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

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## ECONOMIC EYE ON CUBA©
## March 2018


**January 2018 Food/Ag Exports To Cuba Increased 32%- 1**
**January 2018 Healthcare Product Exports US$1,206,160.00- 2**
**January 2018 Humanitarian Donations US$371,533.00- 3**
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**JANUARY 2018 FOOD/AG EXPORTS TO CUBA INCREASED 32%-** Exports of food products & agricultural commodities from the United States to the Republic of Cuba in January 2018 were US$18,680,345.00 compared to US$14,149,848.00 in January 2017 and US$22,819,258.00 in January 2016. ***Exporters*** in January 2018 included among others: Atlanta, Georgia-based AJC International (poultry); Atlanta, Georgia-based Intervision Foods (poultry); Chattanooga, Tennessee-based Koch Foods (poultry); Little Rock, Arkansas-based Mountaire Farms (poultry); Salisbury, Maryland-based Perdue Agri-Business (soybeans); Salisbury, Maryland-based Perdue Farms (poultry); Wellesley Massachusetts-based Grove Services (poultry); Park Ridge, Illinois-based Koch Foods; Northbrook, Illinois-based PCS Sales; New York, New York-based Globex International.

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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 commodities from the United States to the Republic of Cuba, irrespective of purpose. The TSREEA does not include healthcare products, which remain authorized and regulated by the CDA. |

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

| January 2018 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 1 | Chicken Leg Quarters (Frozen) | US$11,266,998.00 | 60.3% |
| 2 | Soybeans | US$2,762,307.00 | 14.8% |
| 3 | Chicken Meat (Frozen) | US$2,530,875.00 | 13.5% |
| 4 | Chicken Legs (Frozen) | US$2,120,165.00 | 11.3% |
| 5 | | | |
| 6 | | | |
| 7 | | | |
| 8 | | | |
| 9 | | | |
| 10 | | | |
| | *Total Value Of 10 Largest Exports To Cuba* | *US$18,680,345.00* | |
| | *Total U.S. Exports To Cuba* | US$18,680,345.00 | |
| | *10 Largest As % of Exports To Cuba* | *100%* | |

| Reporting Year | U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba | Export Market Ranking |
|---|---|---|
| **2018** | US$18,680,345.00 | *55th (0f 229)* |
| **2017** | US$260,667,075.00 | *53rd (of 229)* |
| **2016** | US$232,064,645.00 | *55th (of 232)* |
| **2015** | US$170,551,329.00 | *60th (of 230)* |
| **2014** | US$291,258,881.00 | *49th (of 223)* |
| **2013** | US$348,747,293.00 | *46th (of 224)* |
| **2012** | US$457,318,357.00 | *43rd (of 229)* |
| **2011** | US$358,457,389.00 | *50th (of 232)* |
| **2010** | US$366,467,782.00 | *45th (of 228)* |
| **2009** | US$528,482,955.00 | *36th (of 232)* |
| **2008** | US$710,086,323.00 | *29th (of 228)* |
| **2007** | US$437,564,824.00 | *37th (of 230)* |
| **2006** | US$340,433,442.00 | *34th (of 227)* |
| **2005** | US$350,218,040.00 | *30th (of 228)* |
| **2004** | US$391,990,382.00 | *25th (of 228)* |
| **2003** | US$256,901,471.00 | *35th* (of 219) |
| **2002** | US$138,634,784.00 | *50th* (of 226) |
| **2001** | US$4,318,906.00 (December- 1st sales under TSREEA) | *144th* (of 226) |
| **Total Sales** | **US$5,568,638,625.00** | |

**U.S. HEALTHCARE PRODUCT EXPORTS-** Exports of healthcare products (medical equipment, medical instruments, medical supplies, pharmaceuticals) to the Republic of Cuba are subject to provisions of the Cuban Democracy Act (CDA) of 1992, which require end use-verification, but are not subject to cash-in-advance payment requirements. Exports have included: Medicaments (penicillin and insulin); Dentifrices (toothpastes); Laboratory regents; Ultrasonic scanning equipment; Artificial limbs; Medical appliances; Surgical appliances (dental); Opthalmic (eye); and Cannulae (tubing).

