

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

30 Rockefeller Plaza • New York, New York 10112-0002

Telephone (212) 246-1444 • Facsimile (212) 246-2345 • E-mail: [council@cubatrade.org](mailto:council@cubatrade.org)

Internet: <http://www.cubatrade.org>

## ECONOMIC EYE ON CUBA©

November 2008

### 2008 U.S. EXPORT STATISTICS FOR CUBA

The following is the monthly data for exports from the United States to the Republic of Cuba relating to the *Trade Sanctions Reform and Export Enhancement Act* (TSRA) of 2000, which re-authorized the direct commercial (on a cash basis) export of food products (including branded food products) and agricultural products (commodities) from the United States to the Republic of Cuba, irrespective of purpose. The TSRA does not include healthcare products, which remain authorized by the Cuban Democracy Act (CDA) of 1992.

The following data represents the U.S. Dollar value of product exported from the United States to the Republic of Cuba under the auspice of TSRA. The data does not include transportation charges, bank charges, or other costs associated with exports from the United States to the Republic of Cuba. The government of the Republic of Cuba reports data that, according to the government of the Republic of Cuba, includes transportation charges, bank charges, and other costs. However, the government of the Republic of Cuba has not provided verifiable data. The use of trade data reported by the government of the Republic of Cuba is suspect. The government of the Republic of Cuba has been asked to provide verifiable data, but has chosen not to do so.

Reporting Year	U.S. Dollar Value Of TSRA-Authorized Exports To Cuba	Ranking Based On Export Markets
2008	US\$536,445,860.00	28 <sup>th</sup> (of 227)
2007	US\$437,564,824.00	37 <sup>th</sup> (of 230)
2006	US\$340,433,442.00	34 <sup>th</sup> (of 227)
2005	US\$350,218,040.00	30 <sup>th</sup> (of 228)
2004	US\$391,990,382.00	25 <sup>th</sup> (of 228)
2003	US\$256,901,471.00	35 <sup>th</sup> (of 219)
2002	US\$138,634,784.00	50 <sup>th</sup> (of 226)
2001	US\$4,318,906.00 (December)	144 <sup>th</sup> (of 226)
<b>Total TSRA Sales</b>	<b>US\$2,532,572,530.00</b>	

The primary reason for the increase in U.S. Dollar value of purchases in 2007, and thus far in 2008, by the government of the Republic of Cuba from United States-based companies remains the increase in prices in for commodities purchased from the United States, rather than an increase in the quantity of the commodities.

The government of the Republic of Cuba reported spending US\$1.47 billion in 2007 to import 3.423 million metric tons of food products and agricultural products. The government of the Republic of Cuba reports that it expects to import 3.423 metric tons of food products and agricultural products in 2008 at a cost US\$2.554 billion.

There is no verifiable data to support that the government of the Republic of Cuba has substantially increased the quantity and U.S. Dollar value of food products and agricultural products imported from throughout the world for the 11.4 million citizens of the Republic of Cuba. There is no verifiable data to support that the necessity of a food product ration card, issued to each citizen to provide food for a thirty (30) day period is providing food products for more than fourteen (14) days. This, despite statements by representatives of the government of the Republic of Cuba that the economy of the country has increased substantially during the last several years, due, although not officially confirmed, primarily to the financial largess of government of Venezuela and the government of the People's Republic of China.

In May 2007 and June 2007, representatives of Republic of Cuba government-operated Empresa Cubana Importadora Alimentos (Alimport), under the auspice of the Ministry of Foreign Trade of Cuba (MINCEX), informed representatives of United States-based companies that Alimport expected that the U.S. Dollar value of TSRA-authorized purchases from the United States in 2006 would exceed the U.S. Dollar value of TSRA-authorized purchases from the United States in 2006.

