

**ECONOMIC EYE ON CUBA©
 12 March 2001 To 18 March 2001**

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U.S. DOLLAR UNCHANGED IN VALUE AGAINST THE PESO- Republic of Cuba government-operated Cajas de Cambio S.A. (CADECA) sold the Convertible Peso, equal to US\$1.00, for 22 Pesos and purchased the U.S. Dollar for 22 Pesos. The official international exchange rate of one Peso to one U.S. Dollar, in effect for more than thirty years, remained unchanged. The government of the Republic of Cuba maintains a fixed exchange rate for its international dealings and a more flexible exchange rate for domestic use. The government of the Republic of Cuba does not fluctuate the value of the Peso for commercial transactions regardless of any fluctuation with the value of the U.S. Dollar or other currencies on the international market. The Peso and the U.S. Dollar circulate freely in the Republic of Cuba.

<i>CADECA Buy</i>	<i>CADECA Sell</i>	<i>From / To</i>
22	22	10 January 2001 to Present
21	22	20 July 2000 to 9 January 2001
21	21	16 April 2000 to 20 July 2000
20	21	27 January 2000 to 15 April 2000
21	21	24 December 1999 to 23 January 2000
21	22	2 October 1999 through 23 December 1999
20	22	13 September 1999 to 1 October 1999
20	20	1 September 1999 to 12 September 1999
20	21	13 August 1999 through 31 August 1999
22	22	16 June 1999 to 12 August 1999
22	21	13 April 1999 through 15 June 1999
21	21	15 March 1999 to 12 April 1999
20	21	4 March 1999 to 14 March 1999
21	21	19 February 1999 to 3 March 1999
21	20	13 January 1999 to 18 February 1999

REPRESENTATIVES NETHERCUTT AND EMERSON TO VISIT CUBA TO SEEK FOOD SALES- Two Members of the United States Congress, The Honorable George Nethercutt (R-Washington, 5th District) and The Honorable Jo Ann Emerson (R-Missouri, 8th District) are scheduled to visit the Republic of Cuba from 10 April 2001 to 13 April 2001 with representatives of the Arlington, Virginia-based USA Rice Federation. Representative Nethercutt

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and Representative Emerson are members of the Subcommittee on Agriculture, Rural Development, FDA, and Related Agencies of the Committee on Appropriations of the United States House of Representatives. The purpose of the visit is to obtain confirmation that the government of the Republic of Cuba will purchase food products from United States-based companies, agricultural products from United States-based companies, and healthcare products from United States-based companies under provisions of the “Trade Sanctions Reform and Export Enhancement Act of 2000” which authorizes A) the continuation of healthcare product direct exports (with certain restrictions) from the United States to the Republic of Cuba B) authorizes agricultural commodity product direct exports and food product direct exports from the United States to Republic of Cuba government-operated entities within the Republic of Cuba and C) continues the authorization (established by Executive Order in January 1999 by The Honorable William J. Clinton, President of the United States of America) of agricultural commodity product direct exports and food product direct exports to non-Republic of Cuba government-operated entities within the Republic of Cuba.

Alimport is responsible for the importation of food products for use by the Republic of Cuba’s 11.2 million citizens. In 2000, Alimport purchased approximately US\$750 million in food products from companies located in Canada, France, Brazil, New Zealand, Argentina, Mexico, Vietnam, and the People’s Republic of China among other countries. Among the products imported were powdered milk, cooking oil, rice, wheat, soy, corn, beans, peas, poultry, and vitamins. Alimport also reported purchasing approximately US\$250 million in food products and fertilizers for use by a) Republic of Cuba government-operated U.S. Dollar retail stores b) Republic of Cuba government-operated companies c) Republic of Cuba-based joint ventures and d) tourism sector.