| Medical Equipment, Medical Instruments, Medical Supplies & Pharmaceutical Exports Under 1992 CDA | |
|---|---|
| **2018** | US$1,206,160.00 |
| **2017** | US$5,663,254.00 |
| **2016** | US$6,121,425.00 |
| **2015** | US$5,003,169.00 |
| **2014** | US$879,267.00 |
| **2013** | US$2,155,024.00 |
| **2012** | US$234,718.00 |
| **2011** | US$103,771.00 |
| **2010** | US$226,563.00 |
| **2009** | US$85,408.00 |
| **2008** | US$320,420.00 |
| **2007** | US$436,773.00 |
| **2006** | US$814,866.00 |
| **2005** | US$404,001.00 |
| **2004** | US$468,485.00 |
| **2003** | US$9,416.00 |
| **Total** | **US$24,117,109.00** |

**HUMANITARIAN DONATIONS-** Donated items are neither included in TSREEA nor CDA calculations. These items are generally delivered to the Republic of Cuba using air carriers or containers on vessels; do not include personal deliveries (by travelers on flights and through third countries). A substantial quantity and U.S. Dollar value of items categorized as "humanitarian" are transported from the United States to the Republic of Cuba using air carriers; thus, the information is not documented.

| Donations (food, healthcare, clothing, reading materials, etc.) | |
|---|---|
| **Reporting Period** | **U.S. Dollar Value** |
| **2018** | US$371,533.00 |
| **2017** | US$6,122,601.00 |

| | |
|---|---|
| **2016** | US$4,755,859.00 |
| **2015** | US$4,619,588.00 |
| **2014** | US$939,705.00 |

**OBAMA ADMINISTRATION INITIATIVES EXPORTS SUBSTANTIALLY INCREASE-** In 2015 and in 2016, the OFAC and BIS expanded the list of products authorized for export from the United States and from third countries of the Republic of Cuba with a focus upon products (non-durable, durable and consumable) to entities not affiliated with the government of the Republic of Cuba; the government of the Republic of Cuba has generally prohibited these exports. The one United States company with two hotel management contracts, the five United States airlines servicing United States-Republic of Cuba routes, and the two United States companies with agricultural equipment distribution centers have (are) also imported equipment.

In December 2017, Boston, Massachusetts-based **General Electric** (GE; 2017 revenues exceeded US$122 billion) delivered from the United States to the Republic of Cuba "***parts for steam turbines***" valued at US$2,935,515.00 with a weight of approximately 11 metric tons. The parts traveled from Atlanta, Georgia, to Port Everglades, Florida, then to Port Mariel in the Republic of Cuba. GE is the largest (by revenue) United States-based company to have engaged with the Republic of Cuba. Although GE has not issued a media release relating to the project in the Republic of Cuba, in 2017 the government of the Republic of Cuba confirmed in a PowerPoint presentation used by the Embassy of the Republic of Cuba in Washington DC that the company was providing parts and equipment for a power plant. The total value of the project has not been reported. The Obama Administration authorized the transactions by GE as primarily advancing benefit to the citizens of the Republic of Cuba rather than to the government of the Republic of Cuba. This type of transaction was and remains licensable (general or specific) through the OFAC and BIS. In November 2015, GE purchased for approximately US$10.6 billion the power and grid division of Paris, France-based **Alstom** (2017 revenues approximately US$8 billion). In 2016, GE commenced a power generation project in the Republic of Cuba resulting, in part, from a relationship between Alstom and the Republic of Cuba prior to the 2015 acquisition by GE of the power and grid division of Alstom, which had exported products to the Republic of Cuba. On 31 March 1971, GE certified a claim against the Republic of Cuba in the amount of US$5,870,436.86 through the United States Foreign Claims Settlement Commission (USFCSC) within the United States Department of Justice. Interest accrued at 6% per annum from the respective date(s) of loss to the date of settlement.

