

# U.S.-Cuba Trade and Economic Council, Inc.

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## ECONOMIC EYE ON CUBA©

January 2016

### Governor Of Virginia Visits Cuba

#### Description Of Cuba By U.S. Department Of State

#### Is This The Beginning Of A Trend?

#### Poultry Exports Expected To Increase In 2016

#### Food/Ag Exports For November 2015 Decease By 50% Compared To November 2014

#### Year To Date -37% Compared To 2014

#### Cuba Ranks 60<sup>th</sup> of Food/Ag Export Markets Thus Far In 2015

#### Healthcare Product Exports Continue To Increase

#### U.S. Port Export Data

#### 2016 Speaking Schedule

**GOVERNOR OF VIRGINIA VISITS CUBA-** The Honorable Terry McAuliffe (D), Governor of the Commonwealth of Virginia, visited the Republic of Cuba from 3 January 2016 to 6 January 2016.

In advance of his departure to the Republic of Cuba, Governor McAuliffe was quoted in a media release: *“Virginia has been a leader in the development of relations with Cuba since federal law allowed for the export of foods and agricultural commodities to the country. As relations between our nations continue to normalize, this mission will further enhance Virginia’s position by expanding current agricultural export business, achieving new agricultural exports, and opening the doors to future collaboration into additional sectors that are key to our efforts to build a new Virginia economy.”*

Signed during the visit, but advanced prior to the visit, was 1) a Memorandum of Understanding between the Richmond, Virginia-based Port of Virginia and the Port of Mariel Special Development Project under the auspice of Republic of Cuba government-operated Cuba National Port Authority and 2) A Memorandum of Understanding between Richmond, Virginia-based Virginia Commonwealth University and Republic of Cuba government-operated University of Havana. No expanding or new export agreements were reported by Governor McAuliffe or by representatives for any of the seven (7) companies that participated in the visit.

**DESCRIPTION OF CUBA BY U.S. DEPARTMENT OF STATE-** On 6 January 2016, the Bureau of Democracy, Human Rights and Labor (DRL) of the United States Department of State issued the following description of the Republic of Cuba: *“The Cuban government fails to respect freedom of speech and the press, limits internet access, maintains a monopoly on political power and media outlets, circumscribes academic freedom, and maintains restrictions on the ability of religious groups to meet and worship. The government refuses to recognize non-governmental human rights groups or permit them to function legally. The government continues to prevent workers from forming independent unions and otherwise exercising their labor rights. Common human rights abuses on the island include those involving the abridgement of the right of citizens to participate in their government, including through periodic and genuine elections, as well as the use of government threats, extrajudicial physical violence, intimidation, organized mobs, harassment, and detentions to prevent free expression and peaceful assembly. In addition, the government continues to engage in or permit the following abuses: short-term, arbitrary, unlawful detentions and arrests, harsh prison conditions, selective prosecution, and denial of fair trial. Authorities also interfere with privacy, engaging in pervasive monitoring of private communications without legal authority and with impunity.”*

**IS THIS THE BEGINNING OF A TREND?-** From the Decatur, Illinois-based Herald & Review, published on 10 January 2016... “Former CPA jailed for defrauding seniors in Cuba scheme. Gregory S. Stoerger, a former Mattoon-based certified public accountant, is in jail on \$50,000 bond after he allegedly

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defrauded two Decatur seniors out of \$5,600 by promising them investments in Cuba that would result in selling their condominium.

Stoerger, 34, was arrested Thursday after he admitted to investigators from the Macon County State's Attorney's Office that he received checks from the victims, which he cashed, knowing "they would not be getting their money back," and "he knew what he did was deceitful," said a probable cause affidavit by investigator David Cook.

On Nov. 20, Stoerger went to the residence of the two victims, a 75-year-old woman and 86-year-old man. He promised them "a return on money if they invested with him in a foreign investment exchange in Cuba," Cook wrote in his statement. The couple gave Stoerger a check for \$3,600.

Stoerger returned to the couple's home Dec. 9. "This time he was asking for \$2,000 with a promise that he would purchase their condominium." After he explained that he would invest the money in order to make enough of a return to purchase their condominium, they gave him a check for \$2,000. In his statement, Cook notated that Stoerger was convicted in Champaign County in a 2013 case, in which he stole about \$19,000 from a church for which he was doing the accounting. He was convicted of felony forgery in that case on Oct. 15, 2013, and sentenced to a two-year term of conditional discharge. That term expired five weeks before he contacted the Decatur victims at their home.

Stoerger, a licensed certified public accountant since January 2012, did not renew his license when it expired Sept. 30, 2015, according to records of the Illinois Division of Professional Regulation. He is being held in the Macon County Jail on a charge of theft by deception over \$5,000, victims over 60 years old. He is due in court by Friday for his arraignment."

**POULTRY EXPORTS EXPECTED TO INCREASE IN 2016-** In part a result of efforts by Arkansas-based exporters of poultry during a visit to the Republic of Cuba in September 2015 by The Honorable Asa Hutchinson (D), Governor of the State of Arkansas, and follow-up efforts by the Animal and Plant Health Inspection Service of the United States Department of Agriculture, 4,500 metric tons of frozen poultry valued at US\$1 million will be transported to the Republic of Cuba in January 2016. Arkansas-based Simmons is providing 3,000 metric tons (sourced from Arkansas and Missouri) and Arkansas-based Tyson Foods is providing 1,500 metric tons (sourced from Arkansas). The shipment was brokered by Atlanta, Georgia-based Grove Services.

4,500 metric tons of frozen poultry weighs 40,000 pounds and requires 247 40ft tractor trailers (165 for Simmons; 82 for Tyson) and is enough for 22 million meals.

An outbreak of Avian Flu had restricted United States poultry exports to the Republic of Cuba in 2015. In June 2015, July 2015, and September 2015, Republic of Cuba government-operated Empresa Cubana Importadora Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of Cuba (MINCEX), used a credit facility to purchase frozen poultry from Brazil. Poultry prices were high in 2014, low in 2015 and are expected to be low in 2016. Alimport is expected to purchase between 8,400 metric tons and 12,000 metric tons of frozen poultry per month from United States-based companies in 2016. Contracts have been signed for January 2016, February 2016, and March 2016.

**FOOD/AG EXPORTS MONTHLY DECREASE 50%; YEAR TO DATE DECREASE 37%-** Exports of food products & agricultural products from the United States to the Republic of Cuba in November 2015 were US\$6,243,680.00 consisting of frozen chicken leg quarters (US\$3,875,035.00), soybean oil cake (US\$2,325,507.00), and animal feeds (US\$43,138.00) compared to US\$12,452,614.00 November 2014. Exporters included: Atlanta, Georgia-based AJC International; Georgia-based Intervision Foods.

