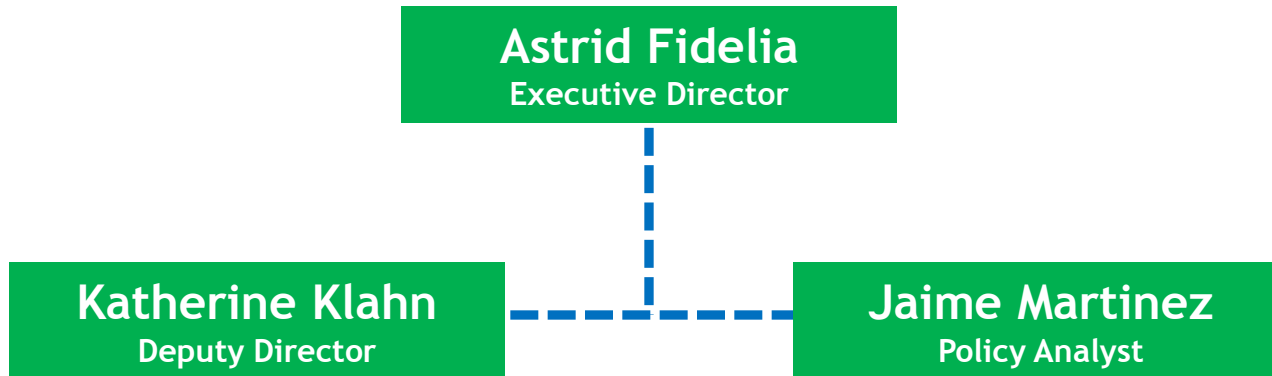




30 YEARS LATER

Long Island's Best Kept Secret ...





## OUR TEAM



# Today's Presentation

- Our Welcome Center
- Is Foreign Trade Zone (FTZ) 52 right for you?
- History of the Foreign Trade Zone Program
- Who we are today?
- The benefits of working with us
- Long Island is the hometown for safety and educated skilled workers
- Our Collaborations



Questions & Answers



## OUR WELCOME CENTER



# Our Welcome Center



## Administrators of Foreign Trade Zone No.52

1 Trade Zone Drive  
Ronkonkoma, NY 11779  
Mon.-Fri. 8:30AM - 4:30PM  
[www.FTZ52.com](http://www.FTZ52.com)



# IS FOREIGN TRADE ZONE 52 (FTZ 52) RIGHT FOR YOU?



# Is FTZ 52 right for you?

- Do you manufacture, assemble or process with imports?
- Do you regularly pay more than \$485 per week in merchandise processing fees?
- Do you scrap, reject, destroy, waste, or return some of your imports?

IF YOU ANSWERED “**YES**” TO ANY OF THE FOLLOWING  
THEN FTZ 52 CAN HELP!



# Is FTZ 52 right for you?

- Do you have to wait long periods of time for your orders to get through customs?
- Do you export previously imported materials?
- Are you currently utilizing a Customs tariff-reduction program?

IF YOU ANSWERED “**YES**” TO ANY OF THE FOLLOWING  
THEN FTZ 52 CAN HELP!



# HISTORY OF THE FOREIGN TRADE ZONE PROGRAM



# History of the Foreign Trade Zone

- US FTZ Program was introduced by President Roosevelt in 1934 as part of the “New Deal” to promote and encourage international trade



- Intention is to give US-based companies increased global competitiveness by eliminating disincentives associated with manufacturing in the US



## WHO WE ARE TODAY?



# Who we are TODAY!

- 30 Years - Suffolk County & Town of Islip
- Direct Access into Long Island MacArthur Airport
- Administer and Market FTZ Program
- 52 Acres of Tax Free Town owned land
- Land Managers
- Foreign Land - Outside of US Customs territory



# Who we are TODAY!

- Minimum 30% Import/Export Required
- The Best kept secret on Long Island
- The only General Purpose Zone in the Metropolitan area!
- 435,000 square feet of existing prime industrial/warehouse space with additional acreage available for development
- 14 Buildings, 30 companies, 4 vacant parcels
- Land Ranging from 1.63 acres to 4.63 acres



# THE BENEFITS OF WORKING WITH US



# The benefits of working with us

## Property Tax Free

- Foreign Trade Zone 52 is the ONLY FTZ in the New York metropolitan area that does NOT charge property taxes
- You CANNOT get this benefit through ASF or subzone



# The benefits of working with us

## Duty and Drawback Elimination

- Another advantage of using a zone is that cargo may be exported, transferred from zone to zone, stored indefinitely or destroyed without the payment of any duties
- You may avoid paying duties altogether if your products are re-exported, automatically eliminating the need for a drawback



