tempelhof Airport

The Federal Institute and the federal state of Berlin are the owners of this airport site. The total area of the airport is 386 hectares. The airport building was erected



in 1934 and has a net floor area of approx. 236,000 m<sup>2</sup>. It still counts as one of the largest continuous buildings (in terms of area) in the world.

As a first step, technical investigations of the existing buildings were carried out in 2005 in order to be able to plan an economically sensible new use for them once air traffic has been closed down. The planned new use can only be successful where it has the agreement of the federal state of Berlin. The federal government has no need itself for office space in Tempelhof. Such need as it has can be more economically met by accessing the attractive Berlin property rental market than by carrying out the changes which would be required to the airport building.



An agreement has been reached with the federal state of Berlin that the parts of the property which are owned by the federal government will be transferred to the federal state of Berlin. The current market value of these parts will be established by a panel of experts, the advisorycommittee on land values in Berlin.

It has been agreed with the federal state of Berlin to transfer those parts of the real estate which are owned by the federal government to the federal state of Berlin. The current market value will be established by the advisory committee for land value in Berlin, which is a body of experts.

# Sales

## Ideas - Plans - Opportunities

New perspectives for real estate owned by the federal government. The Sales division disposes of real estate that

the federal government no longer requires.

#### Tasks

The Federal Institute's sales portfolio offers users, developers and investors a wide number of opportunities and possibilities. Here you can find:

- Residential property, from detached houses to castles and housing estates.
- All types of commercial property.
- Future building sites for industry, commerce and residential use, in every size range.
- Forest and agricultural land, lakes and private hunting estates,
- Barracks, bunkers, military training areas, airports and seaports,
- Other special types of property.



Large-area items of

real estate define

the sales portfolio:

barracks, airports,

ammunition dumps

and military training

areas

The special strength of the Sales division is in the marketing of military areas formerly used by the Bundeswehr and by the military forces of other countries. Here the Sales division can call upon many years of experience which go as far back as the early days of the Federal Property Administration.

The aim over the short, medium and long term, is for the market-sensitive disposal of a total of around 30,000 business units. Some 3,000 property sales contracts are concluded annually throughout Germany. The Sales division produces around 50% of the Federal Institute's turnover. Thirty-one local sales teams are constantly at work offering real estate to regional and inter-regional sub-markets. An awareness of local features is therefore



Development of residential land for 1200 detached, semi-detached and terraced houses in the rural town of Gatow in the

one of the strengths of the Sales division, which is able to deal flexibly with a variety of different marketing opportunities.

#### Rough diamonds

Many items of federal real estate offer considerable development potential. Investors can (and have) take the opportunity to substantially increase the intrinsic value of these properties through the creation of new usage concepts. The sale of these sites often triggers high levels offollow-up investment. Thus the Federal Institute makes a direct and important contribution to job creation and security-even in areas which are weak in infrastructure.



Tideland key Langenlütjen

### Think big!

Land formerly used by the military presents a special challenge to participants to think and plan in terms of larger structures. The Sales division works together with the federal states, local authorities and investors to convert areas of land and to initiate and implement future-oriented projects. The division supports local authorities and investors in this process and, together with its partners, develops tailor-made concepts for each location. New residential estates and recreation facilities arise, local companies find areas to expand in, environmentally-disruptive businesses can be relocated from urban centres. All this improves the quality of life of local residents.

#### Examples

Barracks in Villingen-Schwenningen



Residential estate Welvert

> January 2008 saw the sale of the former Welvert Barracks. It had been used by the French Armed Forces for more than 50 years. According to information given by the buyer the site of around 11 hectares will be used for the development of a residential and mixed use estate. Plans propose a unique mix of offices and restaurants, service providers and housing for approximately 1,000 people. A special feature is the proposed construction of single-storey houses specially designed for handicapped persons. They will be located close to doctors' surgeries, pharmacies, nursing services and old-age care services, all of which will be able to provide services as they are needed. Other forms of accommodation are also planned for this area - for example a residential building where several generations can live together, and sheltered housing and shared accommodation for senior citizens.



