

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

New York, New York

Telephone (917) 453-6726 • E-mail: council@cubatrade.org

Internet: <http://www.cubatrade.org> • Twitter: @CubaCouncil

Facebook: www.facebook.com/uscubatradeandeconomiccouncil

LinkedIn: www.linkedin.com/company/u-s--cuba-trade-and-economic-council-inc-

What Governors Should Consider For A Visit To The Republic Of Cuba

Be Transparent. Fully-Disclose. Limit Staff. Maximize Business Outreach.

With Embassies operational in Washington, DC, and in Havana, Republic of Cuba, there are two fewer impediments (others remain) that may be used by the government of the Republic of Cuba as reasons for not seeking to commercially engage with United States companies where permitted by United States law and regulations.

If the government of the Republic of Cuba views the new United States initiatives as a means for it to influence the political process in the United States, then likely will be increased purchases of products.

The government of the Republic of Cuba may determine that greater leverage exists from neither creating nor increasing product purchasing levels as a means of encouraging those impacted United States-based parties to seek further regulatory and legislative changes.

Is the Governor traveling as Chief Marketing Officer of the state? As a future candidate for an office where traveling outside of the United States is a means to demonstrate an appreciation of the global political and commercial marketplace? To deflect media attention from a current/future issue? Is there a compelling reason(s) to visit the Republic of Cuba?

Important for staff to have a transparent discussion as to the reason for a visit to the Republic of Cuba. Is the state exporting now; how likely will exports be in one year, two years. If a longer term is expected, wait.

Governors who have traveled to the Republic of Cuba are generally from states that are the source of the agricultural commodities exported to the Republic of Cuba (corn, wheat, soy, rice, poultry, etc.) or have ports that are engaged with exports to the Republic of Cuba.

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
Andrew Cuomo (D- New York)	2015
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

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

John Hickenlooper (D- Colorado)	2017
---------------------------------	------

Expenses and those of the official traveling party should be paid for with funds from the state; if the political calculation for the visit to the Republic of Cuba is the visit should not be paid for with state funds, but should/can be paid with campaign funds or private sector funds, then the visit be delayed until there is a change in those calculations.

When a governor and staff spend considerable time and taxpayer resources marketing a visit to the Republic of Cuba- in advance, during, and upon return, reasonable to expect that all information relating to the visit should be disclosed in a timely manner- without requiring the Freedom of Information Law [or Act] process.

The Honorable Andrew Cuomo (D), Governor of the State of New York, and The Honorable Terence McAuliffe (D), Governor of the Commonwealth of Virginia, used the Freedom of Information Law (FOIL) and the Virginia Freedom of Information Act (VFOIA), respectively, to shield, delay and prevent the disclosure of all financial and operational information relating to their visits to the Republic of Cuba.

Both governors have released information without use of the FOIL/VFOIA process; Governor McAuliffe's staff provided meaningful information, although the staff knew that a VFOIA request would be used if the information was not provided. One year after Governor Cuomo's visit concluded, FOIL requests remained unfulfilled.

Each governor used their respective laws to shield, delay and prevent the disclosure of amounts, sources, and uses of state/commonwealth taxpayer funds and operational information (contracts, etc.) relating to their visits to the Republic of Cuba.

That the governors (and their staffs) know the information should be disclosed, likely will be obtained and disclosed creates an unnecessary adversarial relationship between them and their employers, the taxpayers, and media representatives who seek to publish information.

There is no reason for a state to make a payment to an individual/organization/consultant/company to assist with the preparation and implementation of a visit to the Republic of Cuba. The Ministry of Foreign Affairs of the Republic of Cuba (MINREX), through its representatives in Washington, DC, can and will provide assistance at no cost to the state, as will the Ministry of Foreign Trade of the Republic of Cuba (MINCEX) and the Chamber of Commerce of the Republic of Cuba.

If considered necessary, one or two security officers will suffice. There are no security issues in the Republic of Cuba; and MINREX will assign one or two visit coordinators.

No spouses, significant others, children, friends or celebrities. This is not a sightseeing visit and inclusion(s) will undermine the credibility of the visit.

No other elected politicians should accompany the governor to the Republic of Cuba; the visit is about marketing companies within the state, not marketing politicians.

The visit should be for two nights; there is rarely reason for additional days.

