

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-

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

Eight Sales Offices

No Manufacturing/Assembly Operations

Licenses Issued By OFAC/BIS Not Yet Disclosed & Implemented

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

The global gross revenues of the fifty-two (52) listed companies exceeds US\$1 trillion and the companies employ approximately 2 million within the United States and other countries; not including revenue/employees from the United States Postal Service (USPS).

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

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

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

Airlines (ticket offices)

Atlanta, Georgia-based Delta Air Lines (2017 revenues approximately US\$41 billion)

Fort Worth, Texas-based American Airlines (2017 revenues approximately US\$42 billion)

Chicago, Illinois-based United Airlines (2017 revenues approximately US\$38 billion)

Long Island City, New York-based JetBlue Airways (2017 revenues approximately US\$7 billion); the company has two ticket offices in the city of Havana.

Agricultural Equipment (distribution centers)

Peoria, Illinois-based Caterpillar Inc. (2017 revenues approximately US\$38 billion)

Moline, Illinois-based Deere & Company (2017 revenues approximately US\$27 billion)

Travel Agency (sales offices)

Cypress, California-based Cuba Travel Services (2017 revenues DND)

Miami, Florida-based ABC Charters, Inc. (2017 revenues DND)

Since 17 December 2014, two (2) horizontal DFI proposals in the public domain were rejected by the government of the Republic of Cuba: Alabama-based Cleber LLC (a facility in the Republic of Cuba that would use parts manufactured in the United States and delivered to the Republic of Cuba to assemble tractors for the domestic market and for export) and Florida-based Florida Produce of Hillsborough County (distribution center in the Republic of Cuba featuring food and other products imported from the United States).

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

1. Alabama- Gulfwise LLC (2016 contract export of one piece of equipment; not delivered)
2. California- Airbnb (residential reservations)
3. California- Cisco Systems (donated no-cost networking academy)
4. California- Cuba Travel Services (sales office)
5. California- Google (donated products for interactive display; donated servers)
6. California- Viking River Cruises (cruises)
7. Colorado- Frontier Airlines (flights; ended service 2017)
8. Colorado- Western Union (funds transfers- commenced before 2014)
9. Connecticut- Booking.com [owned by Priceline] (accommodation reservations)
10. Connecticut- General Electric (parts & equipment for a power plant)
11. Connecticut- Pearl Seas Cruises (cruise ships)
12. Connecticut- Starwood Hotels & Resorts Worldwide (hotel management)
13. District of Columbia- United States Postal Service (delivery services)
14. Florida- Crowley Liner Services (container shipping)
15. Florida- Eastern Airlines (flights)
16. Florida- Fogo Premium Hardwood Lump Charcoal (import of charcoal)
17. Florida- Natbank (Mastercard)
18. Florida- Norwegian Cruise Line Holdings (cruise ships)
19. Florida- Premier Automotive Export (export of electric vehicles/chargers)
20. Florida- Royal Caribbean Cruises, Ltd. (cruise ships)
21. Florida- Silver Airlines (flights; ended service 2017)
22. Florida- Spirit Airlines (flights; ended service 2017)
23. Florida- Stonegate Bank (Mastercard & ½ correspondent banking agreement)
24. Florida-Carnival Corporation & PLC (cruise ships)
25. Georgia- Delta Airlines (flights & ticket office)
26. Illinois- Caterpillar (authorized distributorship; donated product)
27. Illinois- John Deere (distribution center; donated product)
28. Illinois- United Airlines (flights & ticket office pending)
29. Kansas- Sprint (roaming agreement)
30. Massachusetts- TripAdvisor (hotel reservations)
31. Minnesota- Sun Country Airlines (flights)
32. Netflix- (video streaming)
33. New Jersey- Advanced Solar Products (export of electric vehicle chargers)
34. New Jersey- IDT Corporation (direct long distance)
35. New Jersey- Wyndham Worldwide (hotel management)- *Agreement Cancelled*
36. New York- Colgate-Palmolive (oral education program- early 2014)
37. New York- Infor (software technology)- *Announced/No Further Action*
38. New York- JetBlue Airlines (flights & ticket office)
39. New York- Mastercard International (credit/debit branded cards)
40. New York- Nestle Nespresso USA (coffee imports)
41. New York- Roswell Park Cancer Institute (vaccine clinical trial)
42. New York- Starr Companies (letter of intent- insurance)
43. New York- Verizon (roaming agreement)
44. Puerto Rico- Banco Popular de Puerto Rico (Mastercard)
45. Rimco (Caterpillar distributor)
46. Tennessee- FedEx (cargo)
47. Texas- American Airlines (flights & ticket office)
48. Texas- AT&T (roaming agreement)
49. Texas- Southwest Airlines (flights)
50. Virginia- Cuba International Network (production agreement & office presence)
51. Washington- Alaska Airlines (flights)
52. Washington- Expedia, Inc. (accommodation reservations)
53. Washington- T-Mobile (roaming agreement)