

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

New York, New York

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**Two Years Later.... What Did New York State Companies Get For Governor Cuomo's Estimated US\$150,000.00+ 27-Hour Visit To Cuba?**

**Was a US\$10,000.000 "Advance" Trip Necessary If A Consultant Was Paid US\$25,000.00?**

**What's Happened- Where's The Yogurt And Milk And Healthcare Products?**

**Why No Representatives From PANYNJ, NYSDAM?**

**Governor Staff To Company Ratio Was More Than 2:1**

**Why Has He Ignored Financial Institutions?**

Two years (730 days) ago, The Honorable Andrew Cuomo (D), Governor of the State of New York, embarked on a twenty-seven (27) hour quixotic journey to the Republic of Cuba with a foundation anchored far more upon his focus to be the "*first*" governor to visit the archipelago since the 17 December 2014 statements by President Barack Obama and President Raul Castro than by his role as the Chief Marketing Officer (CMO) of the State of New York.

To date, there have been no published reports of exports of products to the Republic of Cuba from the seven (7) companies participating in the 20 April 2015 to 21 April 2015 visit.

The Governor and his staff have embraced the "*planting seeds*" analogy... There are few seeds that do not create something within two years.

The planning process and follow-up to the April 2015 visit was the third-least transparent of the twenty (20) governors who visited the Republic of Cuba since 1999. The visits by West Virginia Governor Earl Ray Tomblin and Mississippi Governor Phil Bryant were the least transparent.

Name	Date(s)
George Ryan (R- Illinois)	1999/2002
Jesse Ventura (I- Minnesota)	2002
John Hoeven (R- Nebraska)	2002
David Heineman (R- Nebraska)	2005/2006/2007
Kathleen Blanco (D- Louisiana)	2005
John Balducci (D- Maine)	2005
Butch Otter (R- Idaho)	2007
Mike Beebe (D- Arkansas)	2009
Bill Richardson (D- New Mexico)	2009/2010
Sonny Perdue (R- Georgia)	2010
Jay Nixon (D- Missouri) replaced by wife, Georganne Nixon	2015
<b>Andrew Cuomo (D- New York)</b>	<b>2015</b>
Asa Hutchinson (R- Arkansas)	2015
Greg Abbott (R- Texas)	2015
Terry McAuliffe (D- Virginia)	2016
Jay Nixon (D- Missouri)	2016
Lt. Governor Brad Owen (D- Washington)	2016
John Bel Edwards (D- Louisiana)	2016
Earl Ray Tomblin (D- West Virginia)	2016
John Hickenlooper (D- Colorado)	2017
Phil Bryant (R- Mississippi)	2017

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

What the Governor shared with media in January 2015 about the focus for his visit to the Republic of Cuba was different than the anticipated result from the April 2015 visit to the Republic of Cuba.

The Governor used a 150-passenger Airbus A-320 aircraft operated by New York-based JetBlue Airways Corporation for a group (including eighteen journalists) comprising approximately sixty (60) passengers. JetBlue Airways Corporation has not reported if (how) the aircraft was chartered by a third-party and if any discount (or contribution) was provided.



The Governor traveled with representatives of seven New York-based companies and fifteen (15) members of his staff- seven (7) of whom had a focus upon relations with the media. He was accompanied by five (5) representatives of the New York State Legislature. Some delegation members had made campaign contributions to Governor Cuomo.

The Governor did not stay at a hotel, he stayed at the residence of the Chief of the United States Interests Section; New York State taxpayers saved on his hotel expense, but what the Governor sacrificed in distance and convenience to his staff and the delegation, he received what he desired: looking presidential, conveying that his visit was different from those governors who preceded him. That decision would be prescient- his delegation received far less that most of those governors who stayed at a hotel.

The New York-based Empire State Development Corporation (ESDC) retained a Washington DC-political organization with a longstanding ideologically and highly-dependent symbiotic relationship with the government of the Republic of Cuba. The organization was paid US\$25,000.00 to coordinate the visit by the Governor to the Republic of Cuba. Given the resources of the ESDC, using taxpayer funds in this manner was never required; there was never a necessity to make such a payment to an outside vendor. According to its contract with the ESDC, whose president and chief executive officer is Mr. Howard Zemsky, an after-action report was required. This seven-page report was only made available through the filing of a Freedom of Information Law (FOIL) request:

*“Within 14 days of completion of trade mission, submit a report detailing the mission’s events and meetings, the outcome of these meetings, and assesses logistical issues involved in follow-up activities and advance the mission’s goals of generating increased trade, foreign direct investment, and job creation in New York.”*

According to the consultant’s report: *“every sector represented in the delegation returned to New York State either with a signed agreement or with meaningful understandings reached with Cuban counterparts that may lead to next steps.”*

According to the consultant’s report: The visit produced *“exceptional results”* because *“of the superior planning, choice of participants, and execution by the New York State team.”*

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

Governor Cuomo was not the first governor to have a visit scheduled to the Republic of Cuba since 17 December 1914. He was the second.