Governors should try to use regularly-scheduled commercial flights from the United States to the Republic of Cuba. General aviation aircraft (or sole-use commercial aircraft charter unless the aircraft can be filled) should be avoided as it's a visual reminder for constituents and the media of the distance between politicians and those who vote. Experience what United States citizens (taxpayers) experience when traveling to, visiting, and returning from the Republic of Cuba.

What no other Governor has done.... arrive to or depart from a city other than Havana... Santiago de Cuba is the country's second-largest city and has a majority Afro-Cuba population. Holguin and Cienfeugos are also options.

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

The governor should not stay at the residence of the United States Ambassador; this presents a portrait of unnecessary isolation and a perception of an inflated ego.

Consider not having any formal media interactions (press conferences) during the visit... The Governor is in the Republic of Cuba to work. Wait until returning to the state for formal interviews.... However, speaking with journalists while going into or coming out of meetings presents no issue. A formal press conference is not required.

Avoid any overt religious component during the visit. Serves no value and provides distracting commentary. If the visit includes a Sunday, attending a public mass is an option.

There is no reason for a governor to have a staff member(s) visit the Republic of Cuba in advance of a visit. There is no reason for a media representative of the governor to arrive in advance of the governor.

The delegation should only include state officials who have specific portfolios including what can be exported and/or provisioned (services). Beneficial for the delegation to include men and women.

The names and titles of all who accompany a governor must be made public in advance of the visit; not only official delegation, but staff.

The projected costs of the visit should be available before the visit commences; and the final costs should be available within two weeks of returning from the Republic of Cuba. No governor should require a Freedom of Information Act (FOIA) request for this information.

Suggestion to bring gift presentation boxes consisting of authorized products representing, if possible, each county of the state. Perhaps, ten (10) such packages.

If representatives of state companies are accompanying the Governor, they should be from companies that can currently conduct transactions and/or will likely be perceived as having products/services that are permitted to be exported and that the Republic of Cuba is likely to import. If there is a delegation, it should represent all regions of the state.

A governor should travel with minimal state-staff and maximum number of company representatives; a productive number is at least twenty companies.

The Republic of Cuba is not Dubai ninety-three miles south of Key West, Florida. This is a developing country with chronic shortages of foreign exchange for commercial debt payments.

Important to be cognizant of state-to-Republic of Cuba delivery issues.... How will the product be delivered to the Republic of Cuba... If it will likely cost too much, then do not focus upon it. The goal is to find opportunities that can be developed and implemented reasonably.

Upon arrival, after a first meeting with a representative of MINREX, the second meeting should be with the United States Ambassador at his office. Important for a governor to be seen entering the United States Embassy.

A meeting list might include Ministry of Foreign Trade's food/ag import company, Alimport; Ministry of Public Health (since healthcare products can be exported); Ministry of Communications (as communications equipment/services may be exported/provided); Ministry of Finance (as credit cards/charge cards are permitted to be used and direct correspondent banking relationships are authorized); and presidents of CIMEX and Gaviota; each of which have large retail/financial/tourism operations.

Consider a haircut at a barber shop- one of the 201 self-employed categories permitted in the country. A means to bring visibility to President Obama's initiatives and President Castro's initiatives.

Consider lunch at El Ajibe, a famous outdoor restaurant known for its roasted chicken with orange sauce and coconut ice cream.

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

Visit a one of the self-employed vehicle repair shops. Visit as many self-employed operations as possible- especially restaurants.

A visit to a law firm (Bufete) to reinforce the importance of the rule of law and the importance of transparency that is critical for United States companies.

Consider hosting a reception at a private restaurant (paladare) for officials of the government of the Republic of Cuba, bureau chiefs representing media organizations, local entrepreneurs, and non-Republic of Cuba nationals who reside in the Republic of Cuba and manage companies, joint ventures, etc.

Refrain from agreeing to overtures to return to the United States and actively advocate for further changes in United States law and regulations. The focus should be on how to maximize existing export/service opportunities for state companies. Encouraging a “lobby-for-purchase” relationship is not productive and can result in a corruption of the commercial process.

And... remember that while a governor and staff may want to believe that the visit to the Republic of Cuba is about he/her or them.... It is not. It's about providing value to companies located in within their respective states....

And... for those fond of using a gardening analogy.... Remember that there are no plants that take a year to grow; so refrain from using the phrase that seeds are being planted and they require time to grow.