ETEC S.A. DISABLES ACCESS TO INTERNET DISCOUNT TELEPHONE SITES- The government of the Republic of Cuba has disabled access to Internet sites that provide discounted Internet-based telephone services within the United States, including Dialpad, Net-2 Phone, and Microsoft Network (MSN). Republic of Cuba government-operated Empresa de Telecomunicaciones de Cuba S.A. (ETEC S.A.) was reportedly losing hundreds of thousands of U.S. dollars in revenue as diplomatic missions, Republic of Cuba government-operated companies, non-Republic of Cuba-based companies with operations within the Republic of Cuba, and Republic of Cuba nationals, were able to use the Internet to place telephone calls to the United States using the US\$.10 per minute local usage rate. ETEC S.A. charges US\$3.00 per minute for telephone calls to the United States.

Telecom Italia Sp.A. and ETEC S.A. are shareholders in a joint venture (ETEC S.A.) which is controlled by the Ministry of Information and Communications of the Republic of Cuba. In 2000, ETEC S.A. had a total capital value of US\$1.44 billion. Amsterdam, The Netherlands-based Stet International Netherlands N.V. (a subsidiary of Telecom Italia S.p.A.) has a 29.29% interest in ETEC S.A., valued at US\$422.33 million in 2000.

US\$77.86 MILLION IN TELECOMMUNICATIONS PAYMENTS TO CUBA IN 2000- The Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury in Washington, D.C., approved in US\$77,868,652.00 in payments for 2000 from United States-based telecommunications companies to Republic of Cuba government-operated Empresa de Telecomunicaciones de Cuba S.A. (ETEC S.A.) as its share of the revenues generated from United States-origin telephone calls, which average in cost from approximately US\$.60 per minute to approximately US\$3.00 per minute. The OFAC approved payments of US\$15,202,364.00 in 1999 and US\$86,009,863.00 in 1998. Approximately 135 million minutes worth of telephone calls were placed between the United States and the Republic of Cuba in 1998, with approximately 90% of the telephone calls being placed from the United States to the Republic of Cuba. Direct dial telephone services were re-authorized by the Cuban Democracy Act signed into law by President George H.W. Bush in 1992. Direct dial telephone services

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were implemented in 1994. The United States-based companies providing telephone services are: *New York City, New York-based AT&T Corporation (formerly American Telephone & Telegraph Company; Washington, D.C.-based MCI WorldCom Network Services (formerly MCI International, Inc., IDB WorldCom Services, Inc., and Wiltel, Inc.); Kansas City, Kansas-based Sprint Communications Company, L.P. (formerly Global One, and prior to that, Sprint Incorporated); and San Juan, Puerto-based Telefonica Large Distancia de Puerto Rico, Inc. (TLDI).* ETEC S.A. has not chosen to establish direct dial long distance telephone service agreements with companies other than the existing United States-based telecommunications companies, although other companies have sought agreements with ETEC S.A.

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In February 1999, ETEC S.A. suspended direct dial telephone service agreements with AT&T Corporation and MCI WorldCom Network Services, due to nonpayment of a then US\$19 million in combined payments due from the companies for the last three months of 1998 and which were due to be paid to ETEC S.A. by 31 January 1999. For several weeks, customers within the United States then experienced difficulties with direct dial calls to the Republic of Cuba. However, the United States-based telephone companies then re-routed telephone calls through third countries, and ETEC S.A. continued to receive revenues from the telephone calls, although in some cases less than previously earned. The companies had been withholding payments due to having received writs of garnishment pending appeal of a lawsuit seeking to use the funds to collect damages (US\$187.6 million) awarded in 1997 by a United States Federal Court in Miami, Florida, against the government of the Republic of Cuba in conjunction with a lawsuit commenced by relatives of three individuals subject to United States law of Cuban descent who were killed as a result of a shoot down by aircraft operated by pilots under the direction of the Revolutionary Armed Forces of the Republic of Cuba in February 1996. ETEC S.A. said agreements with Sprint Communications Company, L.P., and TLDI were not suspended as they maintained their payments. Sprint Communications Company, L.P., is the provider of the Republic of Cuba's Internet connections with other countries, and TLDI does limited Republic of Cuba transactions. In August 1999, the United States Court of Appeals in Atlanta, Georgia, overruled the United States Federal Court in Miami, Florida. In March 2000, the payments were then re-authorized and ETEC S.A. re-established the 1,022 direct dial circuits. However, in December 2000, ETEC S.A. suspended once again direct dial telephone service agreements with AT&T Corporation, MCI WorldCom Network Services, Sprint Communications Company, L.P., and TLDI when the government of the United States, as a result of an Act of Congress, was ordered to release US\$93 million in previously frozen telecommunications funds (not those relating to 1998, 1999, or 2000) held at the request of the government of the United States by New York, New York-based Chase Manhattan Bank (a subsidiary of New York, New York-based **J.P. Morgan Chase & Co.**, 2000 assets exceeded US\$500 billion). The US\$93 million was used to pay a portion of the US\$187.6 million in damages awarded in 1997 by a United States Federal Court in Miami, Florida.

