

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

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U.S. Companies With A Presence In Cuba Since 17 December 2014

Eight Sales Offices

One Hotel Management Contract

One Healthcare Joint Venture

No Manufacturing/Assembly Operations

Licenses/Authorizations Issued By OFAC/BIS/OLA Not Yet Disclosed & Implemented

With the Republic of Cuba, United States-based companies engage in the export of products, import of products, provision of services and *horizontal* Direct Foreign Investment (DFI).

The global gross revenues of the **sixty** (60) listed companies with a presence exceeds US\$1 trillion and the companies employ approximately 2 million within the United States and other countries; not including revenue/employees from the United States Postal Service (USPS).

The list does not include most travel agents and tour operators, the majority of whom have arrangements with Republic of Cuba government-operated Havanatur Celimar, Asistur, Gaviota and other Republic of Cuba government-operated companies to market itineraries.

This list does not include United States-based companies that have exported food products and agricultural commodities (Trade Sanctions Reform and Export Enhancement Act of 2000; TSREEA) and medical equipment, medical instruments, medical supplies, medicines, and pharmaceutical products (Cuban Democracy Act of 1992; CDA), and products/equipment authorized beginning in the Obama Administration and continuing through the Trump Administration.

There is *horizontal* DFI in the Republic of Cuba by United States-based companies as represented by Marriott International (subsidiary Starwood Hotels & Resorts Worldwide), Caterpillar, United Airlines, Jet Blue Airways, Delta Air Lines, American Airlines, ABC Charters, and Cuba Travel Services.

Airlines (ticket offices)

Atlanta, Georgia-based Delta Air Lines (2018 revenues approximately US\$41 billion); Fort Worth, Texas-based American Airlines (2018 revenues approximately US\$42 billion); Chicago, Illinois-based United Airlines (2018 revenues approximately US\$38 billion); and Long Island City, New York-based JetBlue Airways (2018 revenues approximately US\$7 billion) which has two ticket offices in the city of Havana.

Agricultural Equipment (distribution center)

Peoria, Illinois-based Caterpillar Inc. (2018 revenues approximately US\$38 billion)

Healthcare Joint Venture (clinical trial and development)

Buffalo, New York-based Roswell Park Comprehensive Cancer Center joint venture, Innovator Immunotherapy Alliance S.A., located in the Mariel Special Economic Development Zone (ZED Mariel), managed by a company affiliated with the Revolutionary Armed Forces of the Republic of Cuba (FAR).

Hotel (management contract)

Bethesda, Maryland-based Marriott International subsidiary Stamford, Connecticut-based Starwood Hotels and Resorts Worldwide LLC manages the 186-room Four Points Sheraton Havana and expects to manage the 83-room Inglaterra Hotel.

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Travel Agency (sales offices)

Cypress, California-based Cuba Travel Services (2018 revenues DND) and Miami, Florida-based ABC Charters, Inc. (2018 revenues DND)

Rejected Proposals

The government of the Republic of Cuba rejected two (2) publicized horizontal DFI proposals: Alabama-based Cleber LLC (a facility in the Republic of Cuba that would use parts manufactured in the United States and delivered to the Republic of Cuba to assemble tractors for the domestic market and for export) and Florida-based Florida Produce of Hillsborough County (distribution center in the Republic of Cuba featuring food and other products imported from the United States).

There are a reported up to seventy (70) licenses and authorizations issued in 2016 (before and after the 8 November 2016 presidential election to 20 January 2017; and issued subsequent to 20 January 2017) by the Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury, Bureau of Industry and Security (BIS) of the United States Department of Commerce, and Office of Legal Adviser (OLA) of the United States Department of State that have not been disclosed by the licensee, have not been implemented by the licensee, have been implemented by the licensee but not disclosed, and/or in some instances confirmed by the government of the Republic of Cuba but not by the licensee. OFAC licenses are generally valid for up to two (2) years. Most OFAC licenses seeking renewal since 20 January 2017 have been renewed.