Participants	Andrew Cuomo (D- New York) April 2015	Asa Hutchinson (R- Arkansas) September 2015	Greg Abbott (R- Texas) November 2015	Terry McAuliffe (R- Virginia) January 2016
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\$200,000 (est)	US\$30,000.00 (est)	US\$55,000.00 (est)	US\$60,000.00 (est)
Export Agreements Confirmed	0	0	0	TBD

Private and Public Sector Entities Accompanying Governors To The Republic Of Cuba			
Andrew Cuomo (D- New York)	Asa Hutchinson (R- Arkansas)	Greg Abbott (R- Texas)	Terry McAuliffe (D- Virginia)
Cayuga Milk Ingredients Chobani Empire State Development Corporation Infor JetBlue	Arkansas Department of Agriculture Arkansas Economic Development Commission Arkansas Farm Bureau Arkansas World Trade Center	AWSCI LLC Houston Airport System Port of Beaumont Port of Corpus Christi Port of Houston	Department of Agriculture and Consumer Services Department of Agriculture and Forestry

MasterCard Worldwide NY Genome Center Pfizer Plattsburgh International Airport Regeneron Roswell Park Cancer Institute State University of New York (SUNY)	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 University of Arkansas System Division of Agriculture West Fraser Winrock Farms Winrock International	Texas Economic Development Corporation, Inc. Vaughn Farms, Inc.	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 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

Participants	John Bel Edwards (D- Louisiana) October 2016	Earl Ray Tomblin (D- West Virginia) November 2016
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

Private and Public Sector Entities Accompanying Governors To The Republic Of Cuba	
John Bel Edwards (D- Louisiana)	Earl Ray Tomblin (D-West Virginia)
	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

New York Governor Cuomo (D) Spent Almost US\$200,000.00 For 24+hrs In Cuba

60% of Seats Empty On Chartered 150-Passenger JetBlue Airbus A320 Aircraft

18 Journalists On Flight Outnumber Represented Companies By More Than 2:1

Media/Communications Staff 50% of Executive Branch Participation

Speaker Heastie Brings Two Staff Members

US\$6,025.00 For Office Supplies & NYS Promotional Items

ESDC Paid US\$25,000.00 To “Cuba Country Expert”

Was “Advance Trip” Necessary Given Hiring Of Consultant?

7 NYS Private Sector Companies Participated; Some Rejected

Each Company Representative Paid Approximately US\$2,700.00 For One Night Visit

No NYS Product Exports Reported Since Visit

The planning....

Governor Cuomo directed more resources (human and financial) towards preparation of the April 2015 visit than any of the fourteen 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 least transparent and most secretive of any of the fourteen governors who visited the Republic of Cuba since 1999.

There remains cleaver 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 The Honorable Barack Obama, President of the United States. The statement is correct, but is not complete.

The Honorable Jay Nixon (D), Governor of the State of 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 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 Zemsky of the ESDC was asked about the cost of the visit; he replied to a journalist that he did not know. A Freedom of Information Law (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 has become available through FOIL requests, although there are FOIL requests that remain outstanding. The estimated expenditures are now nearing US\$200,000.00.

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: Nancy Zimpher (Chancellor), Jose F. Buscaglia-Salgado, Program Director for Caribbean, Latin American, and Latino Studies at SUNY at of Buffalo

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. Speaker of the New York State Assembly Carl E. Heastie (D- Bronx), Jevonni Brooks (Chief of Staff to Mr. Heastie) and Michael Whyland (Communications Director for Mr. Heastie) reported using campaign contributions to make payments for the visit. New York State Senator Jeff Klein (D- Bronx-Westchester) has not disclosed the source of payments. New York State Senator Andrea Stewart-Cousins (D- Yonkers-Tarrytown-Scarsdale-New Rochelle) used personal funds.

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 amount of 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.

Governor Cuomo would likely have gained greater value for New York-based companies had he awaited the removal of the Republic of Cuba from the Sanctions List (May 2015) and re-establishment of formal diplomatic relations (July 2015) and the United States Embassy was formally re-opened (August 2015). Upon completion of these events, the government of the Republic of Cuba would have 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 value as the first governor to pass through the doors of the newly-constituted United States Embassy in Havana would have been far more significant than as the first governor to confirm a visit to the Republic of Cuba since United States President Barack Obama announced in December 2014 changes to United States policy.

Self-Inflicted

In March 2016, a representative of the New York-based Empire State Development Corporation (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 does 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, President and Chief Executive Officer of the ESDC, 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 New York State Freedom of Information Law (FOIL); and has repeatedly delayed providing information- in some instances for almost one year. Some information has yet to be provided.

