

GREATER DETROIT FOREIGN-TRADE ZONE, INC.



**BRINGING THE WORLD TO
SOUTHEAST MICHIGAN**

STREAMLINING THE GLOBAL SUPPLY CHAIN

What We Do

Greater Detroit Foreign-Trade Zone, Inc. oversees the U.S. foreign-trade zone program in Southeast Michigan. We're committed to enhancing the efficiency and competitiveness of domestic and international companies through the use of storage/distribution and manufacturing foreign-trade zones. We (FTZ No. 70) cover seven counties: Wayne, Oakland, Macomb, Washtenaw, Monroe, Lenawee, and Livingston.

How We Began

Congress created the U.S. Foreign-Trade Zones (FTZ) program in 1934 during the Great Depression to stimulate international trade and create domestic jobs and investment.

Companies may bring foreign and domestic merchandise into zones for storage, testing, relabeling, displaying, manufacturing, and for the eventual entry into U.S. commerce or export from the United States.

All U.S. Customs duties are deferred while merchandise is in a zone and, in many instances, these duties (and sometimes excise taxes) can be substantially reduced or eliminated through zone use.

Today, there are more than 257 approved general-purpose zones and 289 production facilities in the United States.

Similar zone programs operate in 135 countries.

Why We're Effective

FTZ status benefits companies through:

- Duty reduction, duty deferral, and/or duty elimination
- Lower business costs (greater profit)
- Simplified processes

Getting Started

Submit an application, which is a three-step process that begins with a statement of need. To apply for zone status, reach an operator for use of an approved site within FTZ No. 70, or for more information, please contact:

GREATER DETROIT
FOREIGN-TRADE ZONE, INC.

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U.S. Foreign-Trade Zone imports account for nearly 13 percent of total U.S. goods imports.

Duty-Benefited Commodities

Materials in our zones include automotive wheels, beverages/spirits, dyes/pigments/paints, jet fuel, non-ferrous metals, petroleum products, plastic/rubber products, tool parts, vehicle parts, and wiring harnesses. (Most dutiable goods are eligible.)

Nearly one in every five U.S. jobs are positively linked to exports and imports of goods and services.

— *businessroundtable.org*



U.S. Foreign-Trade Zone exports reached a record \$79.5 billion in 2013.

“Participation in this program has allowed [one of our larger offshore automotive clients] to realize an annual savings over the past four years totaling \$1.2 million on merchandise-processing fees and a duty savings of \$7.5 million.”

— *Cindy Beresgasy-Wasczenski, W.F. Whelan Co.*

GDFTZ has 55 storage/distribution zones operated by 22 private businesses. Some companies with smaller needs may contract to use space within an existing FTZ warehouse. Others may want their company-owned facility designated as a zone.

County Economic Development:

- Lenawee County Economic Development Corp., Lenawee Now: lenaweenow.org; 517-265-5141.
- Livingston County Economic Development: livgov.com/plan/econdev; 517-546-7555.
- Macomb County Economic Development: ped.macombgov.org; 586-469-5285.
- Monroe County Business Development Corp.: monroecountybdc.org, 734-241-8081.
- Oakland County Economic Development: advantageoakland.com; 248-858-0721.
- SPARK Ann Arbor USA: annarborusa.org; 734-761-9317.
- Washtenaw County Community & Economic Development: ewashtenaw.org; 734-544-6748.
- Wayne County Economic Development: waynecounty.com/edge; 313-224-0410.

Southeast Michigan's infrastructure includes a significant inventory of warehouses (see below) that could potentially be designated as foreign-trade zones.

Wayne County

(including Detroit)
5,360 warehouses
235,603,465 total sq. ft.

Oakland County

4,935 warehouses
121,101,844 total sq. ft.

Macomb County

4,071 warehouses
114,566,615 total sq. ft.

Washtenaw County

699 warehouses
23,683,306 total sq. ft.

Livingston County

511 warehouses
13,405,735 total sq. ft.

Monroe County

234 warehouses
13,127,439 total sq. ft.

