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EXPORTING MEAT TO CUBA OVERVIEW



I. Understand the Commercial and Political Environment

- Embargo
- U.S. legislation & regulations impacting trade with Cuba
  - Cuban Democracy Act of 1992
  - Helms Burton Act of 1996
  - State Sponsor of Terrorism
  - TSRA
  - Farm Bill
  - Support for the Cuban People

II. Current Exports to Cuba

Data

Printer Friendly | Other Formats | Create CSV File | Calculation Formulas | Change Base Year | 2023

Area/Partners of Destination
And Commodities Exported

January - December
Cumulative To Date Values in Thousands of dollars

Partner					Product	2019 Value	2020 Value	2021 Value	2022 Value	2023 Value	Jan - Jul 2023 Value	Jan - Jul 2024 Value	Period/Period % Change (Value)
☐		Cuba	1	-	FAS Agricultural Total	248,467	157,359	298,779	319,438	336,819	186,952	240,816	29
☐	1	Cuba	1.1	+	Poultry & Products	190,395	143,673	283,142	295,865	289,958	170,395	179,631	5
☐	1	Cuba	1.2	+	Livestock & Meats	0	13	418	637	13,515	3,638	20,962	476
☐	1	Cuba	1.3	+	Horticultural Products	66	100	326	1,428	10,934	2,550	7,685	201
☐	1	Cuba	1.4	+	Sugar & Tropical Products	0	53	248	705	8,167	2,926	8,361	186
☐	1	Cuba	1.5	+	Dairy & Products	0	9	43	129	6,560	3,423	14,028	310
☐	1	Cuba	1.6	+	Grains & Feeds	9,863	5,458	1,929	9,098	6,254	3,565	5,832	64
☐	1	Cuba	1.7	+	Oilseeds & Products	48,128	7,961	12,672	11,216	1,158	455	4,137	810
☐	1	Cuba	1.8	+	Planting Seeds	15	92	0	74	184	0	0	--
☐	1	Cuba	1.9	+	Tobacco & Products	0	0	0	288	90	0	179	--
		Grand Total				248,467	157,359	298,779	319,438	336,819	186,952	240,816	29

Notes:
1. Data Source: U.S. Census Bureau Trade Data
2. Product Group : FAS (Agricultural)