In November 2017, Moline, Illinois-based **Deere & Company** (2017 revenues approximately US$27 billion) delivered US$755,823.00 in agricultural equipment to the Republic of Cuba for use at its distribution center. Peoria, Illinois-based **Caterpillar Inc.** (2017 revenues approximately US$38 billion) also has a distribution center in the Republic of Cuba. John Deere reported that the company would provide financing for equipment purchases by authorized Republic of Cuba entities.

**NOTE:** There are unreported/undocumented exports of products from the United States to the Republic of Cuba; channels included direct charter flights (regularly-scheduled flights as of the third quarter of 2016), third-country regularly-scheduled airlines, and cargo vessels. 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 authorizes implementation of the changes to United States regulations which permit the export of products to support private enterprises/co-operatives, the products exported will increase the usage of delivery channels subject to data reporting requirements.

If the government of the Republic of Cuba views the changes to United States statutes and regulations as a means to influence the political process in the United States, likely will be increases in purchases of products under provisions of the TSREEA, CDA and Obama Administration Initiatives including telecommunications equipment; building materials/supplies and agricultural equipment and supplies to and through authorized entities. The government of the Republic of Cuba has often determined that greater leverage exists from not increasing purchasing levels as a means of encouraging impacted United

States-based parties to seek further regulatory and legislative changes. Members of Congress, Governors, and other political actors have visited the Republic of Cuba as media coverage was generous. With Venezuela's increasing commercial and economic challenges, the government of the Republic Cuba has less financial support, and other actors (Russia, China, Brazil, 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 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 payment terms are not honored, which is expected given the lack of foreign exchange of the 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 & Vinafood 2 have provided payment terms to Republic of Cuba government-operated Alimport of two (2) years to pay for rice (25% to 30% broken). United States producers can provide this product; payment terms without the use of government programs would be cash to 30 days; and for credit-worthy customers, generally not exceed sixty (60) days to ninety (90) 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 reported importing approximately US$1.8 billion in food products and agricultural commodities in 2017, compared with approximately US$1.8 billion in 2016, US$1.8 billion in 2015, and US$2.55 billion in 2014. Alimport reported that the country imports approximately 70% to 80% its food product and agricultural commodity requirements. The Republic of Cuba reported spending US$2.554 billion in 2008 to import 3.423 metric tons of food products and agricultural commodities. Using the actual value for U.S. Dollar food products and agricultural commodity exports to the Republic of Cuba, the United States sourced 27% of the Republic of Cuba's food product and agricultural commodity imports in 2008. 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%.

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 TSREEA-authorized purchases from the United States in 2007 would exceed the U.S. Dollar value of 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 TSREEA-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 TSREEA-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. |

| **Reporting Period** | **U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba** | **Ranking Based On Export Markets** |
|---|---|---|
| January 2018 | US$18,680,345.00 | *55th (of 229)* |
| February 2018 | | |
| March 2018 | | |
| April 2018 | | |
| May 2018 | | |
| June 2018 | | |
| July 2018 | | |
| August 2018 | | |
| September 2018 | | |
| October 2018 | | |
| November 2018 | | |
| December 2018 | | |
| *Total 2018* | US$18,680,345.00 | 55th (of 229) |

| **Reporting Period** | **U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba** | **Ranking Based On Export Markets** |
|---|---|---|
| January 2017 | US$14,149,848.00 | *61st (of 211)* |
| February 2017 | US$18,145,564.00 | *56th (of 216)* |
| March 2017 | US$25,018,148.00 | *51st (of 221)* |
| April 2017 | US$17,988,565.00 | *54th (of 223)* |
| May 2017 | US$31,720,403.00 | *47th (of 224)* |
| June 2017 | US$24,630,738.00 | *51st (of 224)* |
| July 2017 | US$24,379,155.00 | *49th (of 226)* |
| August 2017 | US$28,627,776.00 | *49th (of 226)* |
| September 2017 | US$21,329,099.00 | *51st (of 228)* |
| October 2017 | US$21,436,667.00 | *52nd (of 229)* |
| November 2017 | US$21,277,713.00 | *51st (of 229)* |
| December 2017 | US$11,963,399.00 | *65th (of 229)* |
| *Total 2017* | US$260,667,075.00 | 54th (of 229) |