SUCHEL S.A. REPORTS 2000 REVENUES FROM PERSONAL CARE PRODUCTS- Republic of Cuba government-operated Suchel S.A., a personal care product (perfume, cosmetics, cleaning, laundry, hygiene, etc.) company under the auspice of the Ministry of Light Industry of the Republic of Cuba, reported 2000 gross revenues of approximately US\$80 million and 40 million Pesos, compared to 1999 gross revenues of US\$70 million and 30 million Pesos.

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Suchel S.A. accounts for approximately 90% of personal care products sold by Republic of Cuba government-operated U.S. Dollar retail stores.

Suchel S.A. has fourteen subsidiaries, including two joint ventures, two economic associations, and an unspecified number of cooperation agreements with non-Republic of Cuba companies.
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Suchel S.A. reported that 90% (approximately US\$72 million) of its 2000 U.S. Dollar gross revenues were from sales of products to Republic of Cuba government-operated U.S. Dollar retail stores, approximately 10% (approximately US\$8 million) of its 2000 U.S. Dollar gross revenues were from sales of products to tourism-related Republic of Cuba government-operated companies, and the remaining unspecified percentage of its 2000 U.S. Dollar gross revenues were from exports. *Suchel S.A. has what most Republic of Cuba-based business representatives of non-Republic of Cuba government-operated companies consider to be one of the most competent management teams of Republic of Cuba nationals assembled thus far within a Republic of Cuba government-operated company.*

<u>Suchel Camacho S.A.</u> (a joint venture between Suchel S.A. and Spain-based M. Camacho S.A.) which produces a combined 55 brands of perfume and cosmetics, reported gross revenues of US\$35 million in 2000. Suchel Camacho S.A. reported that the company plans to increase the number of internationally recognized brands, which are licensed for production within the Republic of Cuba for sale at Republic of Cuba government-operated U.S. Dollar retail stores. In 2000, Spain-based Grupo Puig licensed Puig brand perfumes and cosmetics to Suchel Camacho S.A. for production within in the Republic of Cuba.

<u>Suchel Proquimia S.A.</u> (a joint venture between Suchel S.A. and Catalonia, Spain-based Proquimia) which produces household and commercial cleaning products, including detergents, softeners, degreasers, and disinfectants, reported gross revenues of US\$3.8 million in 2000, compared with gross revenues of US\$1.7 million in 1999. Suchel Proquimia S.A. reported that 80% of gross revenues are from sales of products to the tourism sector.

<u>Suchel-Lever</u> (an economic association with London, United Kingdom-based Unilever International , a subsidiary of London, United Kingdom-based Unilever PLC) which produces cosmetics, personal care, and hygiene products (including Lux brand soap, and Close-Up brand toothpaste and Pepsodent brand toothpaste), reported that gross revenues in 2000 were US\$18 million, compared with gross revenues of US\$14.4 million.

<u>Suchel Tropical</u> , (an economic association with Tel Aviv, Israeli-based Mr. Arie Sharon) which produces cosmetics, personal care, and hygiene products, reported gross revenues of US\$11.8 million in 2000, compared with gross revenues of US\$9.47 million in 1998, and gross revenues of US\$7.94 million in 1997.