New York State Employees:

Executive Branch Staff

Governor Andrew Cuomo
Howard Zensky- 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 three)
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 of Buffalo

Non-New York State Employees:

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
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
Joseph Torres, WABC
Jorge Viera, Univision
James Vielkind, Capital NY

The Times-Picayune

New Orleans, Louisiana

29 December 2016

http://www.nola.com/politics/index.ssf/2016/12/john_bel_edwards_cuba_1.html

Louisiana Politics & Government

Louisiana state government spent more than \$150,000 on Cuba trip



Gov. John Bel Edwards, a Democrat, and Agriculture Secretary Mike Strain, a Republican, lead a delegation to Cuba in October. The trip cost the Louisiana state government \$150,000. (Photo by G. Andrew Boyd, NOLA.com | The Times-Picayune) (G. ANDREW BOYD)

By Julia O'Donoghue

The Louisiana state government spent at least \$150,134 on a five-day trade mission in October to Cuba for Gov. John Bel Edwards, Agriculture Commissioner Mike Strain and 20 other state workers, according to public records obtained by NOLA.com | The Times-Picayune. Of the total expense, over 23 percent was for the governor's security personnel.

Edwards, a Democrat, and Strain, a Republican, took the trip in part because the GOP-dominated Legislature charged the Edwards administration with strengthening the state's relationship with Cuba. Lawmakers last spring approved a resolution requiring the Economic Development agency to "develop and improve trade relations with Cuba" and return with a full report to lawmakers by February.

Louisiana is Cuba's leading trade partner in the United States, exporting about \$1.4 billion worth of goods to the Caribbean country in the past decade. If the federal government relaxes its restrictions on trade with Cuba, it's thought Louisiana could exponentially expand its import and export business there, particularly in the agricultural sector.

While in Cuba, Edwards and other Louisiana officials signed agreements with the Cuban government to expand the state's trade relationship with Cuba, if the federal government ever relaxes its policy toward the country. "We have to find a way forward, and we need to work diligently to increase trade," Strain said in an interview last week.

NOLA.com | The Times-Picayune obtained records of public spending on the trip through public records requests to LSU and four state agencies. The state government ended up paying travel bills for 22 state employees, including the governor and agriculture commissioner. It also covered expenses for the governor's wife, Donna Edwards.



Louisiana, Cuba commit to trading more -- if embargo is lifted
The governor is visiting Cuba all week.

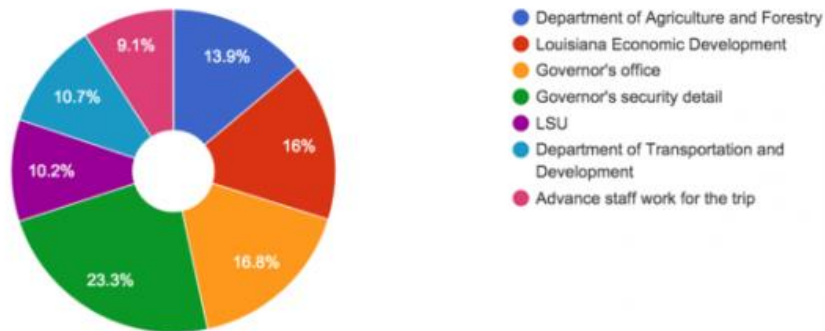
The cost of most state employees on the trip amounted to at least \$5,275 each, according to the records. All employees on the trip, including the governor, had their travel booked through Cuba Educational Travel LLC. This covered a seat on the charter flight for the Louisiana delegation, four nights at a hotel in Havana,

breakfast and some other meals, bilingual guides, transportation in Cuba and museum admissions, among other things.

Some officials on the trip - including Strain and Transportation Secretary Shawn Wilson - also had their tips, additional meals, taxi fares and some of their parking fees at the New Orleans airport reimbursed by state government. Those expenses - not submitted by every person on the trip - ranged from \$87 to \$187 for the five-day period, according to a review of public records.

The Louisiana government also gave out several hundred dollars worth of small gifts - including pens, notebooks and coffee table books -- in Cuba. The items typically have a Louisiana seal on them and have been used on a variety of economic development trips over the year. About 200 Spanish coloring books were also purchased to be distributed in Cuba, according to public records.