- 1) Alabama- Gulfwise LLC (2016 contract export of one piece of equipment; not delivered)
- 2) California- Airbnb (residential reservations)
- 3) California- Cisco Systems (donated no-cost networking academy)
- 4) California- Cuba Travel Services (sales office)
- 5) California- Google (donated products for interactive display; donated servers)
- 6) California- Revel System (payment application used by restaurants in Cuba)
- 7) California- Stripe (application to register Cuba self-employed in US; *Agreement cancelled 2018*)
- 8) California- Viking River Cruises (cruises)
- 9) Colorado- Frontier Airlines (flights; ended service 2017)
- 10) Colorado- Western Union (funds transfers- commenced before 2014)
- 11) Connecticut- Booking.com [owned by Priceline] (accommodation reservations)
- 12) Connecticut- General Electric (equipment, parts & service for a power plant)
- 13) Connecticut- Pearl Seas Cruises (cruise ships)
- 14) District of Columbia- United States Postal Service (delivery services)
- 15) Florida- Crowley Liner Services (container shipping)
- 16) Florida- Eastern Airlines (flights)
- 17) Florida- Fogo Premium Hardwood Lump Charcoal (import of charcoal)
- 18) Florida- Natbank (Mastercard)
- 19) Florida- Norwegian Cruise Line Holdings (cruise ships)
- 20) Florida- Premier Automotive Export (export of electric vehicles/chargers)
- 21) Florida- Royal Caribbean Cruises, Ltd. (cruise ships)
- 22) Florida- Silver Airlines (flights; ended service 2017)
- 23) Florida- Spirit Airlines (flights; ended service 2017)
- 24) Florida- Stonegate Bank (Mastercard & ½ correspondent banking agreement)
- 25) Florida- Carnival Corporation & PLC (cruise ships)
- 26) Florida- Victory Cruise Lines (cruise ships)
- 27) Florida- Silversea Cruises (cruise ships)
- 28) Georgia- Delta Airlines (flights & ticket office)
- 29) Illinois- Caterpillar (authorized distributorship; donated product)
- 30) Illinois- Deere & Company (equipment financing)
- 31) Illinois- United Airlines (flights & ticket office)
- 32) Kansas- Sprint (roaming agreement)
- 33) Maryland- Marriott International (two hotel management contracts)

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- 34) Massachusetts- TripAdvisor (hotel reservations)
- 35) Minnesota- Sun Country Airlines (flights)
- 36) Netflix- (unblocked video streaming)
- 37) New Jersey- Advanced Solar Products (export of electric vehicle chargers)
- 38) New Jersey- IDT Corporation (direct long distance)
- 39) New Jersey- Wyndham Worldwide (hotel management)- *Agreement Cancelled*
- 40) New York- Colgate-Palmolive (oral education program- early 2014)
- 41) New York- Infor (software technology)- *Announced/No Further Action*
- 42) New York- JetBlue Airlines (flights & two ticket offices)
- 43) New York- Mastercard International (credit/debit branded cards)
- 44) New York- Nestle Nespresso USA (coffee imports)
- 45) New York- Roswell Park Comprehensive Cancer Center (vaccine clinical trial; product development Joint Venture)
- 46) New York- Starr Companies (letter of intent- insurance)
- 47) New York- Verizon (roaming agreement)
- 48) New York- Weber Shandwick (OFAC license to open office; Nothing to date)
- 49) Puerto Rico- Banco Popular de Puerto Rico (Mastercard)
- 50) Puerto Rico- Rimco (Caterpillar distributor)
- 51) South Carolina- Frenzy Tees (printing t-shirts with images designed by company in Cuba)
- 52) Tennessee- FedEx (sought direct cargo flights; abandoned in 2019)
- 53) Texas- American Airlines (flights & ticket office)
- 54) Texas- AT&T (roaming agreement)
- 55) Texas- Mercutio Biotec (diabetes treatment clinical trial)
- 56) Texas- Southwest Airlines (flights)
- 57) Utah- Rapid Financial Solutions (Niche payment application used by t-shirt company Cuba)
- 58) Virginia- Cuba International Network (production agreement & office presence)
- 59) Washington- Alaska Airlines (flights)
- 60) Washington- Expedia, Inc. (accommodation reservations)
- 61) Washington- T-Mobile (roaming agreement)