

Update on Michigan-Cuba Interaction



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Recap: March 2015 U.S. Delegation

- 95 Attendees
- 22 States
- Broad Coalition:
 - Agribusiness
 - Producers
 - Government



Goals:

- End the Embargo
- Expand opportunity for both nations

September 2015 Michigan Delegation

- Building on March visit
- 22 Attendees
 - Led by MABA
 - Commodity Groups
 - Major Producers
 - Processors



September 2015 Michigan Delegation

- Goals:
 - Identify shared opportunity
 - Build relationships
 - Look ahead to end of embargo



Meetings with Cuban, U.S. Officials

- **September 2015 Meetings:**
 - MINREX (Cuban Foreign Affairs)
 - AZCUBA (Cuban Sugar)
 - U.S. Department of State
 - University of Havana, University of Florida



Rapid Change in Cuba

- **Infrastructure**
 - Impressive expansion in 6 months
 - Telecommunications
 - Tourism Capacity

- **Hurdles remain...**



Cuban Opportunities



Any relationship with Cuba will be in the long-term

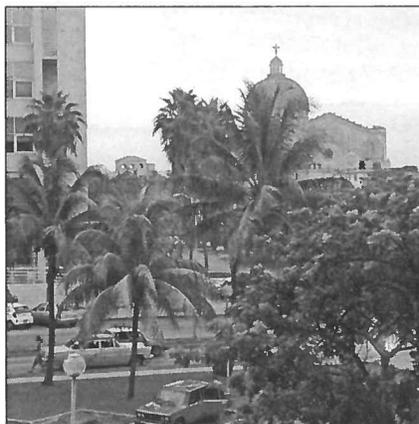
Our relationship with Cuba must benefit both nations

- Not just sales
- Boost Cuban domestic production
- Look toward the future

Opportunities for Michigan

We have a great fit!

- Dry Beans
- Dairy Products
 - Dried Milk
 - Cheese
- Fruit
- Potatoes
- Eggs
- Turkey



Conclusions/Next Steps

- The days of the embargo are numbered.
- Opportunity will not emerge immediately – this is a long term effort.
- Any strategy for Michigan agriculture must also build Cuban capacity.

Questions?