Santo Domingo, Dominican Republic-based Laboratorios Noruel signed a co-production agreement and a sales agreement with Suchel S.A. in 2000. The agreement includes training within the Dominican Republic of Republic of Cuba nationals who are hair stylists and the introduction of Laboratorios Noruel's Mulier brand and BPT brand creams (for treatment of the hair of individuals of African decent) and other products for sale in Republic of Cuba government-operated U.S. Dollar retail stores and at Republic of Cuba government-operated beauty salons.

LITHUANIA COMPANY RENEWS ELECTRIC METER PRODUCTION JOINT VENTURE- Republic of Cuba government-operated Empresa de Ingenieria y Proyectos para la Electricidad reported that the company would renew for ten years, Tevem S.A., a joint venture with Vilnius, Lithuania-based Electric Meter Company. Tevem S.A., established in 1990, was one of the first joint ventures within the Republic of Cuba established by a Republic of Cuba government-operated company. Tevem S.A., with a production facility located in Villa Clara Province (270 kilometers east of the city of Havana), assembles Lithuania-produced electric meters for residential and commercial use. Tevem S.A. reported that the company assembled

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170,000 units in 2000. Tevem S.A. assembly facilities are currently being modernized for the purpose of developing export production capacity.

LABORATORIO ENILA OF BRAZIL TO DISTRIBUTE, PRODUCE GENERIC DRUGS FROM CUBA- Rio de Janeiro, Brazil-based Laboratorio Enila (2000 revenues approximately US\$14.8 million) has an agreement with Republic of Cuba government-operated companies that manufacture healthcare products to market (beginning in September 2001) approximately one hundred Republic of Cuba-produced generic medicines used to treat chronic illnesses such as allergies, diabetes, high blood pressure, and cancer. Laboratorio Enila is the exclusive representative of Republic of Cuba-produced pharmaceuticals in Brazil. Since 1996, Laboratorio Enila has reported distributing one million doses annually of Republic of Cuba produced-Meningitis B vaccine and distributing 100,000 doses of Republic of Cuba-produced Hepatitis B vaccine. Laboratorio Enila reported that the generic medicines would be marketed within Brazil during the second half of 2001 at prices 50% to 60% below competing medicines. Laboratorio Enila eventually will manufacture in Brazil many of the approximately one hundred Republic of Cuba-produced generic medicines. *Bilateral trade between the Republic of Cuba and Brazil reportedly increased 30% in 2000, to US\$120 million. However, bilateral trade was also reported as US\$70 million in 1999, which would equate to US\$91 million in bilateral trade in 2000. For 1999, 80% of bilateral trade was exports (food products, bus parts for assembly, and machinery) from Brazil to the Republic of Cuba and 20% was exports (nickel, pharmaceuticals, pesticides, and cigars) from the Republic of Cuba to Brazil.*

Republic of Cuba government-operated Centro de Ingenieria Genetica y Biotecnologia has agreed to provide the technology required to produce interferons within the auspice of a yet-to-be established joint venture with Brasilia, Brazil-based Oswaldo Cruz Foundation.

Republic of Cuba government-operated Laboratorios Biologico-Farmaceuticos (Labiofam) signed a Letter of Intent with the State of Amazon to establish a joint venture to produce insecticides in Brazil.
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Rio de Janeiro, Brazil-based Souza Cruz SA (a subsidiary of London, United Kingdom-based British American Tobacco plc); Santa Catarina, Brazil-based Buscar Onibus S.A. ; and Rio de Janeiro, Brazil-based Braspetro Oil Services Company (a unit of government of Brazil-operated Rio de Janeiro, Brazil-based Petroleo Brasileiro SA, Petrobras) each have commercial activities within the Republic of Cuba. Republic of Cuba government-operated Transcargo S.A. and Sao Paulo, Brazil-based Sulnaz S.A. have a shipping line between the Republic of Cuba and Brazil

Brazil-based sugar companies are considering sugar-related investments within the Republic of Cuba to produce ethanol and energy.