III. Cuba's Mixed Economy

TCP

MIPYMES

State Companies

Cooperatives

Recent Cuban laws impacting private sector

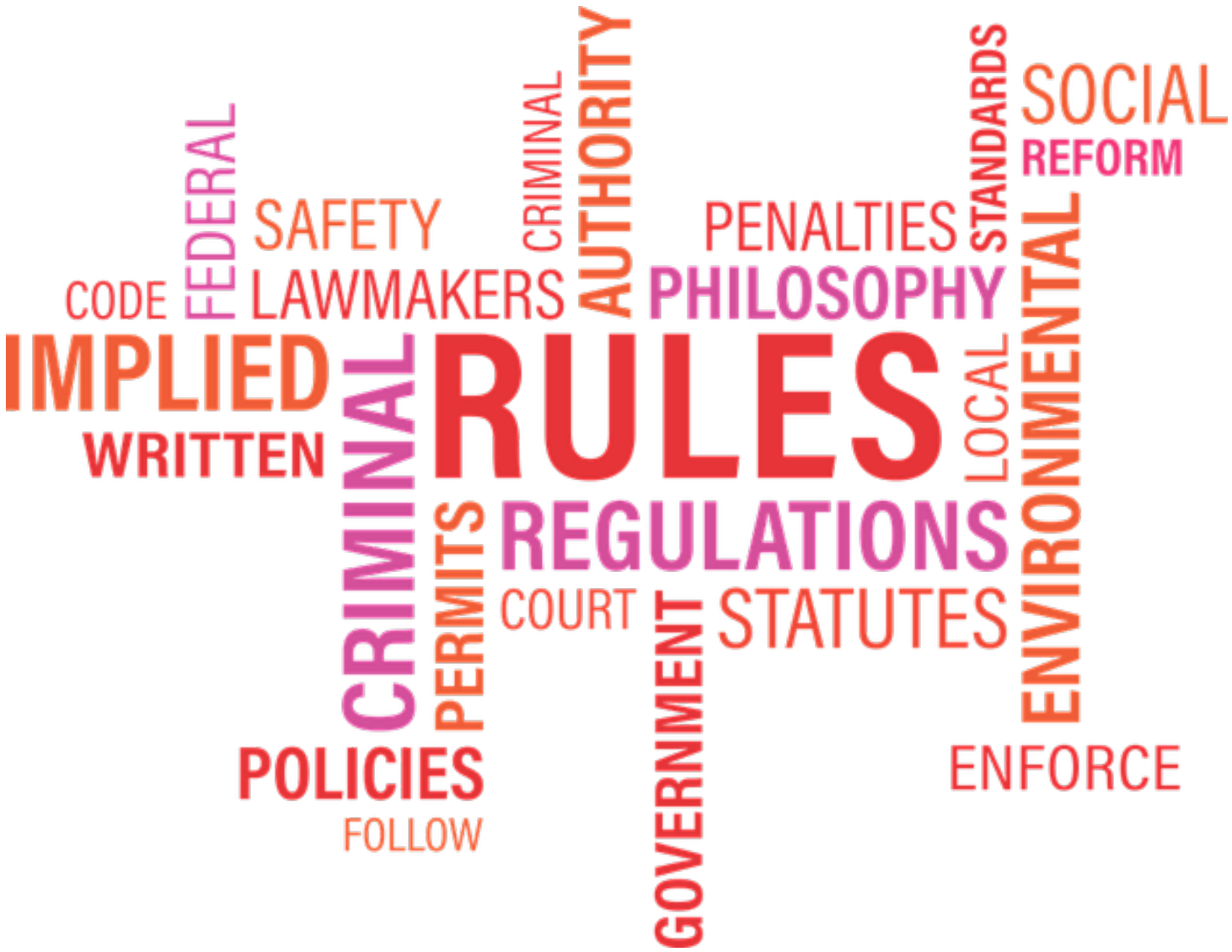
IV. Pork & Beef Exports: Know Your Market



- Buyers – Private and State
  - Alimport and Private buyers
  - Communicating with your buyers: WhatsApp better than email
  - Visit your customers
  - Be sure to get a commercial visa, this is issued by the Cuban Embassy in DC
  - US authorized travel to Cuba category – exportation, or information materials; certain authorized export transactions
- Where are your exports sold?
  - Farmer markets / Ration cards
  - Retail stores – hard currency and MLC
  - Restaurants
  - E-commerce
  - Pricing / Remittances / National population / Tourism
- Pork & beef production in Cuba today
  - Pork – 90% drop
  - Pricing around 800 pesos a lb., chicken replaces pork as protein source
  - Beef– historic production vs. today

