



Business Delegation to Cuba

September 11th – 15th, 2016

Overview

Over the past year, U.S.-Cuba relations have rapidly thawed. Late in 2014, the administration announced efforts to normalize relations with Cuba and supported ending the embargo on trade with Cuba that has lasted more than 50 years. Since then, the U.S. has expanded its diplomatic presence in Cuba, and provided more flexibility for U.S. business with Cuba. Many in Congress are now working together in support of measures that will normalize trade relations with Cuba.

Expanding trade with Cuba – including more than 11 million people living just 90 miles from Florida – presents new opportunities for both U.S. business and Cuba’s growing entrepreneurial sector. Recent economic changes to Cuba’s private sector have signified a shift, which has benefited a growing base within Cuba.

To understand the importance of this growing sector, **we are working in partnership with Cuba experts to organize a business delegation to Cuba.** Over the course of four days, attendees will have an opportunity to meet Cuban officials and commercial groups, see privately held and cooperative run industry and agriculture facilities, as well as conduct discussions about opportunities for both countries. Outside our professional activities, there will be time to see and enjoy the city of Havana, and learn about its changing economy and its cultural life.

Program Guides

Your guide will be lead by Paul Johnson, a Cuba policy and business expert who has spent the past twenty years studying the history, culture, economy and language of Cuba. Johnson wrote his Master’s Thesis on the Economic Development of Havana in 1999 and founded Chicago Foods International, LLC that exports food products to Cuba. He represents U.S. companies in their product development and sales to Cuba. Johnson also serves as co-chair of the U.S. Agriculture Coalition for Cuba (USACC), coordinating with agribusinesses and policy leaders to push for an end to the current embargo with Cuba. In March 2015, Johnson led a learning journey to Cuba that included more than 90 leaders from across the nation, including two former U.S. Secretaries of Agriculture.

Amel Fonte is an expert in Cuba policy and business. He has a bachelor degree in Accounting and Finance from the University of Havana, Cuba as well as a diploma in foreign trade. He worked at Cuban import companies such as Alimport, Consumimport and the Cuban Ministry of Foreign Trade Affairs. He is currently assisting CFI who represent U.S. companies in their product development and sales to Cuba.

Draft Itinerary

SUNDAY, SEPTEMBER 11TH, 2016

10:30 a.m. Check-In at Miami International Airport
12:45 p.m. Depart for Havana, Cuba
1:45 p.m. Arrive Havana Airport
2:45 p.m. Bus from airport and guided tour of [Old Havana](#)
5:30 p.m. Check-In Hotel
8:00 p.m. Dinner in Old Havana
9:30 p.m. FAC – Factory de Arte de Cuba

MONDAY, SEPTEMBER 12TH

7:30 a.m. Breakfast at Hotel
8:30 a.m. Depart for Agriculture Cooperative Tour
12:00 p.m. Lunch at Farm
1:00 p.m. Return to Havana
3:00 p.m. Industry Tour of manufacturing facility
8:00 p.m. Dinner in Old Havana

TUESDAY, SEPTEMBER 13TH

7:30 a.m. Breakfast at Hotel
8:30 a.m. Welcoming Remarks
8:45 a.m. Commercial and Government conference with Cuban counterparts
10:30 a.m. Conference Coffee Break
11:00 a.m. Continuation of Government and Commercial Conference
1:15 p.m. Lunch at Private Restaurant
3:00 p.m. Visit wholesale produce market cooperative & president
7:00 p.m. Dinner in Vedado, Havana

WEDNESDAY, SEPTEMBER 14TH

7:30 a.m. Breakfast at Hotel
9:00 a.m. Meeting with U.S. State Department (TBD)
11:00 a.m. Tour of Local Factory/Industry – Meetings with Industry Officials
1:00 p.m. Lunch in Vedado
2:30 p.m. Group Discussion – defining next steps and crafting a proposal

THURSDAY, SEPTEMBER 15TH

7:30 a.m.	Breakfast at Hotel
9:00 a.m.	Havana Cigar Factory Tour
10:00 a.m.	Visit Local and Private Arts & Crafts Center
1:45 p.m.	Depart for Miami Airport

Additional Information

Legal Issues: Your travel is completely legal as part of this learning journey. You will be provided the documents to establish that in the event that anyone – such as a U.S. Immigration officer – asks you about it. Under U.S. law, travel to Cuba and transactions in Cuba are only permitted under license from the Treasury Department. Our trip fits under the general license category for professional meetings. Under U.S. regulations we are required to organize and participants must engage in a full-time schedule of professional meetings, allowing free time in evenings for non-program activities.

Travel documents

We will obtain your Cuban visa and other travel documents and will distribute them to you. These documents must remain with your tickets and passport.