LABIOFAM ESTABLISHES YOGURT PRODUCTION FACILITES- Republic of Cuba government-operated Laboratorios Biologico-Farmaceuticos (Labiofam) has established yogurt production facilities (with equipment from Italy and from Spain) in the city of Havana and in Matanzas Province (100 kilometers east of Havana). The combined value of the two yogurt production facilities is reported to be US\$1.2 million, financed by Republic of Cuba government-operated Banco de Inversiones de Cuba. The combined daily yogurt production of the two facilities is 3,000 liters. The yogurt is being marketed (tourism sector and airlines) in twelve flavors and various sized containers under the brand name *Paraiso Natural Yogurt*.

MOST GENERIC PHARMACEUTICAL PRODUCTION SHIFTED TO MINISTRY OF BASIC INDUSTRY- Union Quimica (a division of the Ministry of Basic Industry of the

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Republic of Cuba) has absorbed the operations of Republic of Cuba government-operated Industria Medico-Farmacéutica Cubana (IMEFA), which was previously a division of the Ministry of Public Health of the Republic of Cuba. IMEFA has twelve operating facilities (with others under construction) reportedly producing more than 900 medications (primarily generic). IMEFA reportedly produces 87% of the Republic of Cuba's domestic requirements for medications (primarily generic). IMEFA has reportedly been gradually increasing the export of generic medications to countries in The Americas and to countries on the African continent. Union Quimica reportedly imports and supplies raw materials for IMEFA, thus the absorption is expected to improve operating efficiencies and increase exports (due to the international marketing experience of the Ministry of Basic Industry of the Republic of Cuba).

The government of the Republic of Cuba has reported that 428 types of medicines were considered in "deficit" (short supply) in 1994. At the end of 2000, approximately 100 medicines were considered in "deficit."

In 1999, H.E. Dr. Carlos Dotres, Minister of Health of the Republic of Cuba, reported that Republic of Cuba government-operated companies would produce 90% of unidentified "essential" medicines required by the country's 11.2 million citizens. In 1999, Minister Dotres reported that Republic of Cuba government-operated companies would increase the production of unidentified "less essential" medicines required by the country's 11.2 million citizens. Republic of Cuba government-operated U.S. Dollar pharmacies (which were originally established for the use of non-Republic of Cuba nationals) had increased restrictions upon Republic of Cuba nationals seeking to purchase products at the pharmacies, regardless of whether the Republic of Cuba nationals possessed U.S. Dollars.

Gross export revenues for all Republic of Cuba government-operated pharmaceutical companies in 2000 reportedly range between US\$100 million to US\$200 million. The government of the Republic of Cuba has used healthcare products as repayment for debt.

IMEFA should not be confused with other Republic of Cuba government-operated pharmaceutical research and development centers, including: el Centro de Genética y Biotecnología, el Centro de Inmunología Molecular, el Instituto Finlay, and el Centro Nacional de Biopreparados. Some Republic of Cuba government-operated pharmaceutical research and development centers operate under the auspices of the Council of State of the Republic of Cuba.

The change in control of IMEFA could result in non-Republic of Cuba-based companies being authorized to participate in the healthcare product manufacturing sector within the Republic of Cuba as the Ministry of Basic Industry of the Republic of Cuba has focused upon the use of non-Republic of Cuba-based companies to develop the energy sector, oil and gas sectors, and nickel sector through the establishment of joint ventures, economic cooperation agreements, management contracts, and other forms of cooperation. H.E. Marcos Portal, Minister of Basic Industry of the Republic of Cuba, is considered one of the most capable members of the Council of Ministers of the Republic of Cuba.

In 1999, the Ministry of Basic Industry of the Republic of Cuba replaced the Ministry of Construction of the Republic of Cuba as manager of cement production within the Republic of Cuba. Shortly thereafter, a joint venture was established with **Madrid, Spain-based Inversiones Ibersuizas, S.A.** (an investment fund manager) to construct a cement production facility (reportedly valued at US\$150 million) in the city of Santiago de Cuba (860 kilometers east of the city of Havana). The cement production facility will produce white cement for export to Caribbean Sea-area countries and to Caribbean Basin-area countries. A second joint venture was established with Inversiones Ibersuizas, S.A. to modernize and then operate the Karl Marx cement plant (the largest within the Republic of Cuba, located in Cienfuegos (250 kilometers southeast of Havana).