V. How to do Business in Cuba - U.S. Requirements

- U.S. Treasury, OFAC
- U.S. Commerce
- FSIS certificates

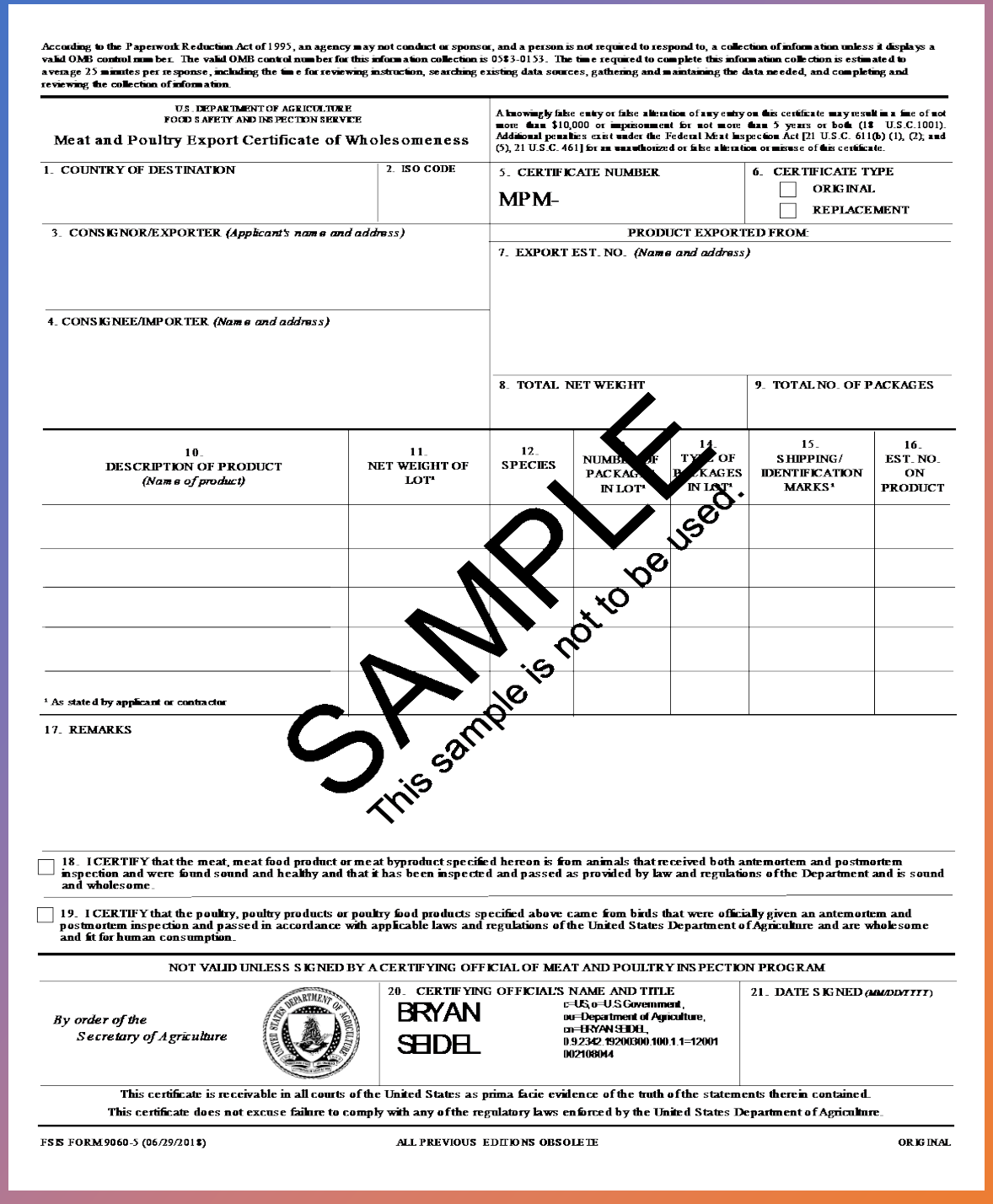


Food Safety and Inspection Services (FSIS) & FAS

- Check the Export Library:

- https://www.fsis.usda.gov/inspection/import-export/import-export-library/cuba

  - Radiation letter (email pptrd@usda.gov)
  - Certificates
    - FSIS Form 9060-5 – Meat and Poultry Export Certificate
    - Letterhead Certificate – three different letters, depending on what you are exporting



According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0583-0153. The time required to complete this information collection is estimated to average 25 minutes per response, including the time for reviewing instruction, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

U.S. DEPARTMENT OF AGRICULTURE
FOOD SAFETY AND INSPECTION SERVICE

Meat and Poultry Export Certificate of Wholesomeness

A knowingly false entry or false alteration of any entry on this certificate may result in a fine of not more than $10,000 or imprisonment for not more than 5 years or both (18 U.S.C.1001). Additional penalties exist under the Federal Meat Inspection Act [21 U.S.C. 611(b) (1), (2), and (5), 21 U.S.C. 461] for an unauthorized or false alteration or misuse of this certificate.

