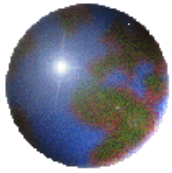


*BC CAL KAL Inland Port
Development Corporation*

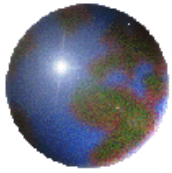
Foreign-Trade Zone 43



BC CAL KAL Inland Port Development Corporation

Mission Statement

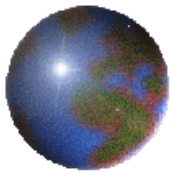
BC CAL KAL has the primary mission of supporting economic development activities by providing services related to international trade through the use of the inland port of entry, the Foreign-Trade Zone and the Customs Cargo Center.



BC CAL KAL Inland Port Development Corporation

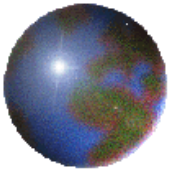
✚ Private tax-exempt corporation

- ✚ Administer federal grant of authority for FTZ 43
- ✚ Execute contracts with FTZ users and operators
- ✚ Publish a tariff with schedule of rates & charges
- ✚ Operate according to public utility principles
- ✚ Oversight by a board of directors representing educational, nonprofit, manufacturing, economic development, and service sectors from two counties



BC CAL KAL Inland Port Development Corporation

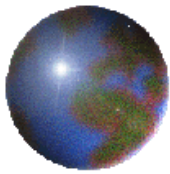
- ✦ 1976 – BC CAL KAL created
- ✦ 1976 – US Customs Port of Battle Creek established
- ✦ 1978 – FTZ 43 authorized
- ✦ Subzones
 - ❑ 1991 - Mead Johnson, Ottawa County
 - ❑ 1997 - Ross Products Division of Abbot Labs, St. Joseph County
 - ❑ 2003 - Perrigo, Allegan County
 - ❑ 2006 - Pfizer, Kalamazoo County



BC CAL KAL Inland Port Development Corporation

✚ What is a Foreign Trade Zone?

- ✚ Foreign merchandise is considered outside formal territory of US Customs and Border Protection, yet under their supervision
- ✚ Goods and activities must comply with federal, state and local laws
- ✚ Merchandise may be stored, processed, or manufactured
- ✚ Companies may delay, reduce, or altogether eliminate US Customs duty – keeping US-based companies on a level playing field with their competitors abroad



State of Michigan FY 2009

9th in annual FTZ receipts ★

- \$15,980 million
- Up 46.9% from previous FY

11th in employment

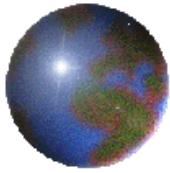
- 11,134 jobs
- Remained steady while state dropped 6.9% ★

12th in annual exports ★

- \$663 million
- Up 22.1% while state dropped 25.3% ★

15th in number of firms served

- 56 companies

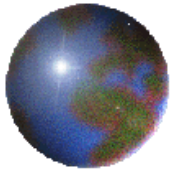


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✚ FTZ 43 embarks on new initiative:

Alternative Site Framework

- ✚ 15 counties in SW Michigan
 - 60 miles/90-minute drive from Customs port
- ✚ Companies may be approved in 45 days or less
 - Compared to up to two years
- ✚ Marketing opportunity creates awareness
- ✚ Requires acknowledgement letter from counties



BC CAL KAL Inland Port Development Corporation

Questions?

Jan Frantz

Executive Director, Licensed US Customs Broker
BC CAL KAL Inland Port Development Corporation
Foreign-Trade Zone 43