The Honorable Jay Nixon (D), Governor of the State of Missouri, was scheduled to visit from 1 March 2015 to 4 March 2015, but due to the death (suicide) of The Honorable Tom Schweich, Missouri State Auditor, the ninety-five (95) member delegation was led by Mrs. Georganne Nixon.

### The Bilateral Relationship In April 2015

The U.S. flag was not flown outside the U.S. Interests Section in Havana on 20 April 2015. On 20 July 2015, the U.S. Interests Section in Havana was re-designated as U.S. Embassy Havana. The Honorable John Kerry, United States Secretary of State, traveled to the city of Havana for the ceremonial opening on 14 August 2015, at which time the United States flag was raised on Embassy grounds.

<b>29 May 2015</b>
Republic of Cuba removed from list of State Sponsors of Terrorism
<b>20 July 2015</b>
United States and the Republic of Cuba formally re-establish diplomatic relations His Excellency Bruno Rodriguez, Minister of Foreign Affairs of the Republic of Cuba, presides at the official reopening (and flag raising) of the Embassy of the Republic of Cuba in Washington, DC.
<b>15 August 2015</b>
The Honorable John Kerry, United States Secretary of State, presides at official reopening of the United States Embassy in Havana, Republic of Cuba.

Governor Cuomo would likely have gained greater value for New York-based companies had he waited forty-days (40) for the removal of the Republic of Cuba from the Sanctions List (May 2015), then waited a further ninety-days (90) past the re-establishment of formal diplomatic relations for the for the flag-raising on 14 August 2015.

*If Governor Cuomo had waited, he could have been the first governor to enter the United States Embassy in Havana in more than fifty (50) years. That's a deserving newspaper front page image.*

Upon completion of the May 2015 through August 2015 events, the government of the Republic of Cuba would have encountered fewer sector-specific impediments to implement agreements with New York-based companies (entities); and the governor would have been a more forceful advocate on behalf of a larger delegation of New York State-based companies (entities) brought together through a more inclusive and expressive process.

### The Media Lead-Up To April 2015

Instructive to review the following article from Politico published on 18 January 2015, within which Governor Cuomo focused his comments on agricultural export opportunities for products from New York State.

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

### Cuomo: Cuba visit will prompt 'agricultural exchange'

By JIMMY VIELKIND

18 January 2015

ALBANY—Governor Andrew Cuomo confirmed he will lead a trade mission to Cuba later this year, saying he'd like to develop “*agricultural exchange*” with the Communist island as the federal government removes economic restrictions first imposed in the 1960s.

*“We think Cuba would be an available market and I think it's advantageous to be one of the first states to get there, to introduce yourself ... and I want to take advantage of it,”* Cuomo, a Democrat starting his second term, told reporters on Sunday. *“There's a lot of possible agricultural exchange. Again, Upstate New York is one of the markets that we'll try to develop. But, any of New York's main products, I think, has a possible market in Cuba. Whoever gets their first is ahead of the curve, and I want to be ahead of the curve.”*

Cuomo said last year that his second term will include several overseas trade missions, including trips to Israel, Italy, China, Mexico and Canada. He added Cuba to the list this weekend, the Wall Street Journal first reported on Saturday. Cuomo has said he believes such international marketing is “*essential*.”

When Governor Cuomo announced his plan to visit the Republic of Cuba, the commercial landscape was as follows: As of April 2015, approximately **US\$4.93 billion** (which has increased to more than US\$5.3 billion thus far in 2017) in food products and agricultural commodities had been exported from the United States to the Republic of Cuba since December 2001 under provisions of the Trade Sanctions Reform and Export Enhancement Act (TSREEA) of 2000. As of April 2015, approximately US\$6 million (which has increased to more than US\$19 million thus far in 2017) in healthcare products (medical equipment, medical instruments, medical supplies, pharmaceuticals) had been exported from the United States to the Republic of Cuba since October 1992 under provisions of the Cuban Democracy Act (CDA) of 1992.