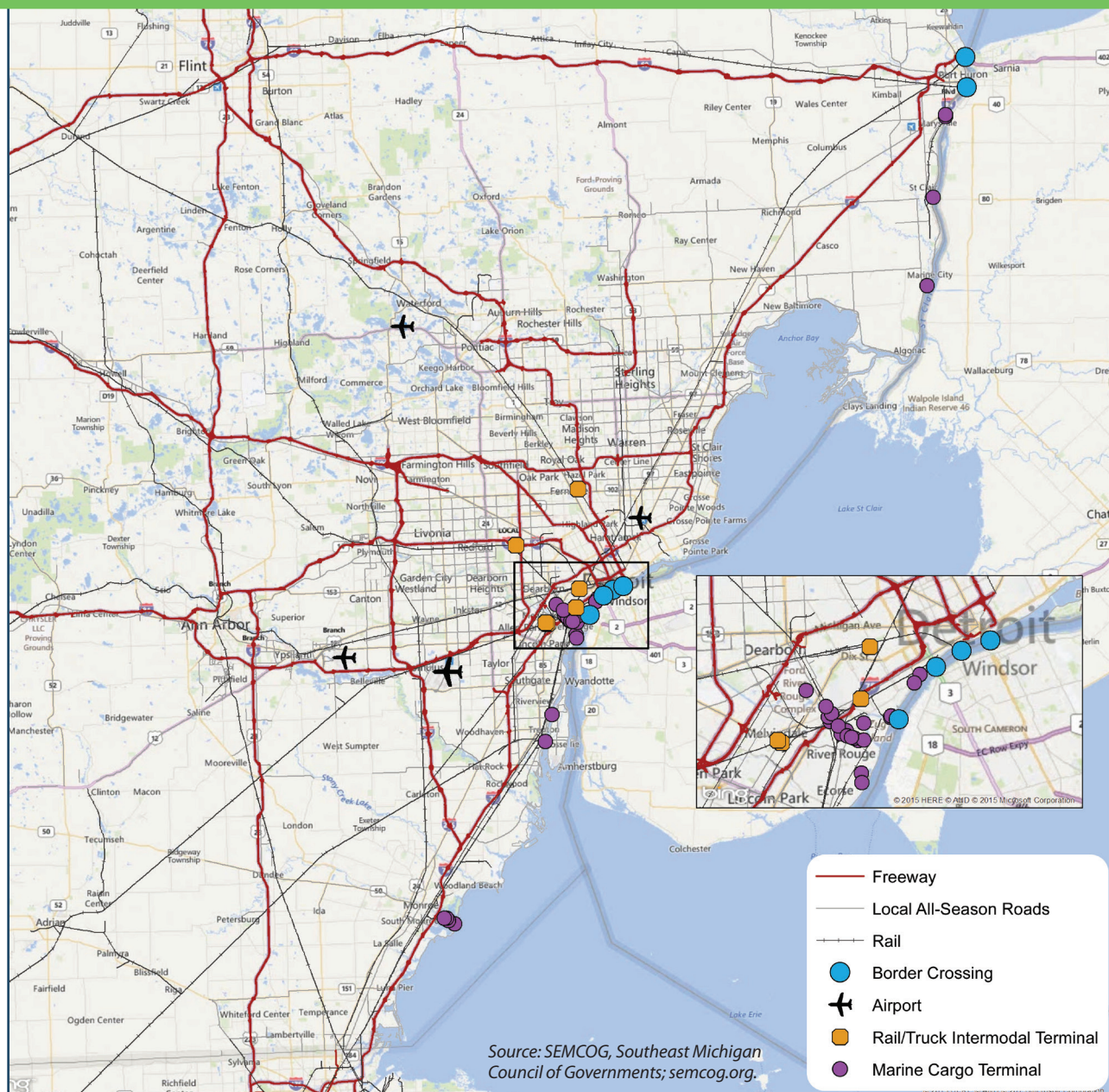
Lenawee County

106 warehouses
3,912,168 total sq. ft.

**Source: CoStar Group, Inc.; costar.com; May 2015*

REGIONAL TRADE ASSETS

Southeast Michigan is well served by international airports, port facilities, Class-I railroads, and highways.



Additional Resources

- Automation Alley: automationalley.com; 248-457-3200, 800-427-5100.
- Detroit Economic Growth Corporation: degc.org; 313-963-2940.
- Detroit Regional Chamber: detroitchamber.com; 313-964-4000.
- Detroit/Wayne County Port Authority: portdetroit.com; 313-259-5091.
- Export-Import Bank of the United States (central region): exim.gov; 312-353-8081.
- Michigan Economic Development Corporation: michiganbusiness.org; 888-522-0103.
- National Association of Foreign Trade Zones: naftz.org; 202-331-1950.
- U.S. Customs & Border Protection: cbp.gov/contacts/ports (search foreign trade); 313-964-7830.
- U.S. Foreign Trade Zones Board: trade.gov/ftz; 202-482-2862.
- U.S. Small Business Administration (Michigan District): sba.gov; 313-226-6075.