In January 2007, representatives of Alimport informed representatives of United States-based companies that Alimport would significantly reduce purchases from United States-based companies due to a lack of effort (and, presumably, success) by United States-based companies in obtaining changes to United States laws and United States regulations. Alimport has continued a policy, commenced in 2003, whereby Alimport decreases purchases from a United States-based company if Alimport perceives a lack of lobbying for changes in United States laws and United States regulations. Throughout 2005, representatives of Alimport reported that TSRA-authorized purchases by Alimport in 2005 would be substantially less than purchases in 2004. However, in November 2005, a representative of Alimport reported that purchases by Alimport in 2005 would at least equal, but were expected to exceed TSRA-authorized purchases by Alimport in 2004. However, the representative of Alimport reported that the purchase values included transportation charges, bank charges, finance charges, and other costs, all of which are not independently verifiable.

The reduction in exports from the United States to the Republic of Cuba during the period 2004 through 2007 has not been a result of changes in payment regulations implemented by the Office of Foreign Assets Control (OFAC) of the United States Department of the Treasury in Washington, D.C.

The primary reasons for the reduction in exports to the Republic of Cuba are: 1) efforts by the government of the Republic of Cuba to increase the motivation of United States-based companies, organizations; state and local government representatives; and Members of the United States Congress to be more visible in their lobbying efforts for changes in United States policy, law, and regulations. 2) financial largess of the government of Venezuela lessens the interest of the government of the Republic of Cuba to purchase products from the United States, regardless of cost, quality, or delivery considerations. 3) financial largess of the government of the People's Republic of China lessens the interest of the government of the Republic of Cuba to purchase products from the United States, regardless of cost, quality, or delivery considerations. 4) re-emergences and/or continuations of import relationships (barter, substantial credits, political motivation) with the governments of Brazil, Argentina, Vietnam, Mexico, Canada, and France amongst other countries.

Reporting Period	U.S. Dollar Value Of TSRA-Authorized Exports To Cuba	Ranking Based On Export Markets
January 2008	US\$57,321,251.00	33 <sup>rd</sup> (of 204)
February 2008	US\$69,555,747.00	27 <sup>th</sup> (of 212)
March 2008	US\$45,275,885.00	38 <sup>th</sup> (of 217)
April 2008	US\$82,279,432.00	23 <sup>rd</sup> (of 219)
May 2008	US\$52,037,815.00	30 <sup>th</sup> (of 221)
June 2008	US\$49,242,432.00	35 <sup>th</sup> (of 221)
July 2008	US\$72,348,413.00	26 <sup>th</sup> (of 225)
August 2008	US\$43,573,083.00	44 <sup>th</sup> (of 226)
September 2008	US\$64,539,075.00	30 <sup>th</sup> (of 227)
October 2008		
November 2008		
December 2008		
<i>Total 2008</i>	US\$536,445,860.00	

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

Reporting Period	U.S. Dollar Value Of TSRA-Authorized Exports To Cuba	Ranking Based On Export Markets
January 2006	US\$34,505,568.00	31 <sup>st</sup> (of 208)
February 2006	US\$28,933,586.00	30 <sup>th</sup> (of 215)
March 2006	US\$31,644,440.00	31 <sup>st</sup> (of 220)
April 2006	US\$44,118,452.00	21 <sup>st</sup> (of 222)
May 2006	US\$17,789,430.00	45 <sup>th</sup> (of 222)
June 2006	US\$23,988,651.00	36 <sup>th</sup> (of 224)
July 2006	US\$33,317,752.00	25 <sup>th</sup> (of 225)
August 2006	US\$15,017,350.00	49 <sup>th</sup> (of 225)
September 2006	US\$28,270,030.00	32 <sup>nd</sup> (of 226)
October 2006	US\$23,886,530.00	43 <sup>rd</sup> (of 226)
November 2006	US\$35,539,495.00	34 <sup>th</sup> (of 226)
December 2006	US\$23,422,158.00	42 <sup>nd</sup> (of 227)
<i>Total 2006</i>	US\$340,433,442.00	34 <sup>th</sup> (of 227)