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ANTARES REPORTS PROFIT, BUT MERCHANT MARINE FINANCIAL PROBLEMS

CONTINUE- Captain Luis Rodriguez Hernandez, the newly appointed Director of Republic of Cuba government-operated Asociacion de Navieras de Cuba (Antares), the merchant marine division (with several subsidiaries) of the Ministry of Fishing of the Republic of Cuba, reported that 2000 gross revenues were approximately US\$150 million and that there were unspecified gross profits. Captain Rodriguez (a former director of Republic of Cuba government-operated Coral Container Lines S.A.) reported that the financial condition of 80-vessel (approximately one million tons dead weight) Antares remained precarious, a situation confirmed by non-Republic of Cuba-based companies which continue to hold substantial unpaid invoices. He reported that the merchant marine of the Republic of Cuba handles 75% of container shipping to the Republic of Cuba, more than 75% of bulk commodity shipping, and 100% of refrigerated shipping. Captain Rodriguez confirmed that the former director of Antares, Mr. Raul Rodriguez Romay (the brother of H.E. Orlando Rodriguez Romay, Minister of Fishing of the Republic of Cuba), and other employees of Antares, are under investigation for corruption [*See 15 January 2001 to 21 January 2001 issue of the ECONOMIC EYE ON CUBA*].

PRIVATE SECTOR EMPLOYMENT CONTINUES TO DECLINE- The National Tax Office of the Republic of Cuba (NTO) reported that 161,885 Republic of Cuba nationals had filed personal income tax returns (144,696 returns were filed for Peso earnings and 17,189 were filed for U.S. Dollar earnings) by the 1 March deadline, or 98.66% of the 165,673 Republic of Cuba nationals expected to file income tax returns. The NTO reported in March 2000 that 164,344 Republic of Cuba nationals had filed personal income tax returns by the 1 March 2001 deadline, or 98% of the 167,698 Republic of Cuba nationals expected to file income tax returns.

Self-employed Republic of Cuba nationals, and writers and artists who earn income other than their salary from the government of the Republic of Cuba, are required to pay a graduated income tax. More than 100,000 small private farmers pay a separate tax and are not defined as self-employed for tax reporting purposes. Since 1994, the government of the Republic of Cuba has authorized approximately 150 categories of self-employment including seamstress, bicycle repair, hairstylist, pizza maker, and ice cream vendor. Three of the categories resemble small businesses (as they may employ more than one person, although usually relatives): home-based restaurants, home-based cafeterias, and home-based room rentals. The government of the Republic of Cuba legalized self-employment by Republic of Cuba nationals in August 1993 and began taxing and regulating self-employed Republic of Cuba nationals in 1995. The government of the Republic of Cuba has designed regulations and taxes to limit the number of self-employed Republic of Cuba nationals and the visible impact that self-employed Republic of Cuba nationals have upon the economy. The government of the Republic of Cuba has continued to seek limitations, and reductions, on the number of licensed self-employed Republic of Cuba nationals.

From 1995, the number of licensed self-employed Republic of Cuba nationals began to decline from a peak of more than 200,000. Self-employed Republic of Cuba nationals are required to purchase all supplies in Republic of Cuba government-operated U.S. Dollar retail stores, where the mark-up is normally 240% above wholesale cost. Self-employed Republic of Cuba nationals are authorized only to deduct 10% of gross revenues as cost of goods sold before calculating personal income tax.