Helgoland island

#### Do you want to escape to a small island?

There are many islands on the North Sea coast but none of them is comparable to Helgoland. Located 70 km off the mainland, its red sandstone cliffs topped by green land tower up from the sea. Thanks to the open sea climate, favourably influenced by waters of the Gulf Stream, Helgoland has become home to a unique variety of flora and fauna. The Federal Republic of Germany is the largest owner of real estate on the island. Its properties include the real estate owned by the Bundeswehr and by the Alfred Wegener Institute, and what for the island is a comparatively large number of flats and houses. Some of the Federal Institute's building land and housing are to be sold.

#### Securing the future of a 500-year-old Westphalian farm building

The Federal Institute's sales portfolio includes many listed buildings. Over the course of time several of these historic treasures have changed into private ownership. In this field too the Federal Institute offers a wide range of properties, ranging from large historic estates to properties suitable for families. One example is the sales contract for probably one of the oldest farm houses in Westphalia, which was signed in April 2008. The main building was erected as a "Vierständerbau" a term which describes a structure in which the roof is supported by four rows of columns. Scientific research dates the building back to 1519. It is now being restored by its new owner in accordance with the regulations on the protection of historic buildings.

Floor granary of the yard area



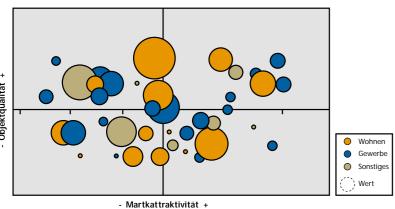
# Portfoliomanagement

Recognise potentials - Increase values

The Portfolio Management division structures, analyses and evaluates the Federal Institute's property assets. Strategic approaches provide the basis for the company's short, medium and long-term planning. A sales portfolio is prepared each year, and each year

### investment decisions are made and supported.

The Institute for Federal Real Estate has assets amounting to a value of around € 10 billion. These consist of some 30,000 objects related to a wide variety of different types of use. They range from large areas of woodland and former military property (barracks, airfields, depots, bunkers, training grounds) to dwelling units, office buildings and other commercial property.



Stock matrix of the Institute for Federal Real Estate

The Portfolio Management division categorises the heterogeneous content of the overall portfolio based on criteria such as type of use, economic viability and estimated market value. Based on this data it creates sub-portfolios which provide for an optimum commercialization of the real estate in accordance with the different market's requirements.



Roter Sand Barracks, Bremerhaven

The Federal Institute's own building experts together with external experts develop the basis on which the purchase prices are calculated. They also assist the seller where the disposal of a property is difficult.

Where complex property is involved (for example, converted real estate or large residential estates, which contain several hundred dwelling units) the options available are often more than just "sell" or "keep". In many cases it makes sense to re-structure the property in terms of commercial aspects. The Portfolio Management division develops the required scenarios for this, basing its work on property- and market data.

Measures are taken to add economic value, for example, through obtaining building permits, demolition, site development and land parcelisation. All these increase the value of the real estate and makes it easier to dispose of. The result is the use of the full potential of an item of real estate.



#### Offenburg, Eckener Straße

#### Initial situation

This item of real estate covers around 12.6 hectares with 26 buildings. It is located 1.5 km northwest of the centre of the city of Offenburg, in an industrial and commercial estate. It is temporarily being used to provide accommodation for asylum seekers and for commercial purposes but without specific planning approval. Rental income is currently around € 200,000 a year. Loss of approximately 50% of the income resulted when one rental contract expired in 2007. No obvious alternatives to development in sight.

#### **Development measures**

- Conclusion of an urban development framework . agreement,
- Obtaining the necessary planning approval,
- Provision of access and services to the property,
- Construction of the drainage network,
- Demolition of almost all the buildings.

#### Future use

Commercial estate with some 15 small commercial plots (5,000 - 20,000 m<sup>2</sup>) for the location of craftsmen's' workshops, commercial businesses and delivery operations.

#### **Financial result**

There is a demand for medium-sized commercial property. Market and property estimates indicate that the area has a high competitive advantage and a good to very good development potential. The Federal Institute expects the new development will produce increased revenues compared with the current situation.

