

An Integrated Curriculum For The Washington Post Newspaper In Education Program

Culture, Education and Trade



- Student Activity: Cuba — From Columbus to Castro
- Post Editorial: “A warning to America from a Cuban dissident”
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As Cuba and the U.S. restore diplomatic relations, many questions arise in areas of cultural identity and way of life, preservation of natural resources and business ownership. What policies will result in change — and at what speed? In what ways has capitalism already modified the government of Cuba? How might the U.S. elections of 2016 and Raúl Castro’s leadership challenge normalization of relations?



ANDREW HARNIK/ASSOCIATED PRESS

After doing some research on the history and culture of Cuba, students are asked to examine and debate the issue of Cuban immigration and emigration. Two *Post* articles set the stage: “The other migrant crisis: Cubans are streaming north in large numbers” and “A flow of Cubans — going home.”

Whether chocolates or oil, sugar or tobacco, Cuba exported many products to U.S. manufacturers and businesses. Get to know the trade relations before the embargo, then read about current overtures to restore business relations and form educational exchanges. Use the Virginia governor’s visit as a case study. Begin by reading “In Cuba, Gov. McAuliffe touts his state’s pork, wine — and seaport.”

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Cuba — From Columbus to Castro

Nearly 90 miles south of the Florida Keys lies the largest island in the Caribbean Sea. It has mountains and plains, Havana harbor and coral reefs. Arawak and Ciboneys populated the island before Columbus's discovery started European conquests. Today 11 million Cubans await the next turn in their lives.

A Place in the Sun

Create a timeline from 1492 to this year. The minimum of 15 entries should include discovery and conquest, international relations (Treaty of Paris, for one), relations with America (don't forget the Rough Riders), Cuban leaders (Batista, Che and the Castro brothers, for sure). For each entry, write a short summary of each event.

Business Matters

What has been the economic and business history of the Caribbean's largest island?

- Slavery and its influence on Cuba
- Role of the Platt Amendment
- The Special Period
- The impact of the U.S. embargo
- Products that Cuba had for export then and now

Relationship with Other Nations

What has been the past dealings and current relationship of Cuba with each of the following nations?

- a) Angola
- b) Russia
- c) Spain
- d) The United States
- e) Venezuela

Religion and Well Being

What role does faith play in a country that is officially communist?

Roman Catholic Church, Protestant Church and Santeria

What is the state of health care on the island?

Caribbean Culture

Cars are not old — they are classics in Havana and throughout the country. From areito to Fernando Alonso, the father of Cuban ballet, from changui to son, with the beat of the drum, bongo and guitar — music is integral to Cuban expression. Cockfights and small garden plots are elements of Cuban Libre. Start with sugar and ice cream to get a taste of Cuban's favorite foods. State organizations such as the Cuban Film Institute, the National Cultural Council and the National School for the Arts may be good places to begin exploration of Cuba's culture.



**Christopher
Columbus**



**Fidel
Castro**

SEBASTIANO, DEL PIOMBO

WARREN K. LEFFLER/LOC.GOV

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The Washington Post

AN INDEPENDENT NEWSPAPER

EDITORIALS

A warning to America from a Cuban dissident

WHEN PRESIDENT Obama began the opening to Cuba a year ago, one of the arguments the White House advanced was that a full-fledged embassy in Havana would give U.S. diplomats more freedom to roam the island than was the case with the constricted “interests section” that existed earlier. The administration emphasized that expanded “people-to-people” contacts, including with Cuban dissidents and human rights activists, would be an important outcome of the thaw.

Antonio G. Rodiles, one of many Cubans who have suffered harassment, arrest and beatings for speaking out, heard those promises, but, in an interview at The Post this week, he expressed deep disappointment that it has not happened. Rather than more contact, he said, he has seen U.S. diplomats less than before and suggested the reason: The United States has made Raúl Castro and the Cuban regime its chief interlocutor. Concern about human rights, long a mainstay of U.S. policy toward Cuba, has been “sidelined,” he lamented. Cuba’s fractious opposition feels left out in the cold.

In the same week that Mr. Rodiles described this situation, Mr. Obama suggested in an interview with Yahoo News that he would go to Cuba before he leaves office only if he could “talk to everybody.” He added, “I’ve made very clear in my conversations directly with President Castro that we would continue to reach out to those who want to broaden the scope for, you know, free expression inside of Cuba.” That’s a nice gesture, but it does not change the reality for most Cubans who live under Castro’s dictatorship.