1. COUNTRY OF DESTINATION
2. ISO CODE
5. CERTIFICATE NUMBER: MPM-
6. CERTIFICATE TYPE: ☐ ORIGINAL ☐ REPLACEMENT
3. CONSIGNOR/EXPORTER *(Applicant's name and address)*
PRODUCT EXPORTED FROM:
7. EXPORT EST. NO. *(Name and address)*
4. CONSIGNEE/IMPORTER *(Name and address)*
8. TOTAL NET WEIGHT
9. TOTAL NO. OF PACKAGES

10. DESCRIPTION OF PRODUCT *(Name of product)*	11. NET WEIGHT OF LOT[1]	12. SPECIES	13. NUMBER OF PACKAGES IN LOT[1]	14. TYPE OF PACKAGES IN LOT[1]	15. SHIPPING/ IDENTIFICATION MARKS[1]	16. EST. NO. ON PRODUCT

[1] As stated by applicant or contractor

17. REMARKS

SAMPLE
This sample is not to be used.

☐ 18. I CERTIFY that the meat, meat food product or meat byproduct specified hereon is from animals that received both antemortem and postmortem inspection and were found sound and healthy and that it has been inspected and passed as provided by law and regulations of the Department and is sound and wholesome.

☐ 19. I CERTIFY that the poultry, poultry products or poultry food products specified above came from birds that were officially given an antemortem and postmortem inspection and passed in accordance with applicable laws and regulations of the United States Department of Agriculture and are wholesome and fit for human consumption.

NOT VALID UNLESS SIGNED BY A CERTIFYING OFFICIAL OF MEAT AND POULTRY INSPECTION PROGRAM

By order of the Secretary of Agriculture

20. CERTIFYING OFFICIAL'S NAME AND TITLE
BRYAN SEIDEL
c=US,o=U.S.Government, ou=Department of Agriculture, cn=BRYAN.SEIDEL, 0.9.2342.19200300.100.1.1=12001002108044

21. DATE SIGNED *(MM/DD/YYYY)*

This certificate is receivable in all courts of the United States as prima facie evidence of the truth of the statements therein contained.
This certificate does not excuse failure to comply with any of the regulatory laws enforced by the United States Department of Agriculture.

FSIS FORM 9060-5 (06/29/2015) ALL PREVIOUS EDITIONS OBSOLETE ORIGINAL

Meat and Poultry Export Certificate

- https://www.fsis.usda.gov/inspection/import-export/import-export-library/cuba

Letterhead Certificate

- https://www.fsis.usda.gov/inspection/import-export/import-export-library/cuba
  - Letterhead Certificate for Fresh/Frozen Beef
  - Letterhead Certificate for Pork products
  - Letterhead Certificate for Sheep/Goat products
  - Must be signed by an FSIS verterinarian

FSIS Form 2630-9 (6/86)

EQUAL OPPORTUNITY IN EMPLOYMENT AND SERVICES

VI. Cuba Requirements

Company Registration

- MINCEX / Export Code
- Document establishing legal existence of your company
  - Articles of Incorporation, Including your EIN #.
  - Updated bank guarantee – letter from your bank showing that your company is solvent
  - Company Profile form – provided by intermediary
  - Document certifying or empowering the person appearing on behalf of the company to sign contracts
  - Latest company financials – your accountant can provide this



Cuba Requirements…

Product Registration & Samples

- Identify Buyers and State Intermediaries
- INHA
- Samples
- Technical Specifications
- Certificate of Origin
- Operating certificate of processing plant
- Health Certificates we mentioned previously
- A word about Trichinella
- https://www.fsis.usda.gov/sites/default/files/import/Trichinella-Compliance-Guide-03162016.pdf



Cuba Requirements…

Labeling Requirements

- Name of food product
- Country of Origin
- Commercial brand name
- Name / address of processor
- Ingredients / additives
- Net content weight
- Storage instructions
- Lot number / code and expiration date