Year-to-date food product and agricultural product exports from the United States to the Republic of Cuba have decreased 37%.

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The following contains information on exports from the United States to the Republic of Cuba- products within the Trade Sanctions Reform and Export Enhancement Act (TSREEA) of 2000, Cuban Democracy Act (CDA) of 1992, and regulations implemented (1992 to present) for other products by the Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury and Bureau of Industry and Security (BIS) of the United States Department of Commerce.

The TSREEA re-authorized the direct commercial (on a cash basis) export of food products (including branded food products) and agricultural products (commodities) from the United States to the Republic of Cuba, irrespective of purpose. The TSREEA does not include healthcare products, which remain authorized by CDA.

The data represents the U.S. Dollar value of product exported from the United States to the Republic of Cuba under the auspice of TSREEA. The data does not include transportation charges, bank charges, or other costs associated with exports from the United States to the Republic of Cuba. The government of the Republic of Cuba reports unverifiable data that includes transportation charges, bank charges, and other costs.

2015 Ranking	Product	U.S. Dollar Value	% Of Total U.S. Exports To Cuba
1	Frozen Chicken	US\$73,684,526.00	44.3%
2	Soybean Oil Cake	US\$43,931,150.00	26.4%
3	Herbicides, Anti-Sprouting Products	US\$12,595,190.00	7.6%
4	Soybean Flour/Meals	US\$11,157,300.00	6.7%
5	Soybeans	US\$10,348,865.00	6.2%
6	Calcium Phosphates	US\$9,237,753.00	5.6%
7	Corn	US\$4,882,492.00	2.9%
8	Whiskies, Bourbon	US\$61,335.00	.37%
9	Animal Feeds	US\$43,138.00	.26%
10	Soups/Broths	US\$32,400.00	.19%
	<i>Total Value Of Largest Exports To Cuba 2015</i>	<i>US\$165,974,149.00</i>	
	<i>Total U.S. Exports To Cuba In 2015</i>	<i>US\$166,367,949.00</i>	
	<i>10 Largest As % of 2015 Exports To Cuba</i>	<i>99.8%</i>	

Reporting Year	U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba	Ranking Based On Export Markets
<b>2015</b>	US\$166,367,949.00	<i>60<sup>th</sup> (of 228)</i>
<b>2014</b>	US\$291,258,881.00	<i>49<sup>th</sup> (of 223)</i>
<b>2013</b>	US\$348,747,293.00	<i>46<sup>th</sup> (of 224)</i>
<b>2012</b>	US\$457,318,357.00	<i>43<sup>rd</sup> (of 229)</i>
<b>2011</b>	US\$358,457,389.00	<i>50<sup>th</sup> (of 232)</i>
<b>2010</b>	US\$366,467,782.00	<i>45<sup>th</sup> (of 228)</i>
<b>2009</b>	US\$528,482,955.00	<i>36<sup>th</sup> (of 232)</i>
<b>2008</b>	US\$710,086,323.00	<i>29<sup>th</sup> (of 228)</i>
<b>2007</b>	US\$437,564,824.00	<i>37<sup>th</sup> (of 230)</i>
<b>2006</b>	US\$340,433,442.00	<i>34<sup>th</sup> (of 227)</i>
<b>2005</b>	US\$350,218,040.00	<i>30<sup>th</sup> (of 228)</i>
<b>2004</b>	US\$391,990,382.00	<i>25<sup>th</sup> (of 228)</i>
<b>2003</b>	US\$256,901,471.00	<i>35<sup>th</sup> (of 219)</i>
<b>2002</b>	US\$138,634,784.00	<i>50<sup>th</sup> (of 226)</i>
<b>2001</b>	US\$4,318,906.00 (December- 1 <sup>st</sup> sales under TSREEA)	<i>144<sup>th</sup> (of 226)</i>
<b>Total Sales</b>	<b>US\$5,256,750,827.00</b>	

Medical Equipment, Medical Instruments, Medical Supplies & Pharmaceutical Exports Under 1992 CDA	
<b>2015</b>	US\$4,815,780.00
<b>2014</b>	US\$879,267.00
<b>2013</b>	US\$2,155,024.00

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<b>2012</b>	US\$234,718.00
<b>2011</b>	US\$103,771.00
<b>2010</b>	US\$226,563.00
<b>2009</b>	US\$85,408.00
<b>2008</b>	US\$320,420.00
<b>2007</b>	US\$436,773.00
<b>2006</b>	US\$814,866.00
<b>2005</b>	US\$404,001.00
<b>2004</b>	US\$468,485.00
<b>2003</b>	US\$9,416.00
<b>Total</b>	<b>US\$11,111,878.00</b>

Donated items are neither included in TSREEA nor CDA calculations. These items are generally delivered to the Republic of Cuba using regularly-scheduled air charter or containers on vessels; does not include personal deliveries (by travelers on charter flights and through third countries).

<b>Donations (food, healthcare, clothing, reading materials, etc.)</b>	
<b>Reporting Period</b>	<b>U.S. Dollar Value</b>
<b>2015</b>	US\$4,290,492.00

If the government of the Republic of Cuba views the changes to United States regulations of December 2014 as a means to influence the political process in the United States, likely will be meaningful purchases of products under provisions of the TSREEA and CDA and telecommunications equipment; and building materials/supplies and agricultural equipment and supplies to and through authorized entities.

**NOTE:** There are meaningful exports of products from the United States to the Republic of Cuba that remain unreported/undocumented; the export channels used for these exports include direct charter flights from the United States to the Republic of Cuba and using third-country regularly-scheduled airlines. Products include, but are not limited to, welding equipment, power tools, electronic equipment, printers, cooking supplies, medical supplies, household implements, etc., taken as baggage (checked and carry-on) by passengers.

If the government of the Republic of Cuba permits the implementation of the changes to United States regulations, which authorize the export of products to support private enterprises/co-operatives, some of the products will be exported using channels that are subject to reporting requirements.

The government of the Republic of Cuba may determine greater leverage exists from not increasing purchasing levels as a means of encouraging those impacted United States-based parties to seek further regulatory and legislative changes. Members of Congress, Governors, and other political actors will increase their visits to the Republic of Cuba as media coverage of the visits will be generous. However, if too many visitors return without commitments for purchases of products manufactured in their respective states, the media's generosity will lessen.... as may that of the political actors and, eventually, the companies.

With Venezuela's increasing commercial and economic challenges, the government of the Republic Cuba has less financial support, and other actors (Russia, China, Iran, etc.) do not have the focus to replace Venezuela as benefactors of significance. Thus, the government of the Republic of Cuba may be entering a period of cautiousness and a full-on re-engagement with the United States may become problematic while the policy of the government of the United States remains to seek commercial, economic and political change within the Republic of Cuba.

