BRINGING THE WORLD TO
SOUTHEAST MICHIGAN

GREATER DETROIT
FOREIGN-TRADE ZONE, INC.
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:

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

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.)

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

"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 Beregsasy-Wasczenski, W.F. Whelan Co.

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

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:
- 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.

*DSource: CoStar Group, Inc.; costar.com; May 2015
Greater Detroit Foreign-Trade Zone, Inc. is a nonprofit corporation.
detroitftz.com

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

Additional Resources
- 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.
- 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.