Breakdown of Cuba trip expenses by agency



Unelected state employees on the trip were three members of the governor's staff; three members of the Agriculture and Forestry Department; four members of the Economic Development Department, including Secretary Don Pierson, two members of the Department of Transportation and Development including Secretary Wilson, former state Sen. Robert Adley, R-Benton, from the Louisiana Offshore Terminal Authority; two LSU professors and an LSU administrator.

The governor's security staff accompanied him on the trip. When a governor goes on a trade mission, it often drives up the expense considerably. Edwards' security personnel alone cost about \$35,000 on the Cuba venture, the largest single expense of the trip. About \$13,600 of that bill was for paying state troopers' overtime while abroad.

The Cuba trip was Edwards' first trade mission since taking office in January. Previous governors also have racked up charges when they traveled abroad on official business. The state spent \$73,000 on former Gov. Bobby Jindal's security personnel when Jindal went on a trade mission to Europe in 2015; about \$36,500 of that bill was just for the troopers' overtime.

This trip was supposed to demonstrate Louisiana's seriousness in doing business with Cuba, should the federal government loosen current restrictions. In 2005, then-Gov. Kathleen Blanco, a Democrat, also traveled for three days to Cuba to establish a relationship, but Jindal, the Republican governor from 2008 through 2015, completely avoided contact with the communist country.

Delegations from other states - Arkansas, New York, Missouri, Texas and Virginia --- also have traveled to Cuba, according to Louisiana's economic development staff. But the Edwards administration thinks the Louisiana group enjoyed better access to high-level Cuban officials.

"We believe Louisiana is the only U.S. state to succeed in arranging meetings with all of the top Cuban government ministries for which we requested an audience," Pierson said.



Bobby Jindal spends \$73,000 in taxpayer funds on state police protection in Europe

Gov. Bobby Jindal's state trade mission to Europe in January cost Louisiana taxpayers \$73,000 for the governor's security detail alone. The seven state police officers who provided personal protection for the governor during the 10-day trip earned some \$36,500 in overtime pay. Another \$36,500 was used to cover the troopers' travel, housing, meals, transportation and other expenses in Europe, according to documents received through...

State employees weren't the only people to accompany Edwards and Strain on the October trip. Thirty-two people from the private sector and Louisiana ports also attended. They, too, booked their trip through Cuba Educational Travel, LLC for \$5,275 per person and took the same charter flight and stayed in the same hotels as the state employees. The state government did not pay for their travel, according to the Edwards administration.

The private sector representatives included people from Louisiana's rice industry and ports as well as The Water Institute of the Gulf, New Orleans Zephyrs, Baton Rouge Area Foundation, CenturyLink and lobbyist Randy Haynie. Two members of the news media also attended.

People attending Louisiana trade mission to Cuba in October 2016

Organization	Last Name	First Name
Office of the Governor	Edwards	John Bel
Office of the Governor	Edwards	Donna
Office of the Governor	Scott	Roderick
Office of the Governor	Carbo	Richard
Office of the Governor	Monroe-Wesley	Erin
LED - Louisiana Economic Development	Pierson	Don
LED - Louisiana Economic Development	Collins	Larry
LED - Louisiana Economic Development	House	Richard
LED - Louisiana Economic Development	Marshall	William
LED - Louisiana Economic Development	Fournierat	Lauren
LDAF - Louisiana Department of Agriculture & Forestry	Strain	Mike
LDAF - Louisiana Department of Agriculture & Forestry	Strain*	Susan
LDAF - Louisiana Department of Agriculture & Forestry	Simon	Rene
LDAF - Louisiana Department of Agriculture & Forestry	Mosgrove	Veronica
LDAF - Louisiana Department of Agriculture & Forestry	Ribera	Michelle
Committee of 100	Olivier	Michael
Committee of 100	Clark	Tom "Verne"
Committee of 100	Schneckenburger	Robert
Port of New Orleans	Christian	Brandy
Port of New Orleans	Landry	Robert
Port of New Orleans	Kearney	Michael
Port of Greater Baton Rouge	Marionneaux	Robert
Port of Greater Baton Rouge	Hardman	Jay "John"
Port of South Louisiana	Aucoin	Paul
Port of South Louisiana	Robichaux	Dave Paul
Port of Lake Charles	Sanchez	Walter
Port of Lake Charles	Burckel	Daryl
LSU - Louisiana State University	Valsaraj	Kalliat "KT"
LSU - Louisiana State University	D'Elia	Christopher
LSU - Louisiana State University	Earle	Jonathan
Louisiana Offshore Terminal Authority	Adley	Robert
Biehl	Gonzalez	Roy
Haynie & Associates	Haynie	Randy