The primary reasons for the cumulative reduction in United States exports to the Republic of Cuba **1)** lack of foreign exchange due to commercial and economic decisions of the government of the Republic of Cuba which lessen its ability to earn foreign exchange. **2)** financial largess of the government of Venezuela lessens the interest of the government of the Republic of Cuba to purchase products from the

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United States, regardless of cost, quality, or delivery considerations. 3) financial largess of the government of the People's Republic of China lessens the interest of the government of the Republic of Cuba to purchase products from the United States, regardless of cost, quality, or delivery considerations. 4) re-emergence and/or continuation of import relationships (barter, substantial credits, political motivation) with the governments of Brazil, Argentina, Vietnam, Mexico, Spain, Mexico, Canada, Russia, Iran, New Zealand, and France amongst other countries. 5) preference to purchase products from government-controlled entities, which provide more favorable payment terms and less publicity when those payment terms are not honored, which is expected given the lack of foreign exchange of government of the Republic of Cuba. 6) efforts (which had been successful, but had lessened in their effectiveness) by the government of the Republic of Cuba to increase the motivation of United States-based companies, organizations; state and local government representatives; and Members of the United States Congress to be more visible in their lobbying efforts for changes in United States policy, law, and regulations.

Government of Vietnam-operated Vinafood 1 and Vinafood 2 have provided payment terms to Republic of Cuba government-operated Empresa Cubana Importadora Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of Cuba (MINCEX), of up to two years to pay for rice (25% to 30% broken). United States producers can provide this product; payment terms, however, without the use of government programs, would be cash-on-delivery to 30 days; and for credit-worthy customers, generally not exceed sixty days to ninety days.

The reduction in exports from the United States to the Republic of Cuba is not the result of changes in payment regulations implemented by the OFAC during later years of the Bush Administration, which had permitted an expansive definition of payment terms. The payment regulations were again made expansive in January 2015.

Alimport projects that it will import food products and agricultural products valued at a combined US\$2.2 billion in 2015.

The government of the Republic of Cuba reported at Alimport purchased approximately US\$2.55 billion in food products and agricultural products in 2014 and that the country imports approximately 60% to 70% its food product and agricultural requirements.

The government of the Republic of Cuba reported spending US\$2.554 billion in 2008 to import 3.423 metric tons of food products and agricultural products. Using the actual value for U.S. Dollar food and agricultural product exports to the Republic of Cuba, the United States was the source for 27% of the Republic of Cuba's food and agricultural product imports in 2008.

The government of the Republic of Cuba reported spending US\$1.47 billion in 2007 to import 3.423 million metric tons of food products and agricultural products. The United States was the source for 29% of the Republic of Cuba's food and agricultural product imports in 2007.

A primary reason for the increase in U.S. Dollar value of purchases in 2008 and 2007 by the government of the Republic of Cuba from United States-based companies was the increase in prices in for commodities purchased from the United States. There was a meaningful increase in the quantity of some commodities. For 2008, there was a 61% increase in the U.S. Dollar value of food products and agricultural products from the United States to the Republic of Cuba compared to 2007.

The government of the Republic of Cuba has increased and decreased the quantity and U.S. Dollar value of food products and agricultural products imported from throughout the world for the 11.4 million citizens of the Republic of Cuba. There is no verifiable data to support that the necessity of a food product ration card, issued to each citizen to provide food for a thirty (30) day period is providing food products for more than fourteen (14) days. This, despite statements by representatives of the government of the Republic of Cuba that the economy of the country has increased substantially during the last several years, due, although not officially confirmed, primarily to the financial largess of government of Venezuela and the government of the People's Republic of China.

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In May 2007 and June 2007, representatives of Alimport informed representatives of United States-based companies that Alimport expected that the U.S. Dollar value of TSRA-authorized purchases from the United States in 2007 would exceed the U.S. Dollar value of TSRA-authorized purchases from the United States in 2006.

In January 2007, representatives of Alimport informed representatives of United States-based companies that Alimport would significantly reduce purchases from United States-based companies due to a lack of effort (and, presumably, success) by United States-based companies in obtaining changes to United States laws and United States regulations. Alimport continued a policy, commenced in 2003, whereby Alimport decreased purchases from a United States-based company if Alimport perceived a lack of lobbying for changes in United States laws and United States regulations. Throughout 2005, representatives of Alimport reported that TSRA-authorized purchases by Alimport in 2005 would be substantially less than purchases in 2004. In November 2005, a representative of Alimport reported that purchases by Alimport in 2005 would at least equal, but were expected to exceed TSRA-authorized purchases by Alimport in 2004. The representative of Alimport reported that the purchase values included transportation charges, bank charges, finance charges, and other costs, which are not verifiable.

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2015	US\$24,850,904.00	51 <sup>st</sup> (of 223)
February 2015	US\$13,488,136.00	67 <sup>th</sup> (of 223)
March 2015	US\$33,207,087.00	46 <sup>th</sup> (of 223)
April 2015	US\$11,535,245.00	65 <sup>th</sup> (of 223)
May 2015	US\$26,420,677.00	49 <sup>th</sup> (of 223)
June 2015	US\$9,596,281.00	69 <sup>th</sup> (of 224)
July 2015	US\$3,342,526.00	96 <sup>th</sup> (of 224)
August 2015	US\$2,254,957.00	101 <sup>st</sup> (of 224)
September 2015	US\$22,020,796.00	50 <sup>th</sup> (of 227)
October 2015	US\$13,407,640.00	61 <sup>st</sup> (of 228)
November 2015	US\$6,243,680.00	77 <sup>th</sup> (of 228)
December 2015		
<i>Total 2015</i>	US\$166,367,949.00	

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2014	US\$34,531,947.00	50 <sup>th</sup> (of 223)
February 2014	US\$44,080,044.00	42 <sup>nd</sup> (of 223)
March 2014	US\$53,021,705.00	41 <sup>st</sup> (of 223)
April 2014	US\$29,961,868.00	49 <sup>th</sup> (of 223)
May 2014	US\$13,652,791.00	65 <sup>th</sup> (of 223)
June 2014	US\$14,744,294.00	59 <sup>th</sup> (of 223)
July 2014	US\$17,242,746.00	55 <sup>th</sup> (of 223)
August 2014	US\$14,369,461.00	58 <sup>th</sup> (of 223)
September 2014	US\$15,469,734.00	60 <sup>th</sup> (of 223)
October 2014	US\$16,511,913.00	62 <sup>nd</sup> (of 223)
November 2014	US\$12,452,614.00	66 <sup>th</sup> (of 223)
December 2014	US\$25,219,764.00	51 <sup>st</sup> (of 223)
<i>Total 2014</i>	US\$291,258,881.00	49 <sup>th</sup> (of 223)