Despite the millions of metric tons and billions of dollars from the export of agricultural commodities and food products from the United States to the Republic of Cuba since 2001, Governor Cuomo neither included a representative of the **New York State Department of Agriculture & Markets** nor a representative of the **New York Farm Bureau**. He included two companies that produce agricultural products (yogurt and dairy). A small quantity of apples and wine were exported from New York State to the Republic of Cuba before 2010. Approximately 23% of New York State land is used as farmland.

United States-based companies have exported powdered milk by the Republic of Cuba: 2008 (US\$12,304,622.00) and in 2006 (US\$12,568,170.00) and in 2005 (US\$29,584,712.00) and 2004 (US\$25,691,962.00). There have been no reported exports of yogurt, which the Republic of Cuba generally imports from France and Spain for use in hotels and for retail sales and produces within the country.

New York State is the one of the largest producers and exporters of food products and agricultural commodities in the United States- apples, meat, cherries, soybeans, strawberries, grapes, corn, cabbage, maple syrup, dairy and banded products including Cheerios and Milk Bones in Western New York.

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

Rather than New York State promotional items (US\$6,025.00), he should have brought along samples of Anchor Bar chicken wing sauce, Rao's tomato sauce, canned goods from Sylvia's, Weber's Mustard, wine, apples, and Mentholatum products among others... It's not as though the A-320 aircraft was too heavy with company representatives.

### What He Could (Should) Have Done (Do)

H.E. General Raul Castro, President of the Republic of Cuba, did not choose to meet with Governor Cuomo during the April 2015 visit to the Republic of Cuba.

However, President Castro did meet for one hour with Governor Cuomo and members of his staff and members of the ESDC staff in **September 2015** in New York City. This meeting was not on the public calendar of the Governor. There was no public effort by the Governor to include in that meeting or obtain a separate meeting for representatives of New York-based companies. But, the Governor did release an image of him with President Castro. Priorities.



Governor Cuomo, as a self-styled and self-promoted practitioner of the art of political and commercial persuasiveness, has chosen not to pursue what would have been and remain **two** (2) of the most significant benefits to United States companies (specifically those financial institutions located in New York State) who have (or will have) an interest in the Republic of Cuba marketplace.

**First**, there is no record of the Governor seeking to influence the Obama Administration or the Trump Administration to authorize Direct Correspondent Banking Agreements for United States financial institutions with Republic of Cuba-based financial institutions. As a result, more than **US\$180 million** in fees have been financial institutions domiciled in other countries, including Panama, France, Spain and Canada.

The Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury has refused to authorize by general license Republic of Cuba-based financial institutions to have correspondent accounts with United States-based financial institutions. The OFAC does authorize by general license United States-based financial institutions to have accounts with Republic of Cuba-based financial institutions. So, 50% of the problem has been resolved.

The purpose of the needed regulatory change by the OFAC is to further the efficiency of the commercial payment process for exports (agricultural commodities, food products, healthcare products, etc.) to the Republic of Cuba and imports (coffee and charcoal thus far) from the Republic of Cuba; for the transfer of funds for individuals to family and friends; and related to travel by companies and individuals subject to United States jurisdiction- credit/debit card issuers, air carriers, travel agents, tour operators, hotel management companies, cruise ship operators, and air cargo services among others.

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

**Second**, there is no record of the Governor seeking to influence the Obama Administration, Trump Administration or any of the three (3) largest New York-based financial institutions to authorize the use of branded credit cards and charge cards to be valid for use in the Republic of Cuba.

On 23 January 2015, Purchase, New York-based Mastercard Worldwide announced that it would remove the block on Republic of Cuba transactions as of 1 March 2015. New York-based **American Express Company**, New York-based **Citigroup Inc.** and New York-based **JPMorgan Chase & Co.** have not removed the block on their products (credit cards, debit cards and charge cards) for use in the Republic of Cuba. If they did, other financial institutions would follow, specifically San Francisco, California-based Visa Inc., Charlotte, North Carolina-based Bank of America, and Richmond, Virginia-based Capital One Financial Corporation.

The government of the Republic of Cuba included the Vice President of the Central Bank of the Republic of Cuba in meetings- but there was no representative of a New York-based financial institution participating in the delegation.