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

| Reporting Period | U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba | Ranking Based On Export Markets |
|---|---|---|
| January 2016 | US$22,819,258.00 | *46th (of 207)* |
| February 2016 | US$17,847,747.00 | *55th (of 213)* |
| March 2016 | US$10,332,130.00 | *64th (of 218)* |
| April 2016 | US$18,188,315.00 | *53rd (of 218)* |
| May 2016 | US$19,384,881.00 | *57th (of 223)* |
| June 2016 | US$11,283,520.00 | *68th (of 223)* |
| July 2016 | US$20,227,854.00 | *56th (of 223)* |
| August 2016 | US$17,227,971.00 | *55th (of 223)* |
| September 2016 | US$32,170,530.00 | *46th (of 229)* |
| October 2016 | US$21,994,945.00 | *55th (of 229)* |
| November 2016 | US$10,594,557.00 | *66th (of 231)* |
| December 2016 | US$29,992,937.00 | *46th (of 232)* |
| *Total 2016* | US$232,064,645.00 | *55th (of 232)* |

| Reporting Period | U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba | Ranking Based On Export Markets |
|---|---|---|
| January 2015 | US$24,850,904.00 | *51st (of 223)* |
| February 2015 | US$13,488,136.00 | *67th (of 223)* |
| March 2015 | US$33,207,087.00 | *46th (of 223)* |
| April 2015 | US$11,535,245.00 | *65th (of 223)* |
| May 2015 | US$26,420,677.00 | *49th (of 223)* |
| June 2015 | US$9,596,281.00 | *69th (of 224)* |
| July 2015 | US$3,342,526.00 | *96th (of 224)* |
| August 2015 | US$2,254,957.00 | *101st (of 224)* |
| September 2015 | US$22,020,796.00 | *50th (0f 227)* |
| October 2015 | US$13,407,640.00 | *61st (of 228)* |
| November 2015 | US$6,243,680.00 | *77th (of 228)* |
| December 2015 | US$4,302,105.00 | *100th (of 230)* |
| *Total 2015* | US$170,670,054.00 | *60th (of 230)* |

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

| Reporting Period | U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba | Ranking Based On Export Markets |
|---|---|---|
| January 2013 | Not Compiled | *Not Compiled* |
| February 2013 | Not Compiled | *Not Compiled* |
| March 2013 | Not Compiled | *Not Compiled* |
| April 2013 | Not Compiled | *Not Compiled* |
| May 2013 | Not Compiled | *Not Compiled* |
| June 2013 | Not Compiled | *Not Compiled* |
| July 2013 | Not Compiled | *Not Compiled* |

| | | |
|---|---|---|
| August 2013 | Not Compiled | *Not Compiled* |
| September 2013 | Not Compiled | *Not Compiled* |
| October 2013 | Not Compiled | *Not Compiled* |
| November 2013 | Not Compiled | *Not Compiled* |
| December 2013 | Not Compiled | *Not Compiled* |
| *Total 2013* | US$348,747,293.00 | *46th (of 224)* |

| Reporting Period | U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba | Ranking Based On Export Markets |
|---|---|---|
| January 2012 | US$52,811,576.00 (actual) | *35th (of 205)* |
| February 2012 | US$68,890,533.00(actual) | *26th (of 215)* |
| March 2012 | US$40,909,415.00(actual) | *39th (of 219)* |
| April 2012 | US$23,328,845.00 (actual) | *50th (of 223)* |
| May 2012 | US$40,498,395.00 (estimate) | *Not Compiled* |
| June 2012 | US$29,654,361.00 (actual) | *Not Compiled* |
| July 2012 | Not Compiled | *Not Compiled* |
| August 2012 | Not Compiled | *Not Compiled* |
| September 2012 | Not Compiled | *Not Compiled* |
| October 2012 | Not Compiled | *Not Compiled* |
| November 2012 | Not Compiled | *Not Compiled* |
| December 2012 | US$35,634.124.00 (actual) | *47th (of 229)* |
| *Total 2012* | US$457,318,357.00 | *43rd (of 229)* |