#### Berlin, Naumannstraße commercial estate

#### Initial situation

The estate covers some 90 hectares and is located at the edge of Berlin's city centre, close to the urban railway station of Südkreuz. The estate is owned by the Federal Institute (81%) and a federally-owned company (15%) with the remaining 4% in private hands.

proportion related to the car industry), craftsmen's'

workshops, service providers, retail and wholesale stores,

artist's studios, associations, dwellings, with a high level

of empty property and vacant areas of land.

Unsystematic mixed use: commercial (a high

#### **Development measures**

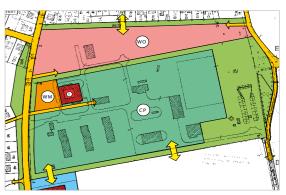
Agreement with the co-owners, conclusion of an urban development contract, new and improved services and access to the areas (in part by new road construction), obtaining development permission, securing the development of internal and external access and services, and an opportunity of site parcelisation to increase sales potential. Clarification of rental arrangements: cancellation of un-economic tenancies and of tenancies which do not fit into the new concept.

### Future use

Residential and commercial estate, parcelised.

#### Financial result

The development is expected to bring the Federal Institute increased income of some €1.27 million.



# **Administrative Tasks**

## In the public interest

#### Services in the public interest are an important part

#### of the work of the Federal Institute.

#### Tasks

The Administrative Tasks (AT) division combines the sovereign and administrative tasks which were added to the Federal Institute's core activity. The 560 employees of the division deal with a very heterogeneous range of tasks that are of varying regional importance. The staff see primarily see themselves as service providers and contact partners for the country's citizens and authorities, for the military forces of other countries which are in Germany, and for civil servants employed by the federal government. Five task areas are indicative of the activitiescarried out by the AT division.

#### Real estate service for military forces of other countries

Germany's membership of the NATO collective security system means that, besides the German Armed Forces, military forces of other countries are also permanently based in Germany. The Federal Republic is obliged under international law to make available to the quest military forces the land and property which they require to carry out their joint defence duties. This task has been transferred to the Federal Institute.



Coin of the **US-Forces** 

The AT division ensures that the land and property required is procured, makes it available to the military forces and deals with property-related matters during the period of its use. Following withdrawal of the military forces the AT division then arranges for the termination of the related legal relationships with the other country.

Currently a total of around 810 km<sup>2</sup> of federally-owned and rented land is managed (in comparison, New York City covers some 780 km<sup>2</sup>) Around 45,000 dwellings used by the armed forces are also managed by the division. In this task the AT division is currently responsible for expenditure of around € 80 million a year.

Currently the situation is shaped by developments in the stationing of forces, particularly the reduction and restructuring of US and British Armed Forces stationed in Germany. This will continue to be a feature of the next few years. On the one hand, the real estate and properties which are no longer used by the guest military forces must be taken back; but on the other hand concentrating military forces at a reduced number of locations means that additional facilities are needed in these locations. This additional demand is met by the AT division through the purchase or lease of additional areas.

#### At the service of the federal armed forces

The AT division is also a service provider for the Federal Ministry of Defence and is responsible for acquiring property for the Bundeswehr.

### **Claim settlement**

The AT division is also tasked with dealing with claims for property and personal damage and damage resulting from manoeuvres which foreign military forces cause during the exercise of their tasks in Germany. The citizens affected can approach one of the four claim settlement centres across Germany. These centres register the claims, consider them and if appropriate, pay out the compensation. In 2008 the claim settlement centres expected to pay out compensation amounting to up to € 18 million.



### **Consequences of the Unification Treaty**

erstellung der Einheit Deutse Cover of the unification treaty from

Following the re-unification of Germany a number of decisionshad to be made regarding the assets of the former GDR, in particular concerning real estate. The Unification Treaty regulates the way these assets are distributed between the federal government, the federal states and local authorities. The volume of the assets involved has meant that clarification of the related factual and legal questions arising is still continuing. The AT division is responsible for implementing the rights and securing the commercial interests of the federal government and also has a fiduciary responsibilityoflookingafter the interests which the new federal states have in these assets.

31 08 1990



Parade

#### **Contract management**

The sales contracts of the Federal Institute often include obligations such as supplementary payments obligations, compliance with the appropriation of funds and participation in rehabilitation costs. The AT division is responsible for seeing that these obligations are met and that the rights of the Federal Institute are exercised.

