

## Save Time and Money

### Streamline Customs Clearance

A Foreign Trade Zone (FTZ) is a secured site within the United States, but technically considered outside of U.S. Customs' jurisdiction, allowing shippers to streamline Customs clearance.

### Operate More Efficiently

Efficiently manage cash flow and save a significant amount of money on imported cargo shipments or manufacturing and distribution operations by using FTZ 193.

### Room to Grow

FTZ 193 operates under the Alternative Site Framework (ASF), which extends the zone to include three counties and more than 2,000 square miles in the Tampa Bay region.

### Easy Integration

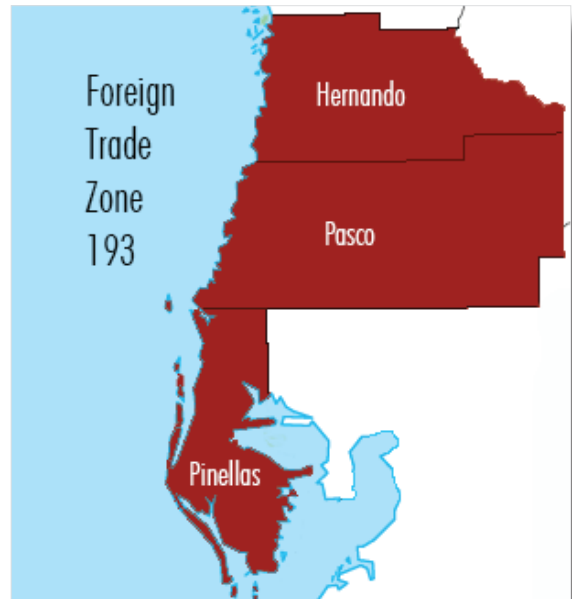
The FTZ's Alternative Site Framework allows for easy integration into your company's existing site/location.

### Fast Approvals

Storage and distribution sites can be approved in 30 days; manufacturing and processing plants can be approved within 120 days.

### Superior Sites

Some of the best industrial land sites in the entire United States are available within FTZ 193



FTZ 193's three county area includes Hernando, Pasco and Pinellas counties.

## Defer and Reduce Taxes

- Defer customs duties and taxes until merchandise is transferred from the FTZ to domestic market.
- Reduce merchandise processing/entry fees substantially with just one entry filed each week and just one fee per entry.
- Reduce duties on goods processed or assembled in the FTZ when imported components have a higher duty rate than the finished goods.
- Eliminate duties entirely on scrap, damages, zone transfers, and on goods re-exported.

[www.PCED.org/FTZ](http://www.PCED.org/FTZ)

Free Savings Solutions: Contact Brent Barkway for assistance  
estimating your potential savings.

### Brent Barkway, Business Development Manager

(727) 464-7411 or [bbarkway@pinellascounty.org](mailto:bbarkway@pinellascounty.org)

Specializing in Foreign Trade Zone advantages, Export Development,  
Expansion and Relocation

### Pinellas County Economic Development

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[PCED.org/FTZ](http://PCED.org/FTZ)

## CHECKLIST: Is an FTZ right for me?

- Do you manufacture, assemble or process imports?
- Do you export previously imported materials?
- Do you regularly pay more than \$485/week in merchandise processing fees?
- Do you have to wait long periods of time for your orders to get through customs?
- Do you scrap, reject, destroy, waste or return some of your imports?



## Business Expansion:

**Qualified Target Industry Tax Refund Program (QTI)** is for companies that create high wage jobs in targeted, high value-added industries. This incentive returns a portion of taxes paid by the business after the company meets its job creation and wage commitments. Pre-qualified businesses receive tax refunds of \$3,000 per net new-to-Florida job. Additional “per job” bonuses are available for businesses paying 150% or more of the average annual wage.

**Qualified Defense & Space Contractor (QDSC) Tax Refund** may provide up to \$5,000 in tax refunds per job created/saved in Florida through the conversion of defense jobs to civilian production, acquisition of a new defense contract or consolidation of a defense contract impacting Florida employment. New legislation adds contracts and subcontracts approved by the U.S. Dept. of Homeland Security as eligible under this program.

## Workforce Training:

**Incumbent Worker Training (IWT)** provides training to existing employees for the purpose of maintaining competitiveness and business retention. Training can be conducted at the business facility, a training provider’s facility or a combination of sites. Florida businesses must have been in operation for at least one year, have at least one full-time employee and require training for existing employees. Businesses must provide a matching contribution to the project.

**Florida Flex** provides customized entry-level skills training that is limited to 24 months or less and can be conducted at the business’ own facility, at the training provider’s facility or at a combination of sites. Eligible projects are new or expanding existing Florida businesses that produce exportable goods or services, create new permanent, full-time jobs and employ Florida workers who require customized entry-level skills training.

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