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

| Reporting Period | U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba | Ranking Based On Export Markets |
|---|---|---|
| January 2010 | US$51,302,494.00 | *32nd (of 198)* |
| February 2010 | US$26,643,202.00 | *51st (of 207)* |
| March 2010 | US$40,881,240.00 | *43rd (of 215)* |
| April 2010 | US$40,203,764.00 | *33rd (of 223)* |
| May 2010 | US$23,309,050.00 | *47th (of 225)* |
| June 2010 | US$37,518,471.00 | *35th (of 227)* |
| July 2010 | U$19,841,099.00 | *52nd (of 227)* |
| August 2010 | US$28,461,747.00 | *48th (of 227)* |
| September 2010 | US$19,486,584.00 | *57th (of 227)* |
| October 2010 | US$19,625,561.00 | *56th (of 227)* |
| November 2010 | US$37,074,475.00 | *45th (of 227)* |
| December 2010 | US$22,120,095.00 | *57th (0f 228)* |
| *Total 2010* | US$366,467,782.00 | *45th (of 228)* |

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

| Reporting Period | U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba | Ranking Based On Export Markets |
|---|---|---|
| January 2009 | US$67,353,254.00 | *19th (of 203)* |
| February 2009 | US$52,886,826.00 | *28th (of 212)* |
| March 2009 | US$58,598,379.00 | *25th (of 212)* |
| April 2009 | US$54,016,131.00 | *25th (of 220)* |
| May 2009 | US$45,321,232.00 | *31st (of 222)* |
| June 2009 | US$23,663,100.00 | *46th (of 225)* |
| July 2009 | US$39,749,932.00 | *34th (of 225)* |
| August 2009 | US$42,207,846.00 | *33rd (of 225)* |
| September 2009 | US$27,126,296.00 | *39th (of 227)* |
| October 2009 | US$34,105,866.00 | *40th (of 228)* |
| November 2009 | US$41,754,621.00 | *37th (of 229)* |
| December 2009 | US$41,699.472.00 | *37th (of 232)* |
| *Total 2009* | US$528,482,955.00 | *36th (of 232)* |

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

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

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

| | | |
|---|---|---|
| July 2006 | US$33,317,752.00 | *25th (of 225)* |
| August 2006 | US$15,017,350.00 | *49th (of 225)* |
| September 2006 | US$28,270,030.00 | *32nd (of 226)* |
| October 2006 | US$23,886,530.00 | *43rd (of 226)* |
| November 2006 | US$35,539,495.00 | *34th (of 226)* |
| December 2006 | US$23,422,158.00 | *42nd (of 227)* |
| *Total 2006* | US$340,433,442.00 | *34th (of 227)* |

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

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

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

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

| Reporting Period | U.S. Dollar Value Of TSREEA-Authorized Exports To Cuba | Ranking Based On Export Markets |
|---|---|---|
| December 2001 | US$4,318,906.00 | *144th* |
| *Total 2001* | US$4,318,906.00 | *144th* |

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 2018 under provisions of TSREEA:

| January 2018 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 1 | Chicken Leg Quarters (Frozen) | US$11,266,998.00 | 60.3% |
| 2 | Soybeans | US$2,762,307.00 | 14.8% |
| 3 | Chicken Meat (Frozen) | US$2,530,875.00 | 13.5% |
| 4 | Chicken Legs (Frozen) | US$2,120,165.00 | 11.3% |
| 5 | | | |
| 6 | | | |
| 7 | | | |
| 8 | | | |
| 9 | | | |
| 10 | | | |
| | *Total Value Of 10 Largest Exports To Cuba* | *US$18,680,345.00* | |
| | *Total U.S. Exports To Cuba* | US$18,680,345.00 | |
| | *10 Largest As % of Exports To Cuba* | *100%* | |