#### Residential space for civil servants

A number of companies in the private sector provide their employees with residential accommodation. In the same way the federal government provides its civil servants with residential accommodation at normal market conditions. The Federal Institute presently has around 100,000 residential housing units available for this purpose, either through its stock of existing buildings or through contracted property. This service particularly addresses civil servants who because of their duties frequently have to change their place of residence - for example staff of the Ministry of Foreign Affairs, the Bundeswehr and the federal police. As part of its residential accommodation task the AT division ensures that the

allocation of the dwellings is based on social policies.

Residential estate

# **Federal Forests**

## Nature in good hands

The Federal Forests division is the service provider and land administrator for woodland, open land and waterways owned by the federal government and by third parties. Its presence across the whole of Germany and the technical skills of its staff ensure the availability of a wide range of services in "green facility management".



The Federal Forest division's business achievements: Customeroriented services, longterm customer loyalty understanding of user requirements competence in nature protection, efficiency, innovation, flexibility.

As a service provider and land manager the Institute for Federal Real Estate's Federal Forests division has the task of "green facility management" and of administering federally-owned real estate in a way which ensures nature conservation. The division's core competence is in the customer-oriented and commercial use of biological and technical resources. This ensures uses which are appropriate to the federal tasks of the protection and regeneration of nature and the countryside. Many years of experience and extensive technical knowledge ensure high value services, competitive exploitation of typical forestry products and the administration and sale of forest real estate.

Presently the federal forests services care for and manage forest areas covering some 360,000 hectares of woodland and 247,000 hectares of open land. The land is used for forestry, as nature protection areas, and in part for agriculture. The Federal Forests division is thus one of the largest land administrators in Germany.



- The division provides a wide range of services, including:
- The care and management of woodland, waterways, open land and "problem land" (for example disused waste disposal sites, re-cultivation areas)
- Forest services, including purpose-specific land management, inventories and technical plans for the various users.
- Procedural and technical support in spatial planning and area-wide measures such as the implementation of military infrastructural projects in terms of nature protection.
- Compensation measures and ecological account management.
- Nature protection-based planning and direct execution - for example, in terms of the implementation of the EU directive NATURA 2000.
- The production and sale of timber
- Game management, the sale of game and hunting permits
- Agricultural and forestry appraisals and reports
- Sale of agricultural land and woodland

The services and products of the Federal Forests division are based on modern working methods and business management tools. Quality and efficiency are reviewed and continuously improved by means of internal technical audits and external certifications. The division uses powerful standard and special software such as SAP and DIFO (the initials come from the German for

"decentralised forest information system"). This ensures efficient and transparent planning and produces sound implementation records.

Four current projects provide an insight into the range of tasks carried out by the Federal Forests division:

Demand-related land management of military real estate

The Federal Forests division is developing a forest specific concept for optimising the use and protection of woodland on military property used by the Bundeswehr and by guest military forces.

nal functions besides the general functions of protecting the woodland (e.g. soil protection, waterways protection, climate and biotope protection). For example woodland also protects the adjoining civilian areas against noise from military activities, offers visual screening and protection against discharged ammunition. The area is also used as a forest training course, a camping site and as

Federal real estate

often has outstan-

ding biotopes and

provides habitats

for rare species of

wildlife and plants.

Military property involves the division in additioa "setting" for the realistic training of the soldiers. The division aims to offer an improved, sustainable forest protection which is in balance with the military requirements. The technical concepts it proposes are agreed with the military authorities and subsequently implemented by the Federal Forest division's local offices.

> NATURA 2000 - direct implementation at military training areas used by the **Bundeswehr**

The EU directive NATU-RA 2000 is intended to protect special plant and wild animal habitats across Europe and to create a network of such areas. The Federal Forests division acts on behalf of the Bundeswehr and its agencies to ensure that the NATURA 2000 directive is implemented in the military training areas.

The division produces management plans for the federally owned forests and works in close agreement with the nature protection bodies responsible for these areas. The plans describe the current ecological relationships and elaborate and implement development goals and offer advice on appropriate measures and on means of protection.

### Environmentally appropriate conversion of the former Münsingen military training area.

The Federal Forests division's head office in Heuberg is making an important contribution to the problem-free conversion to civilian use of the Münsingen military training area in Baden-Württemberg.