Mr. Obama has counseled that change in Cuba will take time, and “normalization will be a long journey.” Certainly, both Raúl and Fidel Castro, who have ruled the island for a half-century, are in their twilight years. But Mr. Rodiles made the sobering argument that the Castro brothers are girding themselves against embarking upon Mr. Obama’s journey. They are preparing to perpetuate the regime by passing the baton of power

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The other migrant crisis: Cubans are streaming north in large numbers

BY NICK MIROFF

• Originally Published December 6, 2015

HAVANA — A year after President Obama and Cuban President Raúl Castro announced with great fanfare their plans to normalize relations, an old source of tension has stubbornly returned, with a rush of Cubans trying to get to the United States.

The number of unauthorized Cubans arriving in the United States nearly doubled in fiscal 2015, rising to 43,159 from 24,278 the previous year, according to U.S. border officials, and the surge appears to be accelerating.

The vast majority are coming not in rickety boats or rafts but right through U.S. ports of entry at the border with Mexico. Combined with the more than 20,000 who are issued immigration visas annually under existing accords, it amounts to the largest influx of Cubans into the United States in decades.

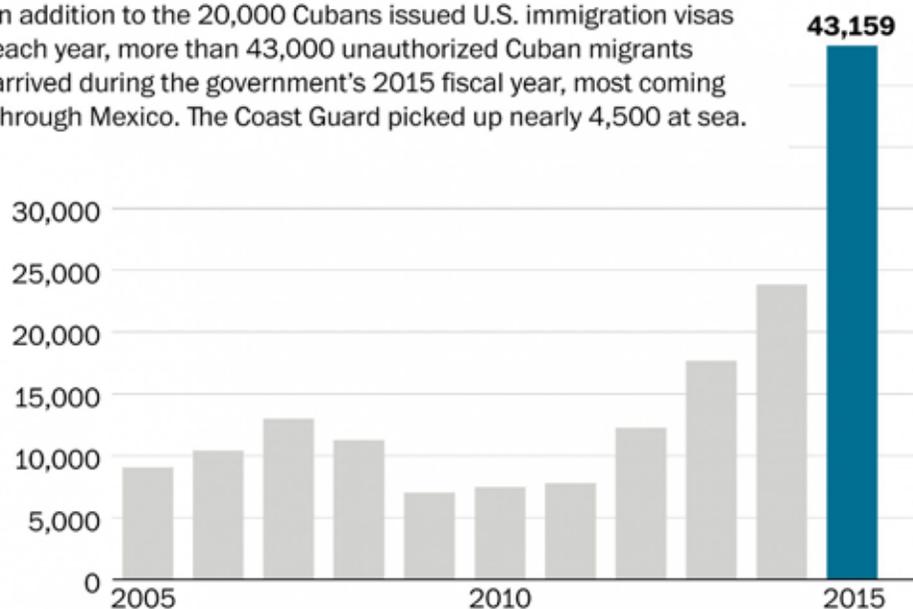
“It is three times as large as the rafter crisis of 1994,” said Miami immigration lawyer Wilfredo Allen.

Not since the Mariel boatlift of 1980, he said, when 125,000 landed in South Florida, have so many Cubans headed north.

The migration wave has complicated the Obama administration’s plans to

Number of unauthorized Cubans who entered the U.S.

In addition to the 20,000 Cubans issued U.S. immigration visas each year, more than 43,000 unauthorized Cuban migrants arrived during the government’s 2015 fiscal year, most coming through Mexico. The Coast Guard picked up nearly 4,500 at sea.



Note: Fiscal years start in October.

THE WASHINGTON POST

Sources: Pew Research Center; U.S. Customs and Border Protection, Department of Homeland Security

overcome decades of bitter relations with the governments of Fidel and Raúl Castro. It has also revealed the acute sensitivity on the island to any talk — even rumors — of a possible end to the immigration privileges the United States has extended to Cubans for the past 50 years.

The flood of migrants is creating — on a far smaller scale — the kinds of scenes that Europe has experienced as Middle Eastern and South Asian migrants have poured over the borders. As many as 4,000 U.S.-bound Cubans have become stranded in Costa Rica

since last month, when Nicaragua stopped letting them pass through. Another 1,000 overwhelmed a tiny Panamanian border town, where officials declared a “sanitary emergency” because there wasn’t enough food, water or shelter. Others are held at immigrant detention centers in Mexico.

