



CUBA: BROADENING NORMALIZATION

American University
School of International Service
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INTRODUCTION:

- OBJECTIVE:
Examine opportunities and obstacles ahead of normalizing diplomatic relations between the United States and Cuba
- CLIENT:
The US Chamber of Commerce
- DELIVERABLE:
Produce concise analyses and policy recommendations to assist client's policy priorities of promoting trade and travel with Cuba



INTRODUCTION
WHAT IS U.S. – CUBA NORMALIZATION
WHY NOW
METHODOLOGY
PRODUCTS
LEGISLATION AND REGULATION
FOREIGN POLICY
TRADE AND INVESTMENT
CULTURE
QUESTIONS

AGENDA

Why Now?

KEY JUDGMENTS



Economic shifts & mutual benefits to collaboration

Socio-political change & ideological differences

Regulations & policy irritants





METHODOLOGY

Four Teams
Legislation and Regulation
Foreign Policy
Trade and Investment
Culture

Research
Travel to Cuba and Miami





LEGISLATION & REGULATION

MARIA CARRASQUILLO & JUAN PAJON

U.S. Embargo on Cuba

Property Claims and Counterclaims

FOREIGN POLICY

KAREN CASTRO, TIM MAHONY, & TANIA PRUITT

U.S. Immigration Policy Toward Cuba

U.S. Democracy Promotion Programs

U.S. Naval Base in Guantanamo

**Government-to-Government
Cooperation**

TRADE AND INVESTMENT

**SHONA CARTER, ROCHELLE OSEI-TUTU,
BRIENNE THOMSON, & CALITA WOODS**

**The Special Economic Development Zone of
Mariel**

Education and Labor Asymmetries

International Financial Institutions

TRADE AND INVESTMENT CONT.

SHONA CARTER, ROCHELLE OSEI-TUTU,
BRIENNE THOMSON, & CALITA WOODS

Expand Opportunities for Bilateral Trade

Government Cooperation on Commercial
Matters

Opportunities for Cuban Pharmaceuticals





CULTURE

SARAH BARNETT, TARA SCHOENBORN, & WENDY STOKES

How to Do Business

Bilateral Advertising

Intellectual Property Rights



QUESTIONS