

Karen Sager

Experience	2003 - Present	FTZ Consulting, LLC	Homer, NY
	Principal		
	<ul style="list-style-type: none">▪ Provide activation assistance for FTZ manufacturing and distribution operations including Procedures Manual and Customs correspondence▪ Assist in inventory analysis to ensure accuracy and timeliness of reporting of FTZ information to US Customs▪ Provide compliance reviews to improve zone operations and increase FTZ savings▪ Provide training of personnel in all aspects of FTZ Operations		
	1996–Nov, 2002	Foreign-Trade Zone Corporation	Homer, NY
	Senior Consultant, Partner		
	<ul style="list-style-type: none">▪ Activated 11 foreign-trade zones encompassing both manufacturing and distribution sites including FTZ inventory analysis▪ Conducted compliance reviews resulting in increased savings for zone participants.▪ Developed FTZ inventory software product and assisted 11 companies in the development of the interface between existing company inventory and FTZ software		
	1986–1995	Smith Corona Corporation	Cortland, NY
	Customs Administrator		
	<ul style="list-style-type: none">▪ Managed all aspects of FTZ 90A, including responsibility for FTZ inventory and reconciliation in a manufacturing environment▪ Responsible for all aspects of Customs compliance including drawback, NAFTA compliance and implementation of a maquiladora program in Tijuana▪ Responsible for all communications and responses with U.S. Customs		
	1980–1986	Smith Corona Corporation	Cortland, NY
	IT Systems Analyst/ Programmer Analyst		
	<ul style="list-style-type: none">▪ Developed initial FTZ Inventory system for FTZ 90A▪ Responsible for analysis, maintenance of all company systems including material planning, accounting, sales and distribution, bill of material/product structure development		

Education 1970 - 1974 SUNY at Potsdam Potsdam, NY

- B.A., English
- Graduated *magna cum laude*.

Other Professional Experience

- President, National Association of Foreign-Trade Zones, 1997 – 1999
- Vice President, NAFTAZ, 1995 – 1997
- Treasurer, NAFTAZ, 1993 – 1995
- Board of Directors, NAFTAZ, 1990 – 1993
- Authorized trainer for US Customs personnel on foreign-trade zones
- Member of US Customs FTZ Manual Rewrite Committee (manual released February, 2003)
- Frequent speaker at NAFTAZ conferences and seminars, notably on FTZ Operations and FTZ Inventory Control
- Author of a number of articles that have appeared in different magazines related to economic development and site selection