According to the paid consultant's report, the *"team accommodated a Cuban request that the delegation visit the Port of Mariel, the largest infrastructure project since the Cuban revolution government of the Republic of Cuba."*

The Port of Mariel is the destination for most United States exports to the Republic of Cuba. However, there was no representative from the **Port Authority of New York and New Jersey** (PANYNJ) in the delegation.

According to the consultant's report, New York State *"ran a rigorous industry analysis and selection process to select industry leaders for the delegation."* The report continued: *"The agreements reached by trade delegation members offer the prospect of increasing New York State jobs and increasing revenues for the companies and institutions that concluded agreements with the Government of Cuba and its entities."*

### **What Have The Delegation Members Reported**

#### Commercial

**Cayuga Milk Ingredients**, despite numerous efforts to follow-up directly with Republic of Cuba government-operated entities and to obtain assistance from Governor Cuomo, has received neither replies nor orders for product.

**Chobani Greek Yogurt** reports no exports to the Republic of Cuba.

**Pfizer** reports no exports to the Republic of Cuba.

**Regeneron** reports no exports to the Republic of Cuba.

**Infor** reported in 2015 having three information technology agreements to *"sell the company's health-care software to a company in Cuba. The Cuban company also will help sell Infor's software to Latin American countries and help train students at a local university."* No further information has since been published.

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

**MasterCard** has authorized its branded products to be used in the Republic of Cuba since 1 March 2015 and three (3) United States-based financial institutions have authorization from the government of the Republic of Cuba for their Mastercard products to be accepted for use: Florida-based **Stonegate Bank**, Puerto Rico-based **Banco Popular de Puerto Rico** and Florida-based **Natbank**. The use of credit cards was authorized by the OFAC prior to 20 April 2015.

**JetBlue Airways** operates regularly-scheduled service from the United States the Republic of Cuba. The company chartered its aircraft to third parties since 2011 prior to direct operations which commenced in the third quarter of 2016.

**Plattsburgh-North Country Chamber of Commerce** reports no activity with the Republic of Cuba.

**Plattsburgh International Airport** reports no activity with the Republic of Cuba.

### Non-Commercial

**Roswell Park Cancer Institute**, although a non-profit entity which receives support from the United States government, New York State taxpayers, companies and individuals, it has an agreement to research, test and market (including the establishment of a joint venture) cancer treatment-related products. Clinical trials have commenced. Roswell Park Cancer Institute had a longstanding relationship with Republic of Cuba government-operated entities, predating participation in the April 2015 visit.

Governor Cuomo was neither responsible for the relationship between Roswell Park Cancer Institute nor its licenses from the OFAC and Bureau of Industry and Security (BIS) of the United States Department of Commerce as officials of the Obama Administration confirmed they were predisposed to approve most healthcare-related proposals. Roswell Park Cancer Institute retained the politically-connected (and expensive) Washington, DC-based law firm of Akin Gump Strauss Hauer & Feld LLP. Governor Cuomo's staff did assist to the staff of Roswell Park Cancer Institute.

The Governor's staff have proffered that due to the significance of the potential result from the efforts by Roswell Park Cancer Institute, the Governor believes his visit a success even if only Roswell Park Cancer Institute is successful because he will have been a (they prefer "*the*") ("*principal*") ("*leadership*") component of a product for the national public good. That's typical political adhesive connectivity- plausible, but not accurate; and probably useful enough for a sound-bite.

**NY Genome Center** reports no activity with the Republic of Cuba.

### **Those Left Behind**

There were New York-based companies that wanted to participate, but were discouraged by the ESDC and were refused; the selection process was secretive and unnecessarily exclusionary.

One publicly-held New York-based company (market capitalization exceeded US\$2 billion; operating in more than 150 countries) requested to participate in the April 2015 delegation to the

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

Republic of Cuba, but was excluded by ESDC staff. Since returning from the Republic of Cuba, ESDC staff advised the company to retain a paid consultant.

ESDC staff have shared that the government of the Republic of Cuba desired a “*small*” commercial delegation. If that is true, then why use such a fuel inefficient, environmentally inefficient, and cost inefficient means to travel to the Republic of Cuba? A 150-seat aircraft for sixty (60) passengers? And, why acquiesce to a request that was not in the interests of New York-based companies? Wouldn't it have been then prudent to await a moment when a larger delegation would be acceptable?