You will need a valid passport; please don't forget it. Your Cuban visa is not stamped in your passport, it is a small document that fits inside it, and when you pass through immigration before departing Cuba, the officer will take the visa back.

Cash and Credit Cards

You will operate with cash during your entire stay. U.S. credit cards do not work in Cuba – not at banks, ATM's, hotels, restaurants, or any other business establishment. You need to carry cash for all purchases you make. Recent changes in U.S. regulations will allow U.S. credit cards to work in Cuba, but these changes have not yet taken effect.

Currency and Purchases

The Cuban currency is the peso convertible, or CUC; \$100 will exchange for about 87 CUC. Money can be changed at hotels or currency exchange facilities all around the city. The exchange rate is the same everywhere. We recommend carrying \$1,000 in cash. That will far exceed what you need, but it is prudent to have extra cash since U.S. credit cards are not valid in Cuba. You will need money for hotel incidentals, lunch, taxis if separate from group, entertainment, Internet access, and phone calls home at about \$3.00 per minute. Plus purchases that you bring home; see the following.

Under U.S. law, “informational materials” such as paintings, sculptures, crafts, posters, and other art, CDs, DVDs, video tapes, books, photos, and the like can be purchased and brought home legally with no limit on quantity or value. Under new regulations, we are allowed to bring home up to \$400 in other merchandise including up to \$100 worth of tobacco and alcohol products.

Phone communication

There is direct phone service between the United States and Cuba, so you will be able to make and receive calls from the hotel for about \$3.00 per minute. The hotel phone number, dialing from a U.S. line, is 011-53-7-204-8500. U.S. cell phones do not work in Cuba unless U.S. carriers have roaming agreements with the Cuban phone company, Etecsa. To date Verizon and Sprint do have roaming in Cuba.

E-mail/Internet

The hotel has wifi service and a business center where you can use the computers with Internet access; cost is about \$8 per hour. While Cuba's Internet connections have improved in recent years, the speed and quality of connection are usually uneven.

Tipping

Entirely up to you based on the service you receive. We recommend the U.S. standard 15 percent tip in restaurants, although many tip less. We encourage you to tip porters at the airport and hotel as you would at home. There will be a Cuban guide accompanying us on the bus and assisting us during our stay; most groups pass the hat to provide the guide and driver a tip at the end of the trip.

Attire

Business casual is appropriate for conferences, but other meetings will require a jacket. No shorts or sandals, except during the day for walking tours. Nights may be cool or breezy. It's good to have a jacket just in case, and do not forget sunscreen and comfortable shoes for walking.

Medications

Be sure to bring any personal medications and prescriptions with you. They will not be readily available, if at all, in Cuba.

Registration Instructions

Please send all materials, outlined below, to Paul Johnson at pjohnson.cfi@gmail.com and Amel Fonte at amelf.cfi@gmail.com.

Step one: To confirm your interest, e-mail a clear copy of the photo page of your passport. This is very important – it allows us to block your hotel reservation.

Step two: Open the attached document, “Travel Form”, complete and e-mail them back to us.

Step three: Send us a copy of your bio. We need this for every passenger.

Payment

The cost of this trip is \$4,250 per person, due no later than May 16th, 2016. This is a firm deadline due to the availability of hotel rooms in Havana, as well as the logistical requirements of securing a Cuban visa and meeting all applicable U.S. laws.

If you need an Invoice, be sure to let us know.

This fee will include:

- 1 All planning and trip logistics, guide and translation services
- 2 Obtaining Cuban visas and ensuring compliance with U.S. travel requirements
- 3 **Miami-Havana** roundtrip airfare – please note attendees will be responsible for their own travel arrangements to Miami
- 4 Four nights’ hotel accommodations in Havana
- 5 Air-conditioned coach transportation for the group from beginning to end, including airport transfers, with driver and guide
- 6 The cost of all activities on the group schedule
- 7 All meals

The fee does not cover:

- Bar bills at group meals beyond first two drinks
- Hotel mini bar
- Tips for driver, guide, porters, and waiters
- Air travel to Miami or hotels in Miami

Make check payable to **CFI** and mail to:

Mr. Paul Johnson
926 Judson, 2E
Evanston, IL 60202

Checklist

You are completely registered when we receive:

- An e-mail with a clear copy of your passport

- Your completed travel form
- Your bio
- Your payment
- **Please Note** – If you are Cuban-American special visa rules apply, please contact us for further instructions! You will not be permitted entry into Cuba without proper visa.

CANCELLATION AND REFUND: If you cancel your reservation or if you fail to travel on the charter flight, your right to receive a refund is limited. **If we resell your seat you will receive a full refund, Otherwise** as set forth below:

If your notice is received:

More than 30 days before departure: Full Refund

Less than 30 days before departure No Refund

Thank you, and please contact **Amel Fonte** at amelf.cfi@gmail.com with any questions about registration, payment, or the trip itself.