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

Reporting Period	U.S. Dollar Value Of TSRA-Authorized Exports To Cuba	Ranking Based On Export Markets
January 2004	US\$30,280,169.00	29 <sup>th</sup> (of 202)
February 2004	US\$27,621,918.00	36 <sup>th</sup> (of 214)
March 2004	US\$60,459,205.00	17 <sup>th</sup> (of 218)
April 2004	US\$55,232,424.00	19 <sup>th</sup> (of 222)

May 2004	US\$33,202,590.00	24 <sup>th</sup> (of 223)
June 2004	US\$39,874,688.00	18 <sup>th</sup> (of 225)
July 2004	US\$30,695,375.00	25 <sup>th</sup> (of 225)
August 2004	US\$27,101,085.00	28 <sup>th</sup> (of 226)
September 2004	US\$10,242,033.00	53 <sup>rd</sup> (of 228)
October 2004	US\$19,402,481.00	41 <sup>st</sup> (of 228)
November 2004	US\$28,616,955.00	35 <sup>th</sup> (of 228)
December 2004	US\$29,261,459.00	30 <sup>th</sup> (of 228)
<i>Total 2004</i>	<i>US\$391,990,382.00</i>	<i>25<sup>th</sup> (of 228)</i>

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

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

Reporting Period	U.S. Dollar Value Of TSRA-Authorized Exports To Cuba	Ranking Based On Export Markets
December 2001	US\$4,573,930.00	144th
<i>Total 2001</i>	<i>US\$4,573,930.00</i>	<i>144th</i>

The following are the ten largest (U.S. Dollar value) agricultural product exports from the United States to the Republic of Cuba in 2007, 2006, 2005, 2004, 2003, 2002, and 2001 under provisions of TSRA:

2007 Ranking	Product	U.S. Dollar Value	% Of Total U.S. Exports To Cuba
1	Corn	US\$109,018,832.00	24.91%
2	Chicken	US\$76,210,427.00	17.41%
3	Wheat	US\$70,174,592.00	16.03%
4	Soybean Oil Cake	US\$50,139,261.00	11.45%
5	Soybeans	US\$40,515,036.00	9.25%
6	Rice	US\$24,005,875.00	5.48%
7	Soybean Oil	US\$20,073,745.00	4.58%
8	Wood Products	US\$19,136,054.00	4.37%
9	Brewing/Distilling Dregs & Waste	US\$13,578,899.00	3.10%
10	Pork Products	US\$6,038,247.00	1.37%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$428,8090,968.00</i>	
	<i>Total U.S. Exports To Cuba In 2007</i>	<i>US\$437,564,824.00</i>	
	<i>10 Largest As % Of 2007 Exports To Cuba</i>	<i>98%</i>	

2006 Ranking	Product	U.S. Dollar Value	% Of Total U.S. Exports To Cuba
1	Wheat	US\$51,432,980.00	15.10%
2	Chicken	US\$44,010,464.00	12.92%
3	Corn	US\$42,624,103.00	12.52%
4	Rice	US\$39,542,248.00	11.61%
5	Soybeans	US\$31,741,801.00	9.32%
6	Soybean Oil Cake	US\$26,671,694.00	7.83%
7	Soybean Oil	US\$20,941,795.00	6.15%
8	Peas & Beans & Lentils	US\$19,910,481.00	5.84%
9	Pork	US\$12,588,072.00	3.69%

10	Powdered Milk	US\$12,568,170.00	3.69%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$302,031,808.00</i>	
	<i>Total U.S. Exports To Cuba In 2006</i>	<i>US\$340,433,442.00</i>	
	<i>10 Largest As % Of 2006 Exports To Cuba</i>	<i>88%</i>	