And, even if “*small*” was requested, why include companies that were unlikely to have reasonable opportunities for exporting products to the Republic of Cuba and have those companies that were included have multiple representatives rather than one representative from each company? By offering one representative per company, the Governor would have likely persuaded the government of the Republic of Cuba that more companies should be represented.

### **Since The Visit**

In March 2016, a representative of the ESDC, which coordinated the visit, reported on 17 March 2016 that the entity was engaged in active follow-up outreach to New York-based companies and that New York-based companies were aware of the active outreach. However, the ESDC did not have any information about this active outreach on its Internet site and refused to provide information as to the process for obtaining information and guidance and the means used by ESDC to market its outreach.

In March 2016, when an individual attempted to speak with Mr. Howard Zemsky, after his remarks about the Republic of Cuba to a conference audience in New York City, five members of his staff surrounded him, escorted him from the premises, and prevented any communication. Mr. Zemsky made no effort to engage.

The Governor has required requests for information be made under provisions of the FOIL; and repeatedly delayed providing information- in some instances for almost one year. Some information continues to be withheld.

### **The Planning**

Governor Cuomo directed more resources (human and financial) towards preparation of the April 2015 visit than any of the governors who visited the Republic of Cuba since 1999, resulting in the highest expenditure of taxpayer funds for one night in the city of Havana, Republic of Cuba.

The process was the second-least transparent of any of the governors who visited the Republic of Cuba since 1999.

There remains clever semantics that the Governor and Mr. Zemsky continue to include in their narratives: That Governor Cuomo was the first governor to visit the Republic of Cuba since the 17 December 2014 announcement by President Obama. The statement is correct, but is not complete.

Governor Jay Nixon (D- Missouri) was scheduled to visit the Republic of Cuba in March 2015, but due to a death of State Auditor Tom Schweich, his wife, Georganne, traveled in his place with



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

a group of ninety-five (95) where not all were Missouri-based. Mrs. Nixon's expenses were paid for by a non-profit organization; no taxpayer funds were reported used for the visit. Had there not been a death, Governor Cuomo would have been the second governor to visit the Republic of Cuba since the 17 December 2014 announcement by President Obama. Governor Cuomo was the first in 2015 to travel to the Republic of Cuba using state taxpayer funds and with a state-specific delegation.

The Governor released limited information relating to the visit to the Republic of Cuba. Upon return from the Republic of Cuba, Mr. Howard Zensky was asked about the cost of the visit; he replied to a journalist that he did not know. A FOIL request was required to obtain information including the names of the Executive Branch Staff.

### **The Costs**

On 17 June 2015, the estimated expenditures for the visit by Governor Cuomo to the Republic of Cuba was more than US\$116,000.00. Since that time, additional information became available through FOIL requests. The estimated expenditures are more than US\$150,000.00.

The taxpayers of New York State funded a US\$9,572.00 "*Advance Trip (31 March 2015 to 3 April 2015)*" to the Republic of Cuba by three (3) representatives of the Governor- US\$4,260.00 for Air Travel; US\$1,980.00 for Lodging & Conference; US\$1,200.00 for Additional Meals & Incidentals; US\$954.00 for Ground Transportation; and US\$1,178.00 for Telephone & Internet in Cuba.

The taxpayers of New York State funded US\$73,441.00 for seventeen (17), including Governor Cuomo (who stayed one night at the residence of the Chief of the United States Interests Section) and Executive Branch Staff. US\$35,055.00 for Air Travel; US\$17,781.00 for Lodging & Conference Rooms (meals, ground transportation, translation services, and logistical support expenses); US\$7,634.00 for Additional Meals & Incidentals; US\$4,784.00 for Ground Transportation; US\$2,162.00 for Telephone & Internet in Cuba; and US\$6,025.00 For Office Supplies & NYS Promotional Items (reportedly these did not include bobbleheads).

Two representatives of the New York State-taxpayer-funded State University of New York (SUNY) participated at an estimated cost of US\$8,988.00.

Some members (and staff) of the New York State Senate who accompanied Governor Cuomo to the Republic of Cuba have not disclosed the source(s) of funds used to make payment for the visit.

The number of representatives from the New York State Police to visit the Republic of Cuba in advance of and during the visit by Governor Cuomo has not been disclosed; reportedly five (5) at an estimated total cost of US\$22,470.00.

The number of visits by representatives of New York State to Washington, DC, for meetings relating to the visit to the Republic of Cuba has not been disclosed.