Breazeale, Sachse & Wilson
 CenturyLink
 Roy O. Martin
 Powell Group/Farmers Rice Milling Co.
 Kennedy Rice
 New Orleans Zephyrs
 Waggonner & Ball Architects
 FSE Energy
 FSE Energy
 Baton Rouge Area Foundation
 All Star Automotive
 Engage Cuba
 Engage Cuba
 Engage Cuba
 LDOTD - La Dept. of Transportation and Dev.
 LDOTD - La Dept. of Transportation and Dev.
 Water Institute of the Gulf
 The Advocate
 WAFB

Newsome
 Koecher
 Byrd
 Lefort
 Kennedy
 Leger
 Waggonner
 Thibaut
 Thibaut II
 Spain
 McKay
 Bryant
 Jorgensen
 Williams
 Wilson
 Clark
 Speyrer
 Crisp
 Frey
 Saul
 Derek
 Bobby
 Ana
 William Elton
 Walter
 Joseph David
 James "Jim"
 James "Bo"
 John
 Matt
 Adelina
 Gabrielle
 James
 Shawn
 Tommy
 Nick
 Elizabeth
 Kevin

*Commissioner Strain's wife Susan attended the trip, but the couple paid for her expenses personally. State government didn't.

Nor was this the state's first official trip to Cuba this year. Strain lead an even larger delegation, of about 95 people, in July. The costs of that trip haven't been calculated, but it included Strain, one member of his staff and four legislators - Sens. Conrad Appel, R-Metairie, and Sharon Hewitt, R-Chalmette, and Reps. Patrick Connick, R-Harvey, and Marcus Hunter, D-Monroe. A couple of employees of the University of Louisiana at Monroe also went on the trip.

The July trip was supposed to lay the groundwork for the governor's visit three months later. It also included private sector representatives from the Louisiana rice industry, the Farm Bureau Federation, Cox Communications and former U.S. Sen. Mary Landrieu, D-La., now a lobbyist in Washington with the Van Ness Feldman firm.

U.S. Rep. Ralph Abraham, R-Alto, has also gone to Cuba in trips separate from the state delegations and is pushing in Congress to relax trade restrictions with the country. But it's not clear where the U.S. policy toward Cuba is headed.

At the time that Edwards and Strain took their trip in October, it was assumed Hillary Clinton would be elected president Nov. 8. Clinton was expected to continue President Barack Obama's trajectory on Cuba, by relaxing restrictions on travel and trade.

President-elect Donald Trump threatened during the campaign to revert to more restrictions on travel and trade with Cuba. He said he would undo Obama's warming of the U.S.-Cuba relationship.



Why a New Orleans-Cuba cruise could soon become reality (again)
 A measure allowing Americans to travel freely to Cuba has won U.S. Senate approval.

In Louisiana, the push for a more open relationship with Cuba is bipartisan, led by two Republicans -- Strain and Abraham -- in part because of the opportunities it presents for Louisiana agricultural industry. But not

all Republicans in Louisiana are on board. U.S. Rep. Garret Graves, R-Baton Rouge, said in an interview last month that he was "open" to the idea but still had concerns about human rights violations in the country. And House Majority Whip Steve Scalise of Jefferson said in an interview he was not interested in improving U.S. diplomatic relations with Cuba at all until that country addressed its human rights problems. Scalise is not only the most powerful member of the Louisiana congressional delegation but also the member with the best access to Trump.

Trump's stated views on Cuba haven't deterred Strain from pushing for a relaxed relationship between the U.S. and the island country. Strain went to the White House in both November and December to talk Cuba relations, albeit with the Obama administration. The most recent meeting took place Dec. 15. The trips were paid for by the National Association of State Departments of Agriculture, which Strain leads.

Strain remains positive about the U.S.-Cuba relationship. He said the next step is to have Cuban officials visit Louisiana. The 2017 New Orleans Jazz & Heritage Festival will highlight Cuban culture, so any delegation would likely coincide with that event this spring, Strain said.

Edwards has not yet scheduled another trip abroad. In October, he said he might consider a visit to France, where several other governors have led delegations.

But state officials are certainly aware their communications might be monitored. In emails released through a public records request, Wilson warned about communicating over government email. "Please do not use this email for personal communications as it is all subject to public records laws," Wilson wrote on Sept. 8.