Like the asylum seekers streaming into Europe, the Cuban travelers rely on smartphones and social media to share the latest travel information and to keep in touch with friends and relatives who can wire money. A few hire smuggling guides, but

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EZEQUIEL BECERRA/AFP/GETTY IMAGES

Cuban migrants rest in a shelter in La Cruz, Costa Rica, near the border with Nicaragua on Nov. 26, 2015.

most appear to journey in large groups.

So many Cubans are on the move that authorities in Havana and in countries across the region are tightening travel rules. Central American nations are reinforcing their borders. Ecuador has announced new visa requirements for Cubans, sparking rare protests in Havana.

Old and new factors are driving the outflow, from the island's perpetually pitiful wages to the extraordinary sight of Obama and Castro shaking hands and the American flag flying outside the U.S. Embassy in Havana.

Those images were widely cheered on the island. But they also set off alarms.

Cubans have a saying, "Lo que te den, cógelo," for the moment when a coveted item such as chicken or

laundry detergent arrives at one of the neighborhood bodegas where government rations are distributed. It means, roughly, "Whatever they're giving, take it."

It is a rational response to the chronic scarcities of a state-run economy. But the phrase also applies to fleeting moments of opportunity and a particularly Cuban determination to seize them.

Embraced as refugees from totalitarianism, Cubans have for 50 years enjoyed perks offered by the U.S. government to no other immigrant group. The Cuban Adjustment Act of 1966 includes the "wet-foot, dry-foot" rule, which essentially bestows U.S. residency and welfare benefits on any islander who touches American soil.

Cuban American lawmakers are calling for a tightening of the rules, adding to fears of the act's demise.

Sen. Marco Rubio (R-Fla.) and Rep. Ileana Ros-Lehtinen (R-Fla.) say American generosity is being abused by Cuban migrants who obtain U.S. residency and then begin traveling back to the island to ferry merchandise, run small businesses or get cheap dental work.

To the Obama administration, those Cubans can be agents of change who spread democratic values and a spirit of entrepreneurialism. But older emigres say those circular travel habits make a mockery of the idea that Cubans are so uniquely oppressed that they deserve their own system of political asylum.

The noise of this debate has reached the island, joining the buzz about mending U.S.-Cuba relations. Now, the rush is on.

Cubans have been streaming north by land, sea and air all year. The U.S. Coast Guard picked up 4,462 at sea during the fiscal year that ended Sept. 30 and has retrieved more than 900 since then. Several thousand asylum-seeking Cubans have landed in Miami, flying via the Bahamas or Cayman Islands with European passports issued in recent years to the descendants of Spanish immigrants.

The largest number have come overland from Ecuador, traveling by bus and taxi through Colombia, Central America and Mexico to reach the United States. In 2008, Ecuadoran President Rafael Correa implemented one of the most liberal immigration policies in the world, essentially opening his country to anyone who wanted to visit. Suddenly Cubans had a place in the region

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they could fly to without a visa.

Many here began traveling back and forth to Ecuador to buy cheap clothing and other items they could sell on the island's vast black market. Others figured out how to use the country as a springboard for the 3,000-mile journey to the United States.

It was long, but safer than getting in a boat to cross the Florida Straits.

The protests that followed Ecuador's reinstatement of visa requirements for Cubans were soothed this past week when the Correa government agreed to issue visas automatically to travelers who purchased their flights prior to the new rules.

In the streets outside the country's embassy in Havana on Friday, people lined up for hours awaiting appointments, some with bags packed. Dozens of uniformed police officers stood watch, and government technicians set up new security cameras.

No one would admit to plans to use Ecuador as a launchpad to the United States. "It was the only country where we could just buy a ticket and go," said Maybel Miranda, 36, who lacked a visa but had a ticket for a Dec. 8 flight to Quito. She said

she plans to go "for a vacation, and to get some clothes."

About 40,000 Cubans have established residency in Ecuador in recent years, and many may start heading north if they fear that the window is closing.

U.S. officials insist that the Cuban Adjustment Act will remain unchanged, not least because its repeal would require an act of Congress. Obama has the power to alter elements of it, but State Department officials, in their regularly held migration talks Monday with Cuban diplomats, reiterated that the policy is not up for debate.