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2013	Not Compiled	<i>Not Compiled</i>
February 2013	Not Compiled	<i>Not Compiled</i>
March 2013	Not Compiled	<i>Not Compiled</i>
April 2013	Not Compiled	<i>Not Compiled</i>
May 2013	Not Compiled	<i>Not Compiled</i>

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June 2013	Not Compiled	<i>Not Compiled</i>
July 2013	Not Compiled	<i>Not Compiled</i>
August 2013	Not Compiled	<i>Not Compiled</i>
September 2013	Not Compiled	<i>Not Compiled</i>
October 2013	Not Compiled	<i>Not Compiled</i>
November 2013	Not Compiled	<i>Not Compiled</i>
December 2013	Not Compiled	<i>Not Compiled</i>
<i>Total 2013</i>	US\$348,747,293.00	<i>46<sup>th</sup> (of 224)</i>

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2012	US\$52,811,576.00 (actual)	<i>35<sup>th</sup> (of 205)</i>
February 2012	US\$68,890,533.00(actual)	<i>26<sup>th</sup> (of 215)</i>
March 2012	US\$40,909,415.00(actual)	<i>39<sup>th</sup> (of 219)</i>
April 2012	US\$23,328,845.00 (actual)	<i>50<sup>th</sup> (of 223)</i>
May 2012	US\$40,498,395.00 (estimate)	<i>Not Compiled</i>
June 2012	US\$29,654,361.00 (actual)	<i>Not Compiled</i>
July 2012	Not Compiled	<i>Not Compiled</i>
August 2012	Not Compiled	<i>Not Compiled</i>
September 2012	Not Compiled	<i>Not Compiled</i>
October 2012	Not Compiled	<i>Not Compiled</i>
November 2012	Not Compiled	<i>Not Compiled</i>
December 2012	US\$35,634,124.00 (actual)	<i>47<sup>th</sup> (of 229)</i>
<i>Total 2012</i>	US\$457,318,357.00	<i>43<sup>rd</sup> (of 229)</i>

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2011	Not Compiled	<i>Not Compiled</i>
February 2011	Not Compiled	<i>Not Compiled</i>
March 2011	Not Compiled	<i>Not Compiled</i>
April 2011	Not Compiled	<i>Not Compiled</i>
May 2011	Not Compiled	<i>Not Compiled</i>
June 2011	Not Compiled	<i>Not Compiled</i>
July 2011	Not Compiled	<i>Not Compiled</i>
August 2011	US\$32,901,185.00	<i>45<sup>th</sup> (of 230)</i>
September 2011	US\$21,495,969.00	<i>49<sup>th</sup> (of 231)</i>
October 2011	US\$30,757,484.00	<i>49<sup>th</sup> (of 231)</i>
November 2011	US\$31,418,103.00	<i>44<sup>th</sup> (of 232)</i>
December 2011	US\$23,288,984.00	<i>51<sup>st</sup> (of 232)</i>
<i>Total 2011</i>	US\$358,457,398.00 (actual)	<i>50<sup>th</sup> (of 232)</i>

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2010	US\$51,302,494.00	<i>32<sup>nd</sup> (of 198)</i>
February 2010	US\$26,643,202.00	<i>51<sup>st</sup> (of 207)</i>
March 2010	US\$40,881,240.00	<i>43<sup>rd</sup> (of 215)</i>
April 2010	US\$40,203,764.00	<i>33<sup>rd</sup> (of 223)</i>
May 2010	US\$23,309,050.00	<i>47<sup>th</sup> (of 225)</i>
June 2010	US\$37,518,471.00	<i>35<sup>th</sup> (of 227)</i>
July 2010	US\$19,841,099.00	<i>52<sup>nd</sup> (of 227)</i>
August 2010	US\$28,461,747.00	<i>48<sup>th</sup> (of 227)</i>
September 2010	US\$19,486,584.00	<i>57<sup>th</sup> (of 227)</i>
October 2010	US\$19,625,561.00	<i>56<sup>th</sup> (of 227)</i>
November 2010	US\$37,074,475.00	<i>45<sup>th</sup> (of 227)</i>
December 2010	US\$22,120,095.00	<i>57<sup>th</sup> (of 228)</i>
<i>Total 2010</i>	US\$366,467,782.00	<i>45<sup>th</sup> (of 228)</i>

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<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2009	US\$67,353,254.00	19 <sup>th</sup> (of 203)
February 2009	US\$52,886,826.00	28 <sup>th</sup> (of 212)
March 2009	US\$58,598,379.00	25 <sup>th</sup> (of 212)
April 2009	US\$54,016,131.00	25 <sup>th</sup> (of 220)
May 2009	US\$45,321,232.00	31 <sup>st</sup> (of 222)
June 2009	US\$23,663,100.00	46 <sup>th</sup> (of 225)
July 2009	US\$39,749,932.00	34 <sup>th</sup> (of 225)
August 2009	US\$42,207,846.00	33 <sup>rd</sup> (of 225)
September 2009	US\$27,126,296.00	39 <sup>th</sup> (of 227)
October 2009	US\$34,105,866.00	40 <sup>th</sup> (of 228)
November 2009	US\$41,754,621.00	37 <sup>th</sup> (of 229)
December 2009	US\$41,699,472.00	37 <sup>th</sup> (of 232)
<i>Total 2009</i>	US\$528,482,955.00	36 <sup>th</sup> (of 232)

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2008	US\$57,321,251.00	33 <sup>rd</sup> (of 204)
February 2008	US\$69,555,747.00	27 <sup>th</sup> (of 212)
March 2008	US\$45,275,885.00	38 <sup>th</sup> (of 217)
April 2008	US\$82,279,432.00	23 <sup>rd</sup> (of 219)
May 2008	US\$52,037,815.00	30 <sup>th</sup> (of 221)
June 2008	US\$49,242,432.00	35 <sup>th</sup> (of 221)
July 2008	US\$72,348,413.00	26 <sup>th</sup> (of 225)
August 2008	US\$43,573,083.00	44 <sup>th</sup> (of 226)
September 2008	US\$64,539,075.00	30 <sup>th</sup> (of 227)
October 2008	US\$66,091,184.00	31 <sup>st</sup> (of 227)
November 2008	US\$51,204,882.00	31 <sup>st</sup> (of 227)
December 2008	US\$56,344,397.00	22 <sup>nd</sup> (of 228)
<i>Total 2008</i>	US\$710,086,323.00	29 <sup>th</sup> (of 228)