The hours directed by representatives of Governor Cuomo towards the planning and execution and follow-up for the visit the Republic of Cuba has not been disclosed; estimates are up to 250 hours at an estimate of US\$40.87 per hour, for US\$10,217.50.00.

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

## **Governor Cuomo's Delegation**

### *Executive Branch Staff*

Governor Andrew Cuomo  
Howard Zemsky- President & CEO of ESD  
Aaron Kaplowitz- Director of Global NY at ESD  
John Howard- Director of Operations  
Gareth Rhodes- Deputy Press Secretary  
Melissa DeRosa- Director of Communications  
Rick Cotton- Special Counselor for Interagency Initiatives  
Joe Percoco- Executive Deputy Secretary  
Rich Azzopardi- Senior Deputy Communications Director  
Frank Sobrino- Deputy Director of Communications for New York City  
Alexander Cochran- Special Counsel to the Governor for Federal Affairs  
Daniel Barry- Photographer/Videographer  
Mayra Linares- Special Assistant for Community Affairs  
Antonio Rodriguez- Economic Development Program Specialist  
Steve Cannon- Director of Special Events  
New York State Police- (reportedly five)

Speaker of the New York State Assembly Carl E. Heastie  
New York State Senator Jeff Klein  
New York State Senator Andrea Stewart-Cousins  
Jevonni Brooks (Chief of Staff to Mr. Heastie)  
Michael Whyland (Communications Director for Mr. Heastie)

Nancy Zimpher (Chancellor- SUNY)

Jose Buscaglia-Salgado, Program Director for Caribbean, Latin American, and Latino Studies at SUNY at Buffalo

### *Air Travel:*

Robin Hayes- CEO, JetBlue  
James G. Hnat- EVP General Counsel & Governmental Affairs, JetBlue  
Garry Douglas- Pres/CEO, Plattsburgh-North Country Chamber of Commerce, (Plattsburgh International Airport)

### *Biotechnology / Health / Pharmaceutical:*

Dr. Leonard Schleifer- CEO, Regeneron  
Dr. Freda C. Lewis-Hall- Chief Medical Officer & EVP, Pfizer  
Sam Gonzalez- Director of Operations, Pfizer

Dr. Candace Johnson- CEO, Roswell Park Cancer Institute  
Dr. Kelvin Lee MD- Chair, Department of Immunology, Roswell Park Cancer Institute  
Dr. Robert Darnell- CEO, NY Genome Center  
Carol Ashe- Chief Business Officer, NY Genome Center

### *Financial Services:*

Walt Macnee- Vice Chairman, MasterCard Worldwide  
Jeff Wilson- President, GeoCentral Division, Latin American and Caribbean, MasterCard  
Ryan Erenhouse- Communications Vice President, MasterCard Worldwide

### *Agriculture:*

Hamdi Ulukaya- CEO, Chobani  
Marsha Welcher- Executive Assistant to the CEO, Chobani  
Kevin Ellis, CEO- Cayuga Milk Ingredients

### *Information Technology:*

Charles Phillips- CEO, Infor  
Steve Fanning- VP Healthcare Industry Strategy, Infor

### *Media:*

David Alter, WABC  
Juan M. Benitez, Noticias  
Glenn Blain, NY Daily News  
Dan Bowens, Fox 5 NYC  
Susanne Craig, NY Times  
Zachary Fink, NY1  
Alan Gomez, USA Today  
Freeman Klopott, Bloomberg

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Marcia Kramer, WCBS  
Jon Lentz, City and State  
Joseph Mauceri, PIX  
Luis Alejandro Medina, Telemundo  
Erica Orden, Wall Street Journal  
Yancey Roy, Newsday  
Melissa Russo, NBC 4 NYC  
Jorge Viera, Univision  
James Vielkind, Capital NY  
Joseph Torres, WABC