Cuban authorities say the Adjustment Act is a huge obstacle to normal relations, and on Tuesday, the Castro government announced that it would reinstate exit visa requirements for most of the island's doctors, only three years after Raúl Castro eliminated the widely despised travel restrictions.

Cuba has tens of thousands of medical professionals deployed on "missions" around the world, some taking part in humanitarian relief efforts in countries such as Haiti, and others in Brazil, Angola, Qatar and other nations that pay for their

services, providing a major source of revenue to the Castro government.

A U.S. program created in 2006 that offers special assistance to Cuban doctors who defect from those missions is a particular sore point for Havana, which singled it out for scorn in a statement issued Tuesday.

"We must remember that the U.S. government has historically used its immigration laws as a weapon against the Revolution, enticing Cubans to leave for political purposes, which has provoked a loss of life, hijackings of boats and airplanes, violent crimes, migratory crises and brain drain," it read.

So many doctors have left — 1,000 a year, by some estimates — that staffing at Cuban hospitals and clinics has suffered.

Medical professionals in Cuba typically earn less than \$100 a month.

The migration crisis in Central America continues as more and more Cubans arrive in Costa Rica, their path still blocked.

On Thursday, Costa Rican authorities said they were negotiating a proposal to airlift the migrants to Belize, where they could presumably try to resume the trip north by sneaking across the border into Mexico.

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A flow of Cubans — going home

Not since the early Castro years have so many returned, but these are capitalists

BY NICK MIROFF

• Originally Published January 2, 2016

HAVANA — Mauricio Estrada left Cuba in 2003 full of the same frustrations as so many others eager to move away. He married a Spanish woman, moved to Barcelona and got a job as a prep cook.

A dozen years later and divorced, Estrada is back, this time as the proprietor of a stylish Iberian-themed restaurant, Toros y Tapas, decorated with old matador posters and the taxidermied heads of longhorn bulls.

“Having my own restaurant is a dream,” said Estrada, 48. “I never could have done it if I’d stayed in Cuba.”

Estrada is a repatriado, a repatriate, one of the growing number of Cubans who have opted to move back to the island in recent years as the Castro government eases its rigid immigration rules. The returnees are a smaller, quieter countercurrent to the surge of Cubans leaving, and their arrival suggests a more dynamic future when their compatriots may come and go with greater ease, helping to rebuild Cuba with earnings from abroad.

Not since the early years of Fidel Castro’s rule, when his leftist ideals brought home a number of exiles initially sympathetic to the 1959



LISETTE POOLE/FOR THE WASHINGTON POST

Enrique Soldevilla on Dec. 31, 2015, in Havana’s Miramar neighborhood, where he grew up. He says he feels good spiritually living in Cuba again after a decade in the Dominican Republic.

revolution, have so many Cubans voluntarily returned.

The difference is that today’s repatriates are not coming back for socialism. They are coming back as capitalists. Which is to say, they are returning as trailblazing entrepreneurs. Prompted by President Raúl Castro’s limited opening to small business and his 2011 move allowing Cubans to buy and sell real estate, the repatriates are using money saved abroad to acquire property and open private restaurants, guesthouses, spas and retail shops.

Cuban authorities said they could not provide up-to-date statistics,

but in 2012, immigration officials said they were processing about 1,000 repatriation applications each year. The numbers appear to have increased since then, at least judging from anecdotal evidence and the proliferation of new small businesses in Havana run by returnees.

Communist authorities no longer stigmatize such Cubans or view them as ideologically suspicious, provided they’re not coming back as anti-government activists. Virtually all Cubans who emigrated are eligible for repatriation unless they are deemed to have committed “hostile acts against the state.”

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Returnees say the paperwork takes about six months to process. It allows them to return home with a shipping container's worth of goods and to regain access to the socialist country's benefits, including free health care and food rations.

For Cubans nostalgic for home or determined to build small businesses on the island, repatriation offers travel privileges few others enjoy. Cubans returning from Spain, for example, do not have to renounce their Spanish citizenship and the all-important European Union passports that come with it, allowing them to travel far more freely than ordinary Cuban passport holders, who need visas for practically any country they wish to visit.

The repatriation trend is a classic case of "Cuban ingenuity," said Pedro Freyre, a partner and an expert on Cuba trade laws at the Akerman law firm in Miami. "It's an instinct for taking advantage of any opening, and the perception that with this mechanism an expat can have the best of two systems."

