The Evolving Role of the United States as a Major Food Supplier to Cuba

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The opinions expressed in this presentation are solely those of the authors and do not necessarily reflect opinions of the U.S. International Trade Commission or any individual Commissioner.
U.S. Exports of TSRA-eligible Food and Agricultural Products to Cuba, 2000-11

Source: U.S. Department of Commerce
Issues to be Considered in this Presentation:

1. What is driving these changes?
   • U.S. and Cuban political developments?
   • Changes in Cuban domestic agricultural production levels?
   • Cuban purchases from other countries?

2. Examine how actions of other trading partners have impacted U.S. exports

3. Briefly discuss prospects for the future.
Cuban Imports of TSRA-eligible Food and Agricultural Products by Country, 2000-11

Source: GTIS
2008 was the Most Destructive Hurricane Season in Cuba’s Recorded History

- T.S. Fay: 8/16 – 8/18
- H. Gustav: 8/30 - 9/1
- H. Hanna: 9/2 – 9/3
- H. Ike: 9/8 – 9/9
- T.S. Paloma: 11/8 – 11/9
Cuban Imports of TSRA-eligible Food and Agricultural Products by Country, 2000-11

Source: GTIS
Cuban Imports of TSRA-eligible Agricultural Products, 
SHARE by Major Suppliers, 2000-11

Source: GTIS
Cuban Agricultural Production 2000-10

Rank by Metric tons

Source: Cuban Anuario Estadistico
Cuban imports of TSRA-eligible agricultural products from World, by value 2010

- Wheat: 14%
- Animal feed: 12%
- Dairy: 11%
- Corn: 10%
- Chicken: 9%
- Soybeans: 7%
- Soybean oil: 7%
- Other: 30%

Source: GTIS
Cuban imports of TSRA-eligible agricultural products from the United States, by value 2010

- Chicken: 28%
- Corn: 26%
- Soybeans: 12%
- Animal feed: 10%
- Soybean oil: 7%
- Other: 17%

Source: GTIS
Chicken: Cuban imports from the United States, 2002-11

Source: U.S. Department of Commerce
Chicken: Cuban imports by country, 2002-10

Source: GTIS
Corn: Cuban imports from the United States, 2002-11

Source: U.S. Department of Commerce
Corn: Cuban imports by country, 2002-10

Source: GTIS
Wheat: Cuban imports from the United States, 2002-11

Source: U.S. Department of Commerce
Wheat: Cuban imports by country, 2002-10

Source: GTIS
Soybeans: Cuban imports from the United States, 2002-11

Source: U.S. Department of Commerce
Soybean oil: Cuban imports from the United States, 2002-11

Source: U.S. Department of Commerce
Soybean oil: Cuban imports by country, 2002-10

Source: GTIS
Soybean meal: Cuban imports from United States, 2002-11

Source: U.S. Department of Commerce
Soybean meal: Cuban imports by country, 2002-10

Source: GTIS
Prospects for the Future

• Expect U.S. food and agricultural exports to Cuba to stabilize in 2012, or perhaps decrease slightly

• HOWEVER Brazil is a wild card and could take U.S. share in some commodities
  • Brazil has recently invested in Cuba’s poultry industry
  • President Rousseff’s recent visit
  • $680 million to rehab Port at Mariel
  • $400 million in credits for food purchases
  • $200 million to improve agriculture
  • AND if there is any question about Brazil’s commitment . . .
Cuban Sugar Farm, October 2011
Cuban Sugar Farm, October 2011
Prospects for the Future

• What would it take to increase U.S. exports?
  • Credit sales – but not going to happen
  • Even if it did, who would want to sell on credit to Cuba when they are consistently ranked among the worst credit risks in the world, just a shade better than Somalia?
• One possible game changer . . .
Cuba’s Potential Game-Changer: Oil!

Photo by: Javier Galeano
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