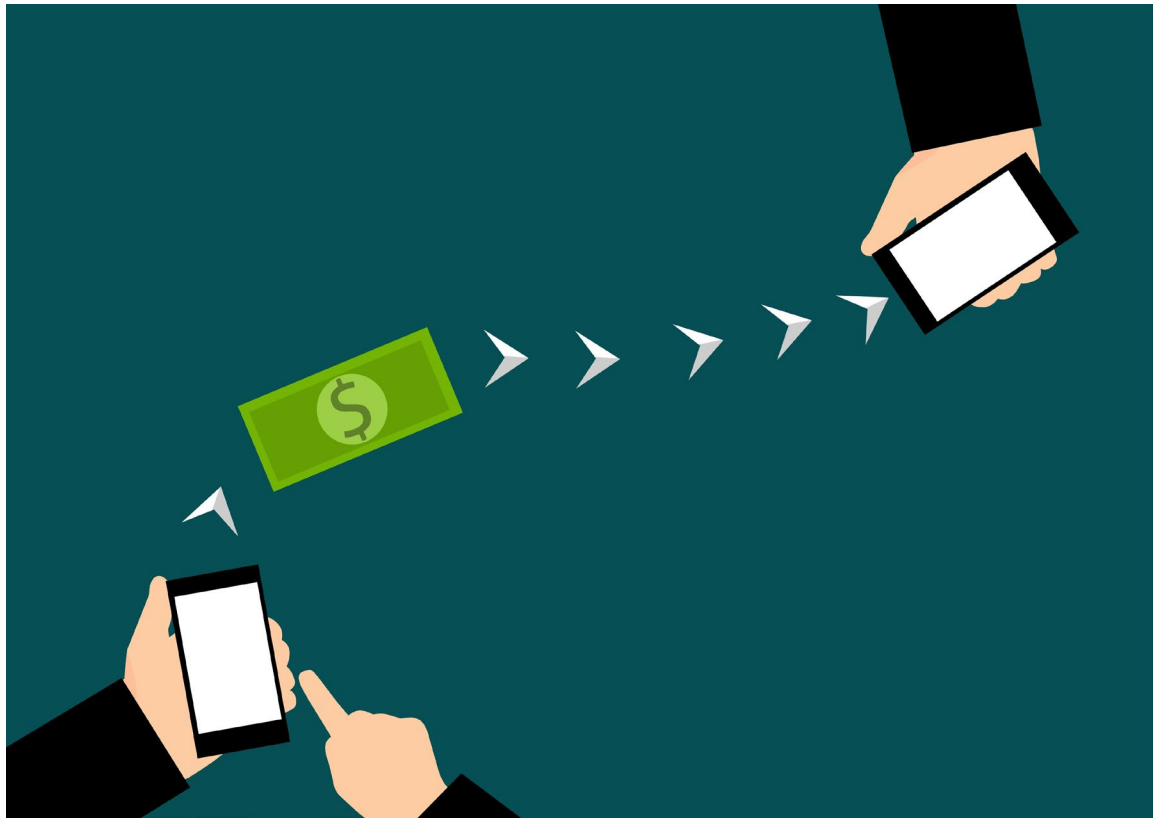
VII. Logistics

- Crowley as an example
- To request a rate: crowleycustomercare@crowley.com
- BIS License
- Letter Authorizing Crowley Logistics to act as your forwarding agent
- Booking Information
- Contract with your Cuban counterpart, unless it's a donation
- Packing List / Commercial Invoice
- Certificate of Origin
- Health Certificates previously mentioned
- Bill of Lading
- Letter authorizing release of goods, once payment received
- Inspections prior to sealing the containers
- Pallet certification



VIII. Banking / Payment

- Cash-in-Advance
- Costs / Duties
- State intermediary fees
- Letter of Credit
- Wire Transfer
- US/Cuban Law



IX. Conclusion

- Demand within an “emerging economy”
- Political realities, Cuba unique
- Near future – zigzag but legitimate
- TSRA and SCP present opportunities

