



U.S.-Cuba Business Conference

Import/Export and Invest with Cuba and its Private Sector

October 25-28, 2022

Havana, Cuba

How can Americans do business in Cuba under U.S. and Cuban law? Despite U.S. restrictions, exporting, importing, and even investment are possible. Our conference will show what is possible and put a special emphasis on the new opportunities to do business directly with Cuban private enterprises.

Cuba's Chamber of Commerce is our counterpart in organizing this conference. We will hear from the ministries of trade and investment, economy and planning, and foreign affairs, in addition to a wide variety of Cuban enterprises.

We have also set aside time for you to meet Cuban businesses in your area of interest for one-on-one discussion. We will spend a day in the field meeting entrepreneurs at their places of business.

Our speakers will cover:

- The exports, imports, and investments that are possible under current U.S. law, and Cuba's policies and processes for trade and investment.
- The composition of Cuba's private sector: enterprises, cooperatives, farm cooperatives, local development projects.
- Cuba's new enterprise law: how self-employed entrepreneurs are converting to legally constituted businesses (akin to our LLC's), and the difference this makes (such as allowing them to enter joint ventures or other contracts with foreign investors).

Who should attend?

- Potential investors in Cuba's private sector industries
- U.S. exporters and importers
- Academics interested in Cuba's private sector
- Policy makers who want to better understand this emerging sector
- Companies involved in packaging, distribution, equipment and technology sales
- Anyone interested in learning about Cuba's economy and private sector, and in improving business ties between Cuba and the United States

See our agenda below

To Register:

<https://www.focus-cuba.com/businessconference>

FocusCuba / Washington, DC / Chicago, IL / Phone: (773) 814-2493 / info@focus-cuba.com

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Import, export, and invest with Cuba and its private sector

AGENDA

Tuesday, October 25

Welcome reception at 7:00 p.m. hosted by FocusCuba

Wednesday, October 26

Opening remarks from conference organizers, Cuban Chamber of Commerce president, and senior Cuban official

All presentations followed by Q&A

Remarks on U.S.-Cuba bilateral relations (Ministry of Foreign Affairs)

Presentation on Cuban economy, current economic policies, the role of Cuba's private sector, and the types of businesses that comprise the private sector: enterprises, cooperatives, local development projects, self-employed (Ministry of Economy and Planning)

Introductory panel with Cuban entrepreneurs

Panel: Philip Peters with a 25-year perspective on Cuba's private sector development, and attorney Robert Muse on the lines of business that are possible under U.S. law and regulation (Muse represents the U.S. business that obtained the first U.S. Treasury license to invest in a Cuban private company)

Lunch on site

Presentation on foreign investment in Cuba and opportunities to invest, importing and exporting, and how to invest, including in private companies (Ministry of Trade and Foreign Investment)

Sector panels Part I: Presentations by sector, each panel including a ministry official, a state enterprise, and private enterprises; discussion of strategies, challenges, and growing links between public and private actors

Panel 1 Information technology and telecom

Panel 2 Construction

Panel 3 Biotechnology and health care

Dinner, private restaurant

Thursday, October 27

All day: field visits to various private enterprises around Havana, concluding with a visit to a location where private businesses display and sell their products

Lunch and dinner at private restaurants

Friday, October 28

Sector panels Part II

Panel 4 Agriculture and food processing

Panel 5 Culture and Tourism

Lunch on site

Business-to-business meetings: one-on-one conversations between conference participants and Cuban businesses; the sectors of agriculture, biotechnology and health, travel and lodging, renewable energy, information technology and communication, construction, culture, environmental protection, and culture will be present; others can be present on request based on participants' expressed interests

Reception at 5:00 p.m. hosted by the Cuban Chamber of Commerce

Farewell dinner, private restaurant