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2007	US\$22,624,964.00	48 <sup>th</sup> (of 205)
February 2007	US\$21,611,894.00	42 <sup>nd</sup> (of 214)
March 2007	US\$20,465,738.00	48 <sup>th</sup> (of 220)
April 2007	US\$48,636,315.00	21 <sup>st</sup> (of 221)
May 2007	US\$28,241,608.00	36 <sup>th</sup> (of 222)
June 2007	US\$28,476,558.00	34 <sup>th</sup> (of 223)
July 2007	US\$37,693,945.00	26 <sup>th</sup> (of 225)
August 2007	US\$53,575,582.00	27 <sup>th</sup> (of 225)
September 2007	US\$31,101,146.00	45 <sup>th</sup> (of 227)
October 2007	US\$32,972,800.00	32 <sup>nd</sup> (of 227)
November 2007	US\$44,787,057.00	41 <sup>st</sup> (of 228)
December 2007	US\$68,376,902.00	26 <sup>th</sup> (of 230)
<i>Total 2007</i>	US\$437,564,824.00	37 <sup>th</sup> (of 230)

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2006	US\$34,505,568.00	31 <sup>st</sup> (of 208)
February 2006	US\$28,933,586.00	30 <sup>th</sup> (of 215)
March 2006	US\$31,644,440.00	31 <sup>st</sup> (of 220)
April 2006	US\$44,118,452.00	21 <sup>st</sup> (of 222)
May 2006	US\$17,789,430.00	45 <sup>th</sup> (of 222)
June 2006	US\$23,988,651.00	36 <sup>th</sup> (of 224)
July 2006	US\$33,317,752.00	25 <sup>th</sup> (of 225)



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August 2006	US\$15,017,350.00	49 <sup>th</sup> (of 225)
September 2006	US\$28,270,030.00	32 <sup>nd</sup> (of 226)
October 2006	US\$23,886,530.00	43 <sup>rd</sup> (of 226)
November 2006	US\$35,539,495.00	34 <sup>th</sup> (of 226)
December 2006	US\$23,422,158.00	42 <sup>nd</sup> (of 227)
<i>Total 2006</i>	US\$340,433,442.00	34 <sup>th</sup> (of 227)

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2005	US\$30,470,181.00	29 <sup>th</sup> of 220
February 2005	US\$21,773,284.00	44 <sup>th</sup> of 226
March 2005	US\$41,886,797.00	24 <sup>th</sup> of 218
April 2005	US\$37,239,436.00	23 <sup>rd</sup> of 222
May 2005	US\$24,877,297.00	28 <sup>th</sup> of 223
June 2005	US\$33,712,960.00	25 <sup>th</sup> of 224
July 2005	US\$20,835,533.00	36 <sup>th</sup> of 224
August 2005	US\$29,778,271.00	27 <sup>th</sup> of 225
September 2005	US\$20,446,734.00	35 <sup>th</sup> of 228
October 2005	US\$23,559,583.00	39 <sup>th</sup> of 228
November 2005	US\$33,410,516.00	30 <sup>th</sup> of 228
December 2005	US\$32,227,448.00	27 <sup>th</sup> of 228
<i>Total 2005</i>	<i>US\$350,218,040.00</i>	<i>30<sup>th</sup> (of 228)</i>

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
January 2004	US\$30,280,169.00	29 <sup>th</sup> (of 202)
February 2004	US\$27,621,918.00	36 <sup>th</sup> (of 214)
March 2004	US\$60,459,205.00	17 <sup>th</sup> (of 218)
April 2004	US\$55,232,424.00	19 <sup>th</sup> (of 222)
May 2004	US\$33,202,590.00	24 <sup>th</sup> (of 223)
June 2004	US\$39,874,688.00	18 <sup>th</sup> (of 225)
July 2004	US\$30,695,375.00	25 <sup>th</sup> (of 225)
August 2004	US\$27,101,085.00	28 <sup>th</sup> (of 226)
September 2004	US\$10,242,033.00	53 <sup>rd</sup> (of 228)
October 2004	US\$19,402,481.00	41 <sup>st</sup> (of 228)
November 2004	US\$28,616,955.00	35 <sup>th</sup> (of 228)
December 2004	US\$29,261,459.00	30 <sup>th</sup> (of 228)
<i>Total 2004</i>	<i>US\$391,990,382.00</i>	<i>25<sup>th</sup> (of 228)</i>

<b>Reporting Period</b>	<b>U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba</b>	<b>Ranking Based On Export Markets</b>
December 2003	US\$34,749,953.00	27 <sup>th</sup> (of 224)
November 2003	US\$36,785,979.00	27 <sup>th</sup> (of 224)
October 2003	US\$23,786,274.00	40 <sup>th</sup> (of 223)
September 2003	US\$22,427,963.00	33 <sup>rd</sup> (of 223)
August 2003	US\$13,503,804.00	49 <sup>th</sup> (of 223)
July 2003	US\$22,542,081.00	35 <sup>th</sup> (of 220)
June 2003	US\$13,036,149.00	41 <sup>st</sup> (of 218)
May 2003	US\$21,260,422.00	32 <sup>nd</sup> (of 217)
April 2003	US\$24,574,122.00	29 <sup>th</sup> (of 216)
March 2003	US\$17,508,552.00	38 <sup>th</sup> (of 182)
February 2003	US\$9,887,911.00	49 <sup>th</sup> (of 206)
January 2003	US\$16,839,261.00	40 <sup>th</sup> (of 197)
<i>Total 2003</i>	<i>US\$256,901,471.00</i>	<i>35<sup>th</sup> (of 219)</i>

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Reporting Period	U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba	Ranking Based On Export Markets
December 2002	US\$8,315,934.00	58 <sup>th</sup>
November 2002	US\$20,814,160.00	39 <sup>th</sup>
October 2002	US\$3,996,542.00	75 <sup>th</sup>
September 2002	US\$14,131,180.00	41 <sup>st</sup>
August 2002	US\$10,727,270.00	52 <sup>nd</sup>
July 2002	US\$8,480,416.00	57 <sup>th</sup>
June 2002	US\$17,943,951.00	41 <sup>st</sup>
May 2002	US\$5,910,431.00	55 <sup>th</sup>
April 2002	US\$17,770,491.00	32 <sup>nd</sup>
March 2002	US\$8,068,623.00	57 <sup>th</sup>
February 2002	US\$13,731,785.00	45 <sup>th</sup>
January 2002	US\$9,658,659.00	52 <sup>nd</sup>
<i>Total 2002</i>	US\$138,634,784.00	50 <sup>th</sup>

Reporting Period	U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba	Ranking Based On Export Markets
December 2001	US\$4,318,906.00	144 <sup>th</sup>
<i>Total 2001</i>	US\$4,318,906.00	144 <sup>th</sup>