| 2017 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 1 | Chicken Leg Quarters (frozen) | US$117,472,623.00 | 45.1% |
| 2 | Soybeans | US$40,663,049.00 | 15.6% |
| 3 | Corn | US$29,171,562.00 | 11.2% |
| 4 | Chicken, Meat, Frozen | US$23,195,578.00 | 8.9% |
| 5 | Chicken Legs, Frozen | US$19,408,359.00 | 7.4% |
| 6 | Soybean Oil Cake | US$10,000,762.00 | 3.8% |
| 7 | Corn (Yellow No. 2) | US$4,486,635.00 | 1.7% |
| 8 | Cookies (sweet biscuits) | US$3,878,940.00 | 1.5% |
| 9 | Herbicides | US$3,783,094.00 | 1.5% |
| 10 | Phosphates (Calcium) | US$2,380,914.00 | .90% |
| | *Total Value Of 10 Largest Exports To Cuba* | *US$254,441,516.00* | |
| | *Total U.S. Exports To Cuba* | US$260,667,075.00 | |
| | *10 Largest As % of Exports To Cuba* | *98%* | |

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

| 2016 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 1 | Chicken Legs/Leg Quarters (frozen) | US$94,914,751.00 | 40.9% |
| 2 | Corn | US$38,704,251.00 | 16.7% |
| 3 | Soybean Oil Cake | US$34,902,715.00 | 15.0% |
| 4 | Soybeans | US$18,924,351.00 | 8.2% |
| 5 | Soybean Oil | US$12,389,444.00 | 5.3% |
| 6 | Chicken Meat/Whole Chickens (frozen) | US$10,213,107.00 | 4.4% |
| 7 | Calcium Phosphates | US$5,825,373.00 | 2.5% |
| 8 | Herbicides | US$5,472,033.00 | 2.4% |
| 9 | Cookies (sweet biscuits) | US$4,053,683.00 | 1.7% |
| 10 | Chocolate Confectionary (bulk) | US$2,023,539.00 | .90% |
| | *Total Value Of 10 Largest Exports To Cuba 2016* | *US$227,423,247.00* | |
| | *Total U.S. Exports To Cuba In 2016* | US$232,064,645.00 | |
| | *10 Largest As % of 2016 Exports To Cuba* | *98%* | |

| 2015 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 1 | Frozen Chicken | US$77,758,631.00 | 45.6% |
| 2 | Soybean Oil Cake | US$43,931,150.00 | 25.7% |
| 3 | Herbicides, Anti-Sprouting Products | US$12,595,190.00 | 7.4% |
| 4 | Soybean Flour/Meals | US$11,157,300.00 | 6.5% |
| 5 | Soybeans | US$10,348,865.00 | 6.1% |
| 6 | Calcium Phosphates | US$9,237,753.00 | 5.4% |
| 7 | Corn | US$4,882,492.00 | 2.9% |
| 8 | Fresh Fruit | US$228,000.00 | .10% |
| 9 | Whiskies, Bourbon | US$61,335.00 | .03% |
| 10 | Animal Feeds | US$43,138.00 | .02% |
| | *Total Value Of Largest Exports To Cuba 2015* | *US$170,243,854.00* | |
| | *Total U.S. Exports To Cuba In 2015* | US$170,670,054.00 | |
| | *10 Largest As % of 2015 Exports To Cuba* | *99.8%* | |

| 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% |
| | *Total Value Of 10 Largest Exports To Cuba 2014* | *US$290,958,881.00* | |
| | *Total U.S. Exports To Cuba In 2014* | US$291,258,881.00 | |
| | *10 Largest As % of 2014 Exports To Cuba* | *99%* | |

| 2013 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba In 2013* | *US$345,758,466.00* | |
| | *Total U.S. Exports To Cuba In 2013* | US$348,747,293.00 | |
| | *10 Largest As % Of 2013 Exports To Cuba* | *99%* | |

| **2012 Ranking** | **Product** | **U.S. Dollar Value** | **% Of Total U.S. Exports To Cuba** |
|---|---|---|---|
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba In 2012* | *US$440,872,863.00* | |
| | *Total U.S. Exports To Cuba In 2012* | US$457,318,357.00 | |
| | *10 Largest As % Of 2012 Exports To Cuba* | *96%* | |