The division is working together with NABU (the Nature And Biodiversity conservation Union, one of the largest environment associations in Germany) and with the local planning authorities of the federal states to set the points for the creation of a future UNESCO biosphere reserve, the "Schwäbische Alb". A start-up team is presently setting up the organisation of the reserve's administration unit and preparing it for its tasks.

The planned protected area will provide a demonstration project of how different types of land use can be harmoniously combined with tourist-related uses and with the protection of ecologically valuable biotopes. The work is providing an example of how to combine conversion of use, economics and ecology in a way which meets with the consensus of all the participants.

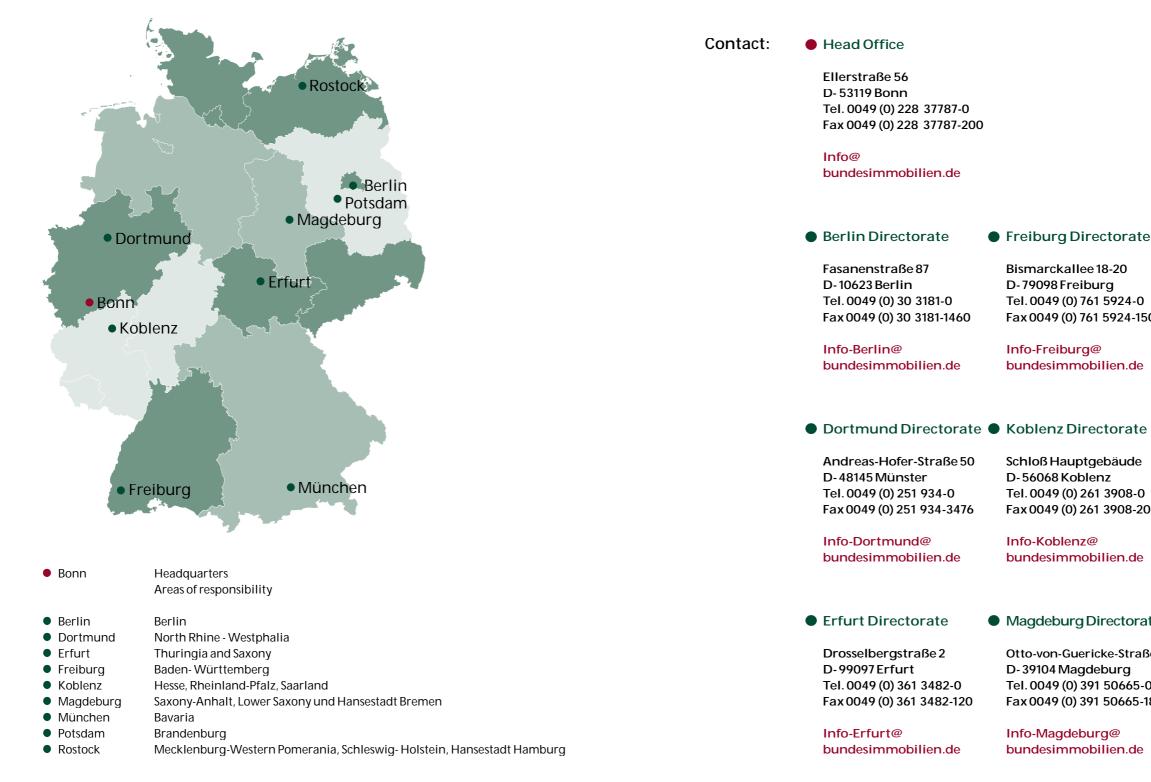
### Federal Forests - a partner in Saxony's wolf management project

The Federal Forests division's local offices of Muskauer Heide and Lausitz provide important support in the protection of species in Europe by promoting the natural resettlement of the wolf in the Bundeswehr's Oberlausitz training area and in other areas of land. The project, which was initiated by the Saxony Ministry of the Environment, was supported by the men and women of the division through roadshows and several practical measures related to wolf monitoring.

The Federal Forests division together with the 'Wolfsregion Lausitz' contact office and with IFAW (the International Fund for Animal Welfare) have published a brochure called "Living with wolves"

# The Company

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