To be clear, the number of repatriates is dwarfed by the more than 70,000 Cubans who left the island in 2015, the highest figure in decades and nearly twice as many as departed in 2014. The emigration wave is being driven by a range of old and new factors, from the island's perpetual economic troubles to new fears that better relations with the United States will bring an end to the unique U.S. immigration privileges extended to Cubans.

For Enrique Soldevilla, 34, the December 2014 announcement that

the United States and Cuba would begin normalizing relations was the decisive factor in his return home after a decade in the Dominican Republic. Optimistic that the U.S. thaw would bring better times to Cuba, he moved back to Havana in April, giving up a well-paid job in audio and video production.

Life in the Dominican Republic was good "professionally and financially," Soldevilla said, "but something was always missing."

He felt a "spiritual need" to be in his home country and culture, with his family close by.

Someone like Soldevilla would have had few options just a few years ago, when restrictions were much tighter on private business and independent labor. But today, more than a quarter of Cuba's workforce is not employed by the state.

Soldevilla has been working as a freelance producer, using his international contacts and his skills to get contracts with foreign clients. He has done casting work for the U.S. reality TV show *House Hunters*, something that would have been unthinkable a few years ago, when Cubans were prohibited from having cellphones and going online was all but impossible.

Poor Internet access is still a major headache, but Soldevilla can take his laptop to a tourist hotel with WiFi when he needs to conduct business. "I'm not earning as much as I did [in the Dominican Republic], but the cost of living is a lot lower. And I'm happier here," he said.

Many of the repatriates, like Soldevilla, are returning from

Europe and Latin America. Cubans in the United States may be more reluctant to return to the island because of their relatively high incomes. But American economic sanctions also make it essentially illegal for any U.S. resident to go to Cuba and run a business. And the ability to buy property remains mostly restricted to Cubans who live on the island.

For Kelly Sánchez, the 2011 overhaul of Cuban real estate laws was the biggest factor in her decision to give up a job as an advertising executive in Spain and return to the Old Havana neighborhood of her childhood.

The change meant that a Cuban could acquire a residence that could also house a small business.

Sánchez bought a 200-year-old house in the city's historic quarter, and she now operates it as a small hostel called Casa Vieja. The ground floor has 15-foot ceilings and doubles as an art gallery; she has a bar and dining room on the roof deck. Sánchez's rooms rent for about \$40 a night, and demand is so high that she said she's almost entirely booked for 2016.

"It's insane," she said, referring both to the demand and the myriad challenges of running such an operation in crowded, crumbling Old Havana.

When Sánchez left for Spain in 1998 as a 24-year-old, she was an unemployed university graduate with an engineering degree and a frustration that drove her to depression. "I was desperate to get out of here," she said.

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A professional career in Europe “is what I needed to grow up,” she said. “It made me the woman I am today — smarter, more confident, more open-minded.”

Like Sánchez, restaurant owner Estrada describes life abroad as a kind of international business school, an education in capitalism. Estrada said he has struggled with the training and management of his

Cuban employees, who he said still treat their jobs as if they work for a government-run business. Pilfering is a problem, he grumbled, along with tardiness and poor customer service skills.

Like other private restaurant owners here, Estrada said he prefers to hire workers with no experience that he can train to his standards, rather than hire employees who have

picked up the bad habits of state-run businesses.

“In Spain, workers take their jobs seriously,” Estrada said. “They know that if they don’t, they’ll be out on the street with nothing to eat.”

Nick Miroff is a Latin America correspondent for The Post, roaming from the U.S.-Mexico borderlands to South America’s southern cone. He has been a staff writer since 2006.

Vocabulary

Capitalist

One who invests in trade and industry for profit; one with enough capital to use to make more money

Compatriot

Fellow citizen; friend or colleague who belongs to the same group or organization

Countercurrent

Current flowing in an opposite direction to another; movement, opinion, mood contrary to the prevailing one

Economic sanction

Domestic penalties applied unilaterally by one country (or multilaterally, by a group of countries) on another country (or group of countries); may include various forms of trade barriers and restrictions on financial transactions

Embargo

An official ban on trade or other commercial activity with a particular country

Emigration

The act of leaving one’s homeland or country to settle in another; people leave their countries in order to flee a war, find education and employment or to join their families

Entrepreneur

Person who organizes and operates a business or businesses; assumes all the risk and reward of a given business