<b>2005 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Chicken	US\$60,045,359.00	17.14%
2	Corn	US\$49,379,606.00	14.09%
3	Wheat	US\$47,213,438.00	13.48%
4	Rice	US\$39,209,646.00	11.10%
5	Soybeans	US\$32,722,536.00	9.34%
6	Powdered Milk	US\$29,584,712.00	8.44%
7	Soybean Oil	US\$25,738,405.00	7.34%
8	Soybean Oil Cake	US\$15,094,816.00	4.30%
9	Beans (pinto, lentil, kidney, green, yellow, etc.)	US\$10,761,395.00	3.07%
10	Wood (poles, lumber)	US\$5,212,556.00	1.48%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$330,057,285.00</i>	
	<i>Total U.S. Exports To Cuba In 2005</i>	<i>US\$350,228,066.00</i>	
	<i>10 Largest As % Of 2005 Exports To Cuba</i>	<i>94%</i>	

<b>2004 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Rice	US\$64,042,268.00	16.33%
2	Corn	US\$57,491,683.00	14.66%
3	Chicken	US\$57,160,541.00	14.58%
4	Wheat	US\$55,311,389.00	14.11%
5	Soybeans	US\$27,932,531.00	7.12%
6	Powdered Milk	US\$25,691,962.00	6.55%
7	Soybean Oil	US\$23,322,765.00	5.94%
8	Soybean Flour	US\$17,844,682.00	4.55%
9	Soybean Oil Cake	US\$15,212,287.00	3.88%
10	Wheat-Flour-Soya Blends	US\$6,610,470.00	1.68%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$350,620,578.00</i>	
	<i>Total U.S. Exports To Cuba In 2004</i>	<i>US\$391,990,382.00</i>	
	<i>10 Largest As % Of 2004 Exports To Cuba</i>	<i>89.48%</i>	

<b>2003 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Soybean Oil	US\$50,824,529.00	19.78%
2	Poultry	US\$37,205,568.00	14.48%
3	Wheat	US\$36,675,608.00	14.27%
4	Corn	US\$35,571,041.00	13.84%
5	Soybeans	US\$34,475,209.00	13.41%
6	Soybean Oil Cake	US\$21,473,027.00	8.35%
7	Rice	US\$10,778,311.00	4.19%
8	Wheat Flour Soy Blends	US\$8,982,871.00	3.49%
9	Newsprint	US\$4,440,255.00	1.78%
10	Soybean Flour	US\$3,808,375.00	1.48%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$244,234,794.00</i>	
	<i>Total U.S. Exports To Cuba In 2003</i>	<i>US\$256,901,471.00</i>	
	<i>10 Largest As % Of 2003 Exports To Cuba</i>	<i>95.37%</i>	

<b>2002 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Wheat	US\$22,788,519.00	16.43%
2	Corn	US\$22,738,930.00	16.40%
3	Poultry	US\$21,632,287.00	15.60%
4	Soybean Oil	US\$21,438,199.00	15.46%
5	Soybeans	US\$20,922,283.00	15.09%
6	Soybean Oil Cake	US\$19,281,467.00	13.90%
7	Rice	US\$6,266,281.00	4.51%
8	Calcium Hydrogenorthophosphate	US\$1,000,725.00	.721%
9	Eggs	US\$766,559.00	.552%
10	Lard	US\$428,000.00	.308%
	<i>Total Value Of 10 Largest Exports To Cuba</i>	<i>US\$137,263,250.00</i>	
	<i>Total U.S. Exports To Cuba In 2002</i>	<i>US\$138,634,784.00</i>	
	<i>10 Largest As % Of 2002 Exports To Cuba</i>	<i>99.11%</i>	

<b>2001 Ranking</b>	<b>Product</b>	<b>U.S. Dollar Value</b>	<b>% Of Total U.S. Exports To Cuba</b>
1	Corn	US\$2,327,201.00	53.88%
2	Poultry	US\$1,703,610.00	39.44%
	<i>Total U.S. Exports To Cuba In 2001</i>	<i>US\$4,318,906.00</i>	<i>100%</i>