| **2011 Ranking** | **Product** | **U.S. Dollar Value** | **% Of Total U.S. Exports To Cuba** |
|---|---|---|---|
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba In 2011* | *US$328,596,062.00* | |
| | *Total U.S. Exports To Cuba In 2011* | US$347,276,842.00 | |
| | *10 Largest As % Of 2011 Exports To Cuba* | *95%* | |

| **2010 Ranking** | **Product** | **U.S. Dollar Value** | **% Of Total U.S. Exports To Cuba** |
|---|---|---|---|
| 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% |
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba In 2010* | *US$342,944,654.00* | |
| | *Total U.S. Exports To Cuba In 2010* | US$366,487,782.00 | |
| | *10 Largest As % Of 2010 Exports To Cuba* | *94%* | |

| 2009 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba In 2009* | *US$503,248,979.00* | |
| | *Total U.S. Exports To Cuba In 2009* | US$528,482,955.00 | |
| | *10 Largest As % Of 2009 Exports To Cuba* | *96%* | |

| 2008 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba In 2008* | *US$660,612,943.00* | |
| | *Total U.S. Exports To Cuba In 2008* | US$710,086,323.00 | |
| | *10 Largest As % Of 2008 Exports To Cuba* | *93%* | |

| 2007 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba* | *US$428,8090,968.00* | |
| | *Total U.S. Exports To Cuba In 2007* | US$437,564,824.00 | |
| | *10 Largest As % Of 2007 Exports To Cuba* | *98%* | |

| 2006 Ranking | Product | U.S. Dollar Value | % Of Total U.S. Exports To Cuba |
|---|---|---|---|
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba* | *US$302,031,808.00* | |
| | *Total U.S. Exports To Cuba In 2006* | *US$340,433,442.00* | |
| | *10 Largest As % Of 2006 Exports To Cuba* | *88%* | |

| **2005 Ranking** | **Product** | **U.S. Dollar Value** | **% Of Total U.S. Exports To Cuba** |
|---|---|---|---|
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba* | *US$330,057,285.00* | |
| | *Total U.S. Exports To Cuba In 2005* | *US$350,228,066.00* | |
| | *10 Largest As % Of 2005 Exports To Cuba* | *94%* | |

| **2004 Ranking** | **Product** | **U.S. Dollar Value** | **% Of Total U.S. Exports To Cuba** |
|---|---|---|---|
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba* | *US$350,620,578.00* | |
| | *Total U.S. Exports To Cuba In 2004* | ***US$391,990,382.00*** | |
| | *10 Largest As % Of 2004 Exports To Cuba* | *89.48%* | |

| **2003 Ranking** | **Product** | **U.S. Dollar Value** | **% Of Total U.S. Exports To Cuba** |
|---|---|---|---|
| 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% |
| 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% |
| | *Total Value Of 10 Largest Exports To Cuba* | *US$244,234,794.00* | |
| | *Total U.S. Exports To Cuba In 2003* | *US$256,901,471.00* | |
| | *10 Largest As % Of 2003 Exports To Cuba* | *95.37%* | |

| 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% |
| | *Total Value Of 10 Largest Exports To Cuba* | *US$137,263,250.00* | |
| | *Total U.S. Exports To Cuba In 2002* | *US$138,634,784.00* | |
| | *10 Largest As % Of 2002 Exports To Cuba* | *99.11%* | |

| 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% |
| | *Total U.S. Exports To Cuba In 2001 (December)* | ***US$4,318,906.00*** | *100%* |

**U.S. PORT DATA-** Exports from the United States to the Republic of Cuba under provisions of TSREEA, CDA and Obama Initiatives are transported by air or by water. There are fifty (50) districts in the United States. If the reporting district is Mobile, Alabama, the shipping ports include Mobile, Alabama; Pascagoula, Mississippi; and Gulfport, Mississippi. If 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/cargo from Miami International Airport. New York reporting district includes ports in New Jersey; and can include John F. Kennedy International Airport (charter flights). Buffalo, New York, reporting district means products were transported by ground and then to the Republic of Cuba. Los Angeles, California, reporting district means that some the products were transported through Los Angeles International Airport (charter flights).