# Duty Elimination Example

If you import

**\$10 Million**

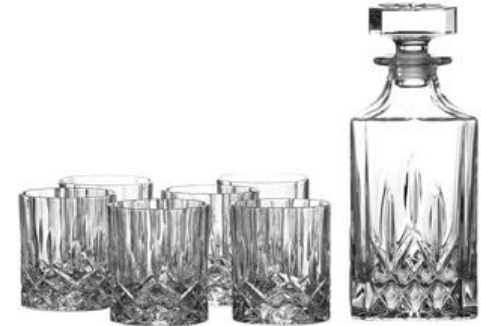
worth of Crystal

and pay

**5% Duty**

you will pay

**\$500K per yr.**



If you re-export

**25% or \$2.5 Million**

worth of Inventory

at a rate of

**5% Duty**

you will save

**\$125K per yr.**



# The benefits of working with us

## Duty Deferral

- Duty Deferral increases cash flow by keeping goods out of US Customs territory because duties are paid on merchandise ONLY when they enter the US market
- By deferring this payment, the business has the use of its money for the interim period thereby keeping these funds available for its operations



**KEYS TO  
SUCCESS**



# The benefits of working with us

## Inverted Tariff Relief

- Finished products manufactured or assembled in a FTZ from components purchased abroad may be subject to an even lower rate of duty
- With inverted tariff relief, a manufacturer may elect to pay duty on the component parts or the finished product, whichever rate is lower



# The benefits of working with us

## Quota Restriction Free

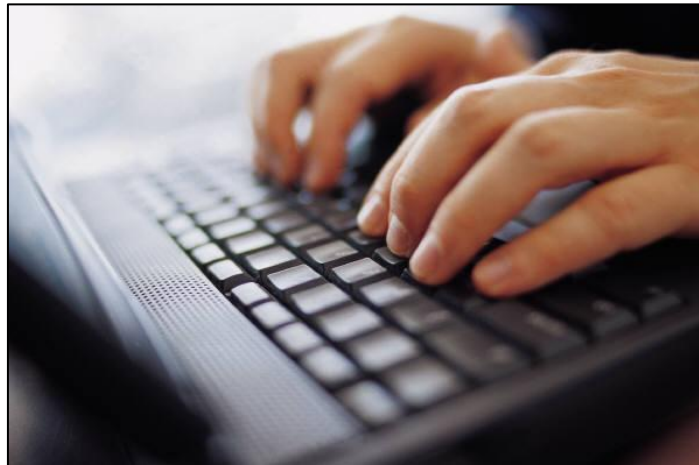
- Quotas do apply to goods entered into US Customs Territory
- The goods which can be stored in the FTZ can be among the first to enter the US market when the quota is eased
- **We are considered foreign land & outside of US Customs Territory**



# The benefits of working with us

## Consolidate Multiple Entries!

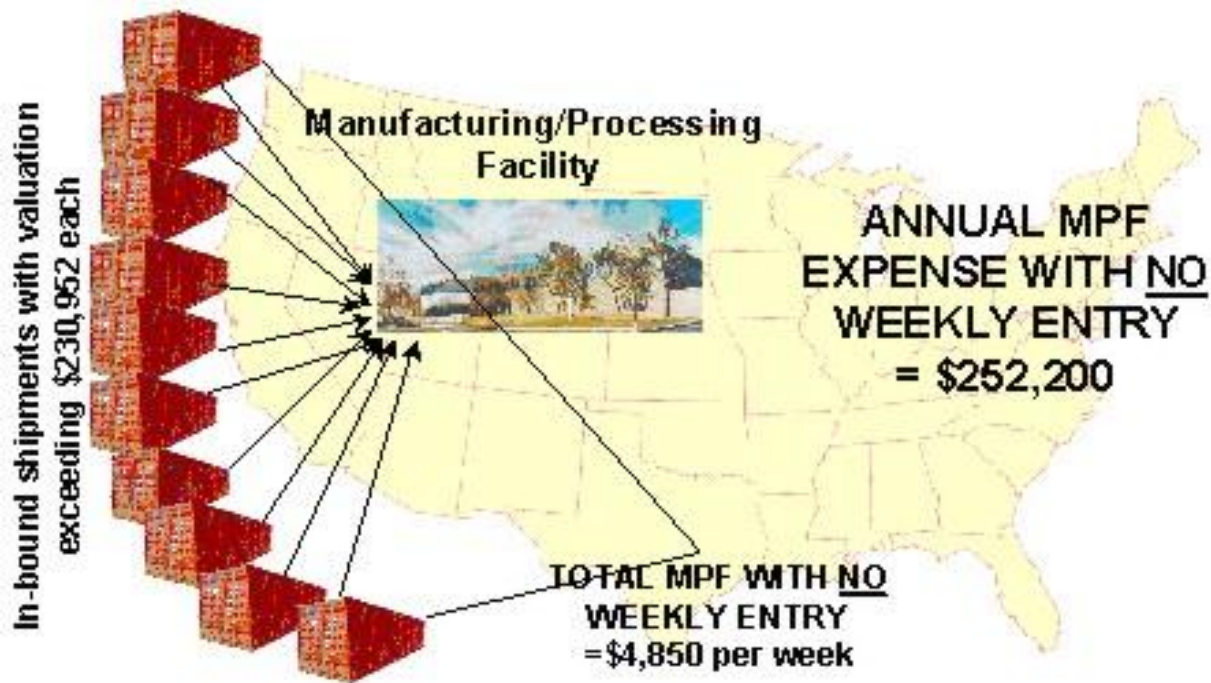
- Consolidate multiple entries into one weekly entry
- The FTZ permits zone users to file one entry as opposed to multiple entries throughout the week, significantly reducing paperwork and expense