<b>Participants</b>	<b>Andrew Cuomo (D- New York) April 2015</b>	<b>Asa Hutchinson (R- Arkansas) September 2015</b>	<b>Greg Abbott (R- Texas) November 2015</b>	<b>Terry McAuliffe (R- Virginia) January 2016</b>
State GSP Ranking	3	34	2	12
Duration (Nights)	1	2	2	3
Aircraft Used For Visit	Airbus-320 Charter	Miami Charter	Boeing 737	Beechcraft King Air 350/Miami Charter
Personal	1	1	2 (wife)	2 (wife)
Executive Staff	16	2	13	2
State Agency Staff	2	4	2	6
Legislature Elected Officials	3	0	0	0
Legislature Elected Officials Staff	2	0	0	0
Educational Institution Staff	2	2	0	3
Airport Authority	1	0	2	0
Port Authority	0	0	5 (four ports)	1
Paid Organizing Consultant	1 (US\$25,000.00)	No	1 (US\$5,000.00)	1 (Not Yet Disclosed)
Private Sector	13 (seven companies)	24 (thirteen companies)	3 (two companies)	seven companies
Media	18	DND	1 (newspaper pool)	2
Healthcare (non-profit)	4 (two organizations)	1	0	0
Cost	US\$150,000+ (est)	US\$30,000.00 (est)	US\$55,000.00 (est)	US\$60,000.00 (est)
Export Agreements Confirmed	0	0	0	TBD

<b>Private and Public Sector Entities Accompanying Governors To The Republic Of Cuba</b>			
<b>Andrew Cuomo (D- New York)</b>	<b>Asa Hutchinson (R- Arkansas)</b>	<b>Greg Abbott (R- Texas)</b>	<b>Terry McAuliffe (D- Virginia)</b>
Cayuga Milk Ingredients Chobani Empire State Development Corporation Infor JetBlue MasterCard Worldwide NY Genome Center Pfizer Plattsburgh International Airport Regeneron Roswell Park Cancer Institute State University of New York (SUNY)	Arkansas Department of Agriculture Arkansas Economic Development Commission Arkansas Farm Bureau Arkansas World Trade Center ATA International Bio-Tech Pharmacal, Inc. CJRW ETW Enterprises, Inc. Hanna's Candle Company Hunt Ventures In Good Spirits (McDonald's franchisee) Keith Smith Company Mannco Fertilizer New Road Ventures Riceland Foods, Inc. Safe Foods Corporation Simmons Foods The Winrock Group University of Arkansas System	AWSCI LLC Houston Airport System Port of Beaumont Port of Corpus Christi Port of Houston Texas Economic Development Corporation, Inc. Vaughn Farms, Inc.	Department of Agriculture and Consumer Services Department of Agriculture and Forestry Department of Health and Human Services Department of Technology Forever Oceans Mountain Lumber Company Onduline North America, Inc. Perdue Agribusiness Smithfield Foods T. Parker Host Virginia Commonwealth University Virginia Economic Development Partnership

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

<b>Andrew Cuomo (D- New York)</b>	<b>Asa Hutchinson (R- Arkansas)</b>	<b>Greg Abbott (R- Texas)</b>	<b>Terry McAuliffe (D- Virginia)</b>
	University of Arkansas System Division of Agriculture West Fraser Winrock Farms Winrock International		Virginia Museum of Fine Arts Virginia Natural Beef Virginia Port Authority
State Entities- 4	State Entities- 3	State Entities- 4	State Entities- 6
Non-Profit Entities- 2	Non-Profit Entities- 2	Non-Profit Entities-	Non-Profit Entities- 2
Companies- 7	Companies- 17	Companies- 2	Companies- 7

<b>Participants</b>	<b>John Bel Edwards (D- Louisiana) October 2016</b>	<b>Earl Ray Tomblin (D- West Virginia) November 2016</b>
State GSP Ranking	24	40
Duration (Nights)	4	3
Aircraft Used For Visit	Charter flight	State King Air, commercial and private charter Miami- Havana
Personal	6 (spouse & 4 security)	2 (spouses)
Executive Staff	5	3 (includes security)
State Agency Staff	13	3
Legislature Elected Officials	1 (former)	0
Legislature Elected Officials Staff	0	0
Educational Institution Staff	3	0
Airport Authority	0	0
Port Authority	10	0
Paid Organizing Consultant	1	1
Private Sector	17	4 (three companies- paid own expenses)
Media	2	0
Healthcare (non-profit)	0	0
Cost	US\$150,134.00	US\$74,000.00
Export Agreements Confirmed	0	0

<b>Private and Public Sector Entities Accompanying Governors To The Republic Of Cuba</b>	
<b>John Bel Edwards (D- Louisiana)</b>	<b>Earl Ray Tomblin (D- West Virginia)</b>
	Industrial Bolting Technologies, Inc. Multicoat Products Pilgrim's Pride West Virginia Dept. of Commerce
State Entities- 7	State Entities- 1
Non-Profit Entities- 2	Non-Profit Entities- 0
Companies- 17	Companies- 3