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

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

**United States Ports Exporting TSREEA, CDA, Obama Initiatives Products To The Republic Of Cuba**

| # | Port | St | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | Total (MT) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | **Baltimore** | MD | | | | 109,787 | 1,182 | | | | | **110,968** |
| **6** | **Baton Rouge** | LA | 34,396 | 72,939 | 88,177 | 64,325 | | | 22,000 | 27,005 | | **289,041** |
| | **Beaumont** | TX | 24,500 | | | | | | | | | **24,500** |
| **10** | **Brunswick** | GA | | | 34,100 | 100 | 22,635 | 45,100 | 25,000 | | | **126,935** |
| | **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 | | 70,650 | 28,999 | | **151,818** |
| | **Fernandina Beach** | FL | 712 | 1,546 | | | | | | | | **2,258** |
| | **Houston** | TX | 27,753 | 36 | 93,003 | 295 | 60 | 33 | 20 | 134 | | **121,277** |
| | **Hopewell** | VA | | | | | | | | 7,201 | | **7,201** |
| **8** | **Jacksonville** | FL | 43,799 | 19,973 | 26,094 | 21,105 | 23,376 | 85,692 | 561 | 5,826 | 6,942 | **233,368** |
| | **Lake Charles** | LA | 5,630 | 4,902 | | | | | | | | **10,532** |
| | **Long Beach** | CA | 7 | 3 | | | | | | 95 | | **81** |
| | **Los Angeles** | CA | | | | 4,795 | 4,166 | | | | | **8,960** |
| | **Miami** | FL | 68 | 10,456 | 61 | 88 | 40 | 133 | 101 | 211 | 29 | **913** |
| **6** | **Mobile** | AL | 16,944 | 37,956 | 37,491 | 14,109 | 22,571 | 37,956 | 55,714 | 30,040 | 4,326 | **311,382** |
| | **Morehead City** | NC | 5,000 | | | | 6,049 | | | | | **11,049** |
| **4** | **New Orleans** | LA | 39,331 | 61,155 | 21,360 | 80,648 | 177,348 | 81 | 44,829 | 207,313 | 13,996 | **525,469** |
| | **Newport News** | VA | | | | | | 5,499 | | | | **5,499** |
| | **New York** | NY | 376 | 62 | 58 | 646 | 832 | 144 | 64 | 218 | 58 | **2,446** |
| **3** | **Norfolk** | VA | 83,472 | 94,976 | 85,362 | 54,883 | 43,267 | 95,106 | 74,701 | 85,207 | 7,106 | **595,430** |
| | **Oakland** | CA | | | | 945 | 782 | | | | | **1,727** |
| | **Panama City** | FL | | | | | | | | | | **979** |
| **9** | **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** |
| | **Philadelphia** | PA | | | | | | | 19 | | | **19** |
| | **Port Canaveral** | FL | 29 | | | | | | | | | **29** |
| **5** | **Port Everglades** | FL | 59,866 | 45,046 | 54,328 | 48,046 | 45,022 | 21,053 | 72,649 | 63,556 | 234 | **400,139** |
| | **Savannah** | GA | 3,551 | 836 | 20 | 47 | 121 | 11 | 19 | 34 | 51 | **4,690** |
| | **Seattle** | WA | 145 | 62 | | | | | | | 10 | **217** |
| **1** | **South Louisiana** | LA | 134,920 | 288,869 | 268,565 | 105,050 | 126,617 | 1,961 | 69,318 | 143,861 | | **1,053,299** |
| | **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** |
| | **Total (MT)** | | ***1,093,364*** | ***849,417*** | ***999,998*** | ***663,859*** | ***563,686*** | ***242,259*** | ***432,654*** | ***490,012*** | ***35,452*** | **5,384,553** |

## Speaking Schedule

Mr. John S. Kavulich II, president of the U.S.-Cuba Trade and Economic Council, has accepted an invitation to deliver remarks at the **Baruch College (CUNY) Marxe School of Public and International Affairs** in conjunction with the annual Public Affairs Week on 20 March 2018 in New York City.