The following are the ten largest (U.S. Dollar value) food product/agricultural product exports from the United States to the Republic of Cuba for 2001 through 2015 under provisions of TSREEA:

2015 Ranking	Product	U.S. Dollar Value	% Of Total U.S. Exports To Cuba
1	Frozen Chicken	US\$73,684,526.00	44.3%
2	Soybean Oil Cake	US\$43,931,150.00	26.4%
3	Herbicides, Anti-Sprouting Products	US\$12,595,190.00	7.6%
4	Soybean Flour/Meals	US\$11,157,300.00	6.7%
5	Soybeans	US\$10,348,865.00	6.2%
6	Calcium Phosphates	US\$9,237,753.00	5.6%
7	Corn	US\$4,882,492.00	2.9%
8	Whiskies, Bourbon	US\$61,335.00	.37%
9	Animal Feeds	US\$43,138.00	.26%
10	Soups/Broths	US\$32,400.00	.19%
	<i>Total Value Of Largest Exports To Cuba 2015</i>	<i>US\$165,974,149.00</i>	
	<i>Total U.S. Exports To Cuba In 2015</i>	<i>US\$166,367,949.00</i>	
	<i>10 Largest As % of 2015 Exports To Cuba</i>	<i>99.8%</i>	

2014 Ranking	Product	U.S. Dollar Value	% Of Total U.S. Exports To Cuba
1	Frozen Chicken	US\$147,577,736.00	50.7%
2	Soybean Oil Cake	US\$67,333,007.00	23.1%
3	Soybeans	US\$30,573,457.00	10.5%
4	Corn	US\$28,244,744.00	9.7%
5	Mixed Animal Feeds	US\$9,382,144.00	3.2%
6	Herbicides	US\$6,358,866.00	2.2%
7	Frozen Pork	US\$1,313,627.00	.50%
8	Frozen Turkey	US\$96,350.00	.03%
9	Soups/Broths	US\$46,950.00	.01%
10	Fresh Fruit	US\$32,000.00	.01%
	<i>Total Value Of 10 Largest Exports To Cuba 2014</i>	<i>US\$290,958,881.00</i>	
	<i>Total U.S. Exports To Cuba In 2014</i>	<i>US\$291,258,881.00</i>	
	<i>10 Largest As % of 2014 Exports To Cuba</i>	<i>99%</i>	

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<b>2013 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Frozen Chicken	US\$144,387,804.00	41.4%
2	Soybean Oil Cake	US\$69,333,613.00	19.9%
3	Corn	US\$57,511,879.00	16.5%
4	Soybeans	US\$39,406,302.00	11.3%
5	Brewing/Distilling Dregs	US\$14,817,029.00	4.2%
6	Mixed Feeds	US\$9,179,629.00	2.6%
7	Frozen Pork	US\$8,999,894.00	2.6%
8	Frozen Sausages (poultry)	US\$1,527,211.00	.40%
9	Food Preparations (canned)	US\$309,643.00	.10%
10	Food Preparations (gelatin)	US\$285,462.00	.10%
<i>Total Value Of 10 Largest Exports To Cuba In 2013</i>		<i>US\$345,758,466.00</i>	
<i>Total U.S. Exports To Cuba In 2013</i>		<i>US\$348,747,293.00</i>	
<i>10 Largest As % Of 2013 Exports To Cuba</i>		<i>99%</i>	

<b>2012 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Frozen Chicken	US\$154,916,842.00	33.9%
2	Corn	US\$134,422,536.00	29.4%
3	Soybeans	US\$62,269,168.00	13.6%
4	Soybean Oil Cake	US\$41,445,707.00	9.1%
5	Brewing/Distilling Dregs	US\$27,349,345.00	8.2%
6	Frozen Pork	US\$9,495,334.00	2.1%
7	Cotton	US\$3,116,454.00	.70%
8	Frozen Turkey	US\$3,039,565.00	.70%
9	Frozen Sausages (poultry)	US\$2,537,426.00	.60%
10	Butter	US\$2,280,486.00	.5%
<i>Total Value Of 10 Largest Exports To Cuba In 2012</i>		<i>US\$440,872,863.00</i>	
<i>Total U.S. Exports To Cuba In 2012</i>		<i>US\$457,318,357.00</i>	
<i>10 Largest As % Of 2012 Exports To Cuba</i>		<i>96%</i>	

<b>2011 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Corn	US\$115,716,868.00	33.4%
2	Frozen Chicken (including US\$3,051,828.00 sausage)	US\$92,293,226.00	26.6%
3	Soybeans	US\$58,721,892.00	16.9%
4	Brewing/Distilling Dregs	US\$23,127,215.00	6.7%
5	Soybean Oil Cake	US\$9,866,258.00	2.9%
6	Beans	US\$7,683,914.00	2.3%
7	Frozen Pork	US\$7,679,964.00	2.3%
8	Decalcium Phosphate & Other Phosphates	US\$5,860,475.00	1.7%
9	Cotton	US\$4,037,896.00	1.2%
10	Frozen Turkey	US\$3,608,354.00	1.1%
<i>Total Value Of 10 Largest Exports To Cuba In 2011</i>		<i>US\$328,596,062.00</i>	
<i>Total U.S. Exports To Cuba In 2011</i>		<i>US\$347,276,842.00</i>	
<i>10 Largest As % Of 2011 Exports To Cuba</i>		<i>95%</i>	

<b>2010 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Frozen Poultry	US\$99,787,314.00	27.22%
2	Corn	US\$94,784,867.00	25.86%
3	Soybeans	US\$41,886,842.00	11.42%
4	Soybean Oil	US\$27,033,565.00	7.37%
5	Brewing/Distilling Dregs	US\$23,010,204.00	6.27%
6	Wheat	US\$17,793,380.00	4.85%
7	Frozen Pork	US\$14,766,752.00	4.02%

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8	Soybean Oil Cake	US\$12,159,436.00	3.31%
9	Decalcium Phosphate & Other Phosphates	US\$6,171,946.00	1.68%
10	Beans	US\$5,550,348.00	1.51%
<i>Total Value Of 10 Largest Exports To Cuba In 2010</i>		<i>US\$342,944,654.00</i>	
<i>Total U.S. Exports To Cuba In 2010</i>		<i>US\$366,487,782.00</i>	
<i>10 Largest As % Of 2010 Exports To Cuba</i>		<i>94%</i>	