Exile

Barred from one’s native country, usually for political or punitive reasons

Immigration

The act of coming to and settling in a new homeland or country from one’s original homeland and country; controlled by host countries who may be concerned by effects on residents

Normalize relations

Restoration of diplomatic relations; easing or removal of restrictions, re-opening embassies

Proliferation

Rapid increase in numbers; to spread or increase rapidly

Proprietor

Owner of a business or holder of property

Repatriado, repatriate

Return individual(s) to their own country; restore allegiance or citizenship

Socialism

A political and economic theory of social organization that advocates that the means of production, distribution, and exchange should be owned or regulated by the community as a whole

Stigmatize

Regard as worthy of disgrace or great disapproval; show strong disapproval

To Immigrate or Emigrate

Increased migration of Cubans to the U.S. began in 1959 as revolutionaries overthrew Fulgencio Batista. Arrivals rose from 71,000 in 1950 to 163,000 in 1960. After various boatlifts and “Freedom Flights,” Congress passed the Cuban Adjustment Act in 1966 to establish a way to permanent residence for Cubans who had lived in the U.S. Thirty years later, accords put into place the “wet-foot, dry-foot” policy for returning Cubans intercepted at sea or allowing their settlement. Two decades later, after U.S. and Cuban presidents announced the normalization of relations, repatriation began in increased numbers.

Two *Washington Post* articles examine the departure of Cubans from their homeland and the return of Cubans to the largest island in the Caribbean Sea. Read “The other migrant crisis: Cubans are streaming north in large numbers” and “A flow of Cubans — going home.” Then answer the discussion questions and consider the decisions made by the people and countries involved.

The other migrant crisis: Cubans are streaming north in large numbers

1. How many Cubans with immigration visas entered the U.S. in fiscal year 2015?
How many “unauthorized” Cubans arrived in the U.S. in the same time period?
2. Summarize U.S.-Cuban visa policies and the Cuban Adjustment Act of 1966 provisions.
3. In what ways do the U.S.-bound Cubans utilize social media and smartphones?
4. Locate Costa Rica, Nicaragua, Panama and Ecuador on a map.
 - a. Why have these countries been selected by Cubans to visit?
 - b. What role has Ecuador played in the migration story?
5. Why are so many Cubans deciding to leave Cuba at this time?

A flow of Cubans — going home

1. What are the main reasons given for repatriation?
2. Readers expect reporters to be accurate. Miroff is using what sources for immigration figures?
3. In what ways is the Cuban government encouraging repatriation?
4. What differences are there in “an education in capitalism” and that of those who “work for a government-run business”?
5. Explain how the normalization of relations between the U.S. and Cuba influences decisions to repatriate.



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Compare and Contrast the News Articles

1. Diction. Nick Miroff, *The Post's* Latin American correspondent, uses such terms as “unauthorized Cubans,” “flood of migrants,” “refugees from totalitarianism” and “asylum-seeking Cubans.” How do these terms compare to the diction used to describe individuals from Central and South America crossing southern U.S. borders?
2. Data. Compare and contrast the emigration data given in both articles. How might the date of publication of the articles and “fiscal year” versus “in 2015” influence numbers?
3. Policies. “Sen. Marco Rubio (R.-Fla.) and Rep. Ileana Ros-Lehtinen (R.-Fla.) say American generosity is being abused by Cuban migrants ...”
 - a. What arguments might be given to support their position?
 - b. What arguments might be given to oppose their position?
4. Professionals. Miroff presents the stories of physicians, restaurateurs, hostelers and other professionals to relate the changing laws and work environment. Comment on current conditions for professionals in a country that is officially communist.
5. Normalization. After reading Miroff’s articles, what do you understand about the impact of diplomatic normalization between the U.S. and Cuba? Include in your response the benefits and drawbacks as well as your conclusion about the change in policy.

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Virginia Politics

In Cuba, Gov. McAuliffe touts his state's pork, wine — and seaport

BY LAURA VOZZELLA

• Originally Published January 4, 2016

HAVANA — Virginia Gov. Terry McAuliffe sat down with a Cuban vice president and a Catholic cardinal Monday, while also snagging a rare tour of Fidel Castro's Havana Hilton headquarters and taking the wheel of a pink-and-white 1956 Chevy named Lola.

McAuliffe (D-Va.) spent the second day of his three-day trade mission to Cuba mixing delicate politics and business with his free-wheeling sense of fun, whipping it all up like so many piña coladas in this city's tourist-hotel blenders.