# Entry Example

## \$485 X 10 Entries

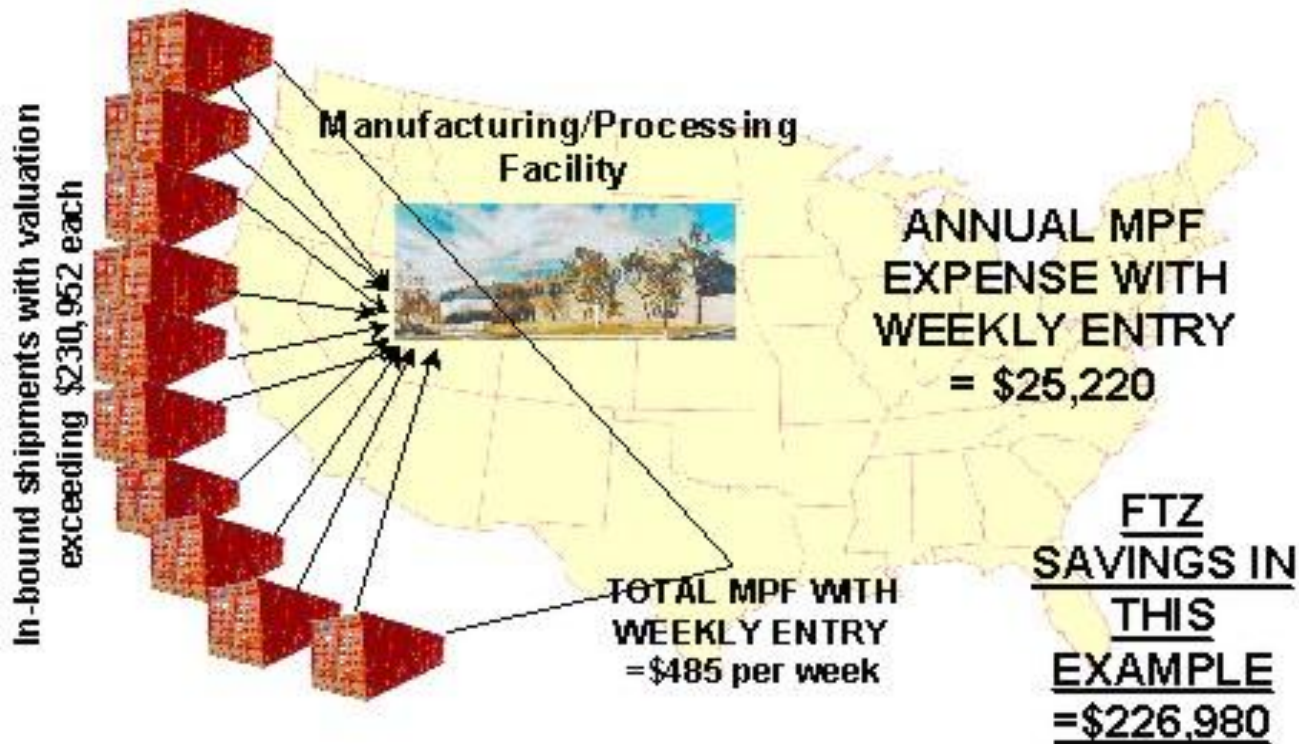
### NO WEEKLY ENTRY EXAMPLE OF MERCHANDISE PROCESSING FEE WITH NO ZONE



# Weekly Entry Savings Example

## .21% MPF Rate

### WEEKLY ENTRY EXAMPLE OF MERCHANDISE PROCESSING FEE WITH A ZONE



# The benefits of working with us

## Multiple Foreign Trade Zone Purposes

- Merchandise entering a zone may be
  - Stored
  - Repackaged
  - Processed
  - Manipulated
  - Manufactured
  - Assembled
  - Repaired
  - Displayed
  - Tested
  - Mixed
  - Relabeled
  - Sampled
  - Salvaged
  - Destroyed
  - Cleaned



LONG ISLAND IS THE HOMETOWN FOR SAFETY  
AND EDUCATED SKILLED WORKERS



# Long Island is the hometown for safety and educated skilled workers

- 11<sup>th</sup> Largest market in the Nation
- ~50 minutes from NYC
- Nassau and Suffolk Counties have some of the lowest crime rates in the USA
- Suffolk has an exceptionally well educated and well trained workforce
- We are nearby to receive & transport cargo at:
  - Major highway arteries
  - New York Harbor's docking facilities
  - LaGuardia and JFK Airports



## OUR COLLABORATIONS



# Our Collaborations

## FTZ 52 Collaborates with:

- Suffolk County Economic Development
- Town of Islip (TOI) Economic Development Department, Planning and Zoning Boards
- Industrial Development Agencies (IDA), Small Business Administration (SBA), LIPA/National Grid Economic Rebate Programs



# THANK YOU FOR YOUR INTEREST IN THE ISLIP FOREIGN TRADE ZONE AUTHORITY



QUESTIONS & ANSWERS?