<b>2009 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Frozen Poultry	US\$137,322,869.00	25.98%
2	Corn	US\$119,879,620.00	22.26%
3	Wheat	US\$72,878,588.00	13.79%
4	Soybeans	US\$61,508,127.00	11.63%
5	Soybean Oil Cake	US\$48,084,608.00	9.09%
6	Brewing/Distilling Dregs	US\$23,243,243.00	4.39%
7	Soybean Oil	US\$22,315,704.00	4.22%
8	Frozen Pork	US\$9,892,830.00	1.87%
9	Beans	US\$4,286,254.00	.811%
10	Turkey	US\$3,837,136.00	.726%
<i>Total Value Of 10 Largest Exports To Cuba In 2009</i>		<i>US\$503,248,979.00</i>	
<i>Total U.S. Exports To Cuba In 2009</i>		<i>US\$528,482,955.00</i>	
<i>10 Largest As % Of 2009 Exports To Cuba</i>		<i>96%</i>	

<b>2008 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Corn	US\$195,880,642.00	27.58%
2	Wheat	US\$134,954,809.00	19.00%
3	Chicken Leg Quarters & Other Parts	US\$133,784,802.00	18.84%
4	Soybeans	US\$66,623,693.00	9.38%
5	Soybean Oil Cake	US\$46,197,306.00	6.50%
6	Soybean Oil	US\$21,916,012.00	4.08%
7	Brewing/Distilling Dregs	US\$21,611,080.00	3.04%
8	Powdered Milk	US\$13,304,622.00	1.87%
9	Animal Feed	US\$13,179,667.00	1.85%
10	Pork Products	US\$13,160,310.00	1.85%
<i>Total Value Of 10 Largest Exports To Cuba In 2008</i>		<i>US\$660,612,943.00</i>	
<i>Total U.S. Exports To Cuba In 2008</i>		<i>US\$710,086,323.00</i>	
<i>10 Largest As % Of 2008 Exports To Cuba</i>		<i>93%</i>	

<b>2007 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Corn	US\$109,018,832.00	24.91%
2	Chicken	US\$76,210,427.00	17.41%
3	Wheat	US\$70,174,592.00	16.03%
4	Soybean Oil Cake	US\$50,139,261.00	11.45%
5	Soybeans	US\$40,515,036.00	9.25%
6	Rice	US\$24,005,875.00	5.48%
7	Soybean Oil	US\$20,073,745.00	4.58%
8	Wood Products	US\$19,136,054.00	4.37%
9	Brewing/Distilling Dregs & Waste	US\$13,578,899.00	3.10%
10	Pork Products	US\$6,038,247.00	1.37%
<i>Total Value Of 10 Largest Exports To Cuba</i>		<i>US\$428,8090,968.00</i>	
<i>Total U.S. Exports To Cuba In 2007</i>		<i>US\$437,564,824.00</i>	
<i>10 Largest As % Of 2007 Exports To Cuba</i>		<i>98%</i>	

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<b>2006 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Wheat	US\$51,432,980.00	15.10%
2	Chicken	US\$44,010,464.00	12.92%
3	Corn	US\$42,624,103.00	12.52%
4	Rice	US\$39,542,248.00	11.61%
5	Soybeans	US\$31,741,801.00	9.32%
6	Soybean Oil Cake	US\$26,671,694.00	7.83%
7	Soybean Oil	US\$20,941,795.00	6.15%
8	Peas & Beans & Lentils	US\$19,910,481.00	5.84%
9	Pork	US\$12,588,072.00	3.69%
10	Powdered Milk	US\$12,568,170.00	3.69%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$302,031,808.00</i>	
	<i>Total U.S. Exports To Cuba In 2006</i>	<i>US\$340,433,442.00</i>	
	<i>10 Largest As % Of 2006 Exports To Cuba</i>	<i>88%</i>	

<b>2005 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Chicken	US\$60,045,359.00	17.14%
2	Corn	US\$49,379,606.00	14.09%
3	Wheat	US\$47,213,438.00	13.48%
4	Rice	US\$39,209,646.00	11.10%
5	Soybeans	US\$32,722,536.00	9.34%
6	Powdered Milk	US\$29,584,712.00	8.44%
7	Soybean Oil	US\$25,738,405.00	7.34%
8	Soybean Oil Cake	US\$15,094,816.00	4.30%
9	Beans (pinto, lentil, kidney, green, yellow, etc.)	US\$10,761,395.00	3.07%
10	Wood (poles, lumber)	US\$5,212,556.00	1.48%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$330,057,285.00</i>	
	<i>Total U.S. Exports To Cuba In 2005</i>	<i>US\$350,228,066.00</i>	
	<i>10 Largest As % Of 2005 Exports To Cuba</i>	<i>94%</i>	

<b>2004 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Rice	US\$64,042,268.00	16.33%
2	Corn	US\$57,491,683.00	14.66%
3	Chicken	US\$57,160,541.00	14.58%
4	Wheat	US\$55,311,389.00	14.11%
5	Soybeans	US\$27,932,531.00	7.12%
6	Powdered Milk	US\$25,691,962.00	6.55%
7	Soybean Oil	US\$23,322,765.00	5.94%
8	Soybean Flour	US\$17,844,682.00	4.55%
9	Soybean Oil Cake	US\$15,212,287.00	3.88%
10	Wheat-Flour-Soya Blends	US\$6,610,470.00	1.68%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$350,620,578.00</i>	
	<i>Total U.S. Exports To Cuba In 2004</i>	<i>US\$391,990,382.00</i>	
	<i>10 Largest As % Of 2004 Exports To Cuba</i>	<i>89.48%</i>	

<b>2003 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Soybean Oil	US\$50,824,529.00	19.78%
2	Poultry	US\$37,205,568.00	14.48%
3	Wheat	US\$36,675,608.00	14.27%
4	Corn	US\$35,571,041.00	13.84%
5	Soybeans	US\$34,475,209.00	13.41%
6	Soybean Oil Cake	US\$21,473,027.00	8.35%
7	Rice	US\$10,778,311.00	4.19%

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8	Wheat Flour Soy Blends	US\$8,982,871.00	3.49%
9	Newsprint	US\$4,440,255.00	1.78%
10	Soybean Flour	US\$3,808,375.00	1.48%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$244,234,794.00</i>	
	<i>Total U.S. Exports To Cuba In 2003</i>	<i>US\$256,901,471.00</i>	
	<i>10 Largest As % Of 2003 Exports To Cuba</i>	<i>95.37%</i>	