The Ministry of Labor and Social Security of the Republic of Cuba conducted a reported 300,000 inspections during the period January 2000 through June 2000 of self-employed Republic of Cuba nationals, including 12,478 inspections in conjunction with the Ministry of the Interior of the Republic of Cuba and the NTO. The 300,000 reported inspections resulted in **1)** the revocation of 738 licenses **2)** equipment and/or products confiscated from 3,168 individuals and **3)** 13,500 fines totaling a combined 11.482 million Pesos and U.S. Dollars. The Ministry of Labor and Social Security of the Republic of Cuba reported that most of the illegalities in the self-employed sector are **a)** working without a license **b)** providing false information to inspectors and **c)** utilizing food products not purchased at Republic of Cuba government-operated U.S. Dollar retail stores.

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In August 2000, H.E. Alfredo Morales Cartaya, Minister of Labor and Social Security of the Republic of Cuba, requested more stringent laws government self-employment of Republic of Cuba nationals and requested a coordinated effort by the Ministry of the Interior of the Republic of Cuba, the NTO, the Ministry of Finance of the Republic of Cuba, and other Republic of Cuba government-operated commercial entities and political entities against what he termed *“the illegal activities of many self-employed Republic of Cuba nationals.”*

The government of the Republic of Cuba has reportedly discontinued the issuance of licenses to operate home-based family-operated restaurants (limited to twelve seats) and is considering measures against Republic of Cuba nationals who are licensed to rent rooms in their homes to tourists (particularly in the city of Havana) as they are increasingly obtaining business at the expense of Republic of Cuba government-owned and Republic of Cuba government-operated hotels, and Republic of Cuba government-owned hotels managed by non-Republic of Cuba-based companies.

Updated Speaking Schedule

Mr. John S. Kavulich II, President of the U.S.-Cuba Trade and Economic Council, has accepted an invitation from **Haverford College** in Haverford, Pennsylvania, to participate in a panel discussion from 10:00 a.m. to 11:30 a.m. on Monday, 9 April 2001. The panel discussion will be held in Suite 510 at 1211 Connecticut Avenue, N.W., Washington, D.C. The focus of the panel discussion is *“An Evaluation of Current U.S. Policy Toward Cuba: Has It Been Successful?”* For additional information, please contact Mr. Eric Jacobstein at telephone (610) 795-6669 or e-mail: ejacobst@haverford.edu

Mr. John S. Kavulich II, President of the U.S.-Cuba Trade and Economic Council, has accepted a jointly issued invitation from the Stamford, Connecticut-based **The World Affairs Forum** and the Stamford, Connecticut-based **Chamber of Commerce of Stamford**, to deliver a presentation beginning at 8:00 a.m. and concluding at 9:30 a.m. on Thursday, 26 April 2001. Location to be announced. The topic of the presentation will be *“Cuba: What United States Companies Can Do Today, What United States Companies Are Doing.”* For additional information, please contact Ms. Eileen Murphy at telephone (203) 356-0340; facsimile (203) 348-7130; e-mail: info@worldaffairsforum.com; and Internet <http://www.worldaffairsforum.org>

Mr. John S. Kavulich II, President of the U.S.-Cuba Trade and Economic Council, has accepted an invitation from the **3rd Annual Caribbean Gaming & Tourism Conference** at the Caribe Hilton Hotel in San Juan, Puerto Rico, from 12 June 2001 to 14 June 2001 to deliver the Opening General Session presentation. The subject will be *“Where Cuba Is Now, The Strides Cuba Has Made During The Last Five Years, And Where Cuba May Be Five Years From Now.”* For additional information, please contact Mr. Bruce R. Smith, Westville Enterprises, Inc., at telephone (914) 337-1246; facsimile (914) 337-1147; e-mail: bsmith7823@aol.com; and Internet: <http://www.caribbeangaming.net>

Mr. John S. Kavulich II, President of the U.S.-Cuba Trade and Economic Council, has accepted an invitation from Decatur, Illinois-based **Decatur Sister Cities Committee** to deliver a presentation at the 2002 Illinois State Sister Cities Convention on 13 April 2002. For additional information, please contact Mr. Bruce Nims at telephone (217) 877-5177; facsimile (217) 877-5732; and e-mail: bnims@nims.net

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