2002 Ranking	Product	U.S. Dollar Value	% Of Total U.S. Exports To Cuba
1	Wheat	US\$22,788,519.00	16.43%
2	Corn	US\$22,738,930.00	16.40%
3	Poultry	US\$21,632,287.00	15.60%
4	Soybean Oil	US\$21,438,199.00	15.46%
5	Soybeans	US\$20,922,283.00	15.09%
6	Soybean Oil Cake	US\$19,281,467.00	13.90%
7	Rice	US\$6,266,281.00	4.51%
8	Calcium Hydrogenorthophosphate	US\$1,000,725.00	.721%
9	Eggs	US\$766,559.00	.552%
10	Lard	US\$428,000.00	.308%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$137,263,250.00</i>	
	<i>Total U.S. Exports To Cuba In 2002</i>	<i>US\$138,634,784.00</i>	
	<i>10 Largest As % Of 2002 Exports To Cuba</i>	<i>99.11%</i>	

2001 Ranking	Product	U.S. Dollar Value	% Of Total U.S. Exports To Cuba
1	Corn	US\$2,327,201.00	53.88%
2	Poultry	US\$1,703,610.00	39.44%
	<i>Total U.S. Exports To Cuba In 2001 (December)</i>	<i>US\$4,318,906.00</i>	<i>100%</i>

**U.S. PORT DATA-** Exports from the United States to the Republic of Cuba under provisions of TSREEA or CDA are transported from the United States to the Republic of Cuba either by air or by water. There are forty-seven (47) districts in the United States. While the reporting district is Mobile, Alabama, the shipping ports include Mobile, Alabama; Pascagoula, Mississippi; and Gulfport, Mississippi. While the reporting district is Miami, Florida, the shipping port does not include Miami, Florida, but does include Jacksonville, Florida, and Port Manatee, Florida; and can include airline charter/airline cargo from Miami International Airport. The New York reporting district includes ports in New Jersey; and can include John F. Kennedy International Airport (charter flights). The Buffalo, New York, reporting district means that the products were transported by ground and then to the Republic of Cuba. The Los Angeles, California, reporting district means that some the products were transported through Los Angeles International Airport (charter flights). The following Districts reported exports to the Republic of Cuba in 2014/2015:

Districts From Where TSREEA Products Exported				
<b>Pork</b>	Miami, FL			
<b>Chicken</b>	Miami, FL	Mobile, AL	New Orleans, LA	Tampa, FL
<b>Turkey</b>	Charleston, SC			
<b>Corn</b>	New Orleans, LA			
<b>Soybeans/Soybean Flour</b>	Norfolk, VA	Savannah, GA		
<b>Breads/Biscuits/Cookies</b>	Houston/Galveston TX	Miami, FL		
<b>Soups</b>	Houston/Galveston TX	Miami, FL		
<b>Soybean Oil Cake</b>	New Orleans, LA	Savannah, GA		
<b>Animal Feeds</b>	Buffalo, NY	New Orleans, LA	Tampa, FL	
<b>Herbicides</b>	Laredo, Texas			

Districts From Where CDA Products Exported					
Miami, FL	New York, NY	Chicago, IL	Los Angeles, CA	Cleveland, OH	San Juan, PR

# U.S.-Cuba Trade and Economic Council, Inc.

United States Ports Exporting To The Republic Of Cuba									
#	Port	St	2010	2011	2012	2013	2014	2015	Total (MT)
	Baltimore	MD				109,787	1,182		110,968
6	Baton Rouge	LA	34,396	72,939	88,177	64,325			259,836
	Beaumont	TX	24,500						24,500
	Brunswick	GA			34,100	100	22,635	45,100	101,935
	Charleston	SC	18			341	214	321	894
	Chester	PA				111			111
	Corpus Christi	TX	10,749	10,317					21,066
	Destrehan	LA				19,999	32,170		52,169
	Fernandina Beach	FL	712	1,546					2,258
10	Houston	TX	27,753	36	93,003	295	60	33	121,180
7	Jacksonville	FL	43,799	19,973	26,094	21,105	23,376	85,692	220,039
	Lake Charles	LA	5,630	4,902					10,532
	Long Beach	CA	7	3					10
	Los Angeles	CA				4,795	4,166		8,960
	Miami	FL	68	10,456	61	88	40	124	574
9	Mobile	AL	16,944	37,956	37,491	14,109	22,571	29,430	158,501
	Morehead City	NC	5,000				6,049		11,049
4	New Orleans	LA	39,331	61,155	21,360	80,648	177,348	81	379,924
	Newport News	VA						5,499	5,499
	New York	NY	376	62	58	646	832	144	2,118
3	Norfolk	VA	83,472	94,976	85,362	54,883	43,267	95,106	457,066
	Oakland	CA				945	782		1,727
	Panama City	FL							979
8	Pascagoula	MS	34,382	25,162	21,762	30,846	48,427		160,579
	Pennsauken	NJ				158			158
	Pensacola	FL	16,970	17,094	35,584				69,648
	Port Canaveral	FL	29						29
5	Port Everglades	FL	59,866	45,046	54,328	48,046	45,022	20,981	273,270
	Savannah	GA	3,551	836	20	47	121	11	4,586
	Seattle	WA	145	62					207
1	South Louisiana	LA	134,920	288,869	268,565	105,050	126,617	1,961	925,982
	Tampa	FL	16,764	16,058	19,925	31,931	8,807	6,050	96,759
	West Palm Beach	FL		1,773					1,773
2	Westwego	LA	533,982	140,196	214,108	27,400			915,685
	<b>Total (MT)</b>		<b>1,093,364</b>	<b>849,417</b>	<b>999,998</b>	<b>663,859</b>	<b>563,686</b>	<b>242,259</b>	<b>4,400,573</b>

## 2016 Speaking Schedule

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to participate in a corporate executives roundtable hosted by the **Council on Foreign Relations (CFR) Corporate Program** in New York City, New York, from 7:45 am to 9:00 am on 22 January 2016. For additional information, please access [www.cfr.org/corporate](http://www.cfr.org/corporate)

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to participate in “**Doing Business With Cuba- The Landscape Today & Expectations**” on 27 January 2016 from 9:45 am to 11:30 am presented by Welke Customs Brokers ([www.welke.com](http://www.welke.com)) at the Genesee County Economic Development Center in Batavia, New York.

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to offer remarks at the **Knowledge@Wharton’s 3<sup>rd</sup> U.S.- Cuba Corporate Counsel Summit** in New York, New York, at the Convene Midtown East on 15 March 2016. For additional information, please contact [www.momentumevents.com](http://www.momentumevents.com)

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to participate conference hosted “**Preparing for Trade with Cuba**” by NEXCO ([www.nexco.org](http://www.nexco.org)) at The Metropolitan Room at The Newark Club in Newark, New Jersey, on 18 March 2016. For additional information, please access [www.nexco.org](http://www.nexco.org)

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to participate on a panel discussion of the Business & Finance Section at the annual conference of the **Special Libraries Association (SLA)** to be held on 13 June 2016 from 4:00 pm to 5:00 pm in the Philadelphia Convention Center.