He met privately for more than an hour with Vice President Ricardo Cabrisas Ruiz, discussing expanded trade opportunities at a time of improving U.S.-Cuban relations.

In a formal meeting with Cuban Minister of Commerce and Foreign Investment Rodrigo Malmierca, McAuliffe talked up his long-standing opposition to the U.S. trade embargo targeting Cuba and his high-level Washington connections. When he flies out of Havana on Tuesday, McAuliffe noted, he will go directly to Washington for a National Governors Association gathering that includes a meeting at the White House.

The governor also helped strike a university exchange deal.

McAuliffe traveled to the island nation Sunday, at a moment of historic rapprochement between Cold War foes, to pitch Virginia products to the communist nation. The governor's aggressive efforts to expand and diversify Virginia's defense-heavy economy have taken him to the Middle East, Asia, India and Europe.

He became the fourth U.S. governor to visit Cuba in the 13 months since President Obama announced plans to begin normalizing relations with the country.

McAuliffe and his 30-member delegation spent most of Monday in a series of meetings with Cuban officials, trying to sell them on products ranging from modest roofing to high-end flooring.

He kicked off trade talks between Cuban officials and about 20 representatives of Virginia businesses who accompanied him on his trip. After that, he helped officials from Virginia Commonwealth University and the University of Havana strike a deal. They signed a memorandum of understanding intended to lead to academic exchange programs and research collaboration — a first for a Virginia university, although about two dozen other U.S. colleges already have exchange programs with Havana.

In between efforts to mend a long-frayed relationship, McAuliffe gleefully inflicted agita on his security detail. He was supposed to have been chauffeured to the cardinal's office in the pink Chevy Bel Air. He commandeered it instead.

"He said, 'Do you want to see my car?'" McAuliffe said, referring to his would-be chauffeur, Julio Alvarez. "I said, 'No. I want to drive your car.'"

He drove it first to the former Hilton, then to the Havana cardinal's office — but with a detour that included hanging a U-turn on the broad seaside Malecon, a landmark Cuban boulevard. He ended up winding down the narrow streets of Old Havana to arrive (a little late) at the office of the Archbishop of Havana, Cardinal Jaime Lucas Ortega y Alamino. McAuliffe allowed three U.S. journalists to trail him to the meeting and take his photograph with the cardinal, but the meeting itself was private.

Sunday had been devoted primarily to seeing a few sights and getting to know some of the private business people exploring the potential for trade. McAuliffe does not usually play tourist on trade missions. But he said he did a little touring Sunday for the sake of the larger-than-normal delegation accompanying him.

"Usually when I do trade missions, we generally don't take anyone with

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us,” he said. “Our last trip was 135 meetings. I like to go, go, go, go — meeting, meeting, meeting, meeting. This one’s a little different because it’s a brand-new opportunity for folks.”

With a Cuban architect as a tour guide, McAuliffe and the delegation strolled past Old Havana bars where novelist Ernest Hemingway drank. They admired crumbling architectural gems, such as the 18th-century limestone palace that had been home to colonial governors.

“Lot bigger than the one I live in,” McAuliffe said. “The Spanish knew how to do it.”

Tour guide Ayleen Robainas pointed out a 1906 hat factory gutted down to its ornate facade, the rest of it too ruined to be saved. When she said it was being turned into a hotel, McAuliffe smelled an opportunity. He asked if any private partners would be involved.

No, Robainas said. The Cuban government has had lots of offers, she said, but it wants to do the hotel on its own.

Even so, McAuliffe believes the island is teeming with other opportunities. “I just think it’s a huge potential for us for many years to come,” he said afterward. “We’re coming here to plant the flag.”

McAuliffe found a way to promote his state as the tour wound down. He presented a bottle of Virginia wine to Warnel Lores, a Foreign Ministry official. The bottle — a 2014 Barboursville Vineyards viognier — was one of the state’s best, McAuliffe said.

“Excellent with lobster,” Todd Haymore, Virginia’s secretary of agriculture and forestry, piped up.

“Excellent with everything,” McAuliffe said. “You fire that up and think of Virginia. You forget those other 49 states.”

But even as the governor tried to sell the commonwealth, he found himself having to promote Virginia’s port to Virginians.

Over a dinner at the start of his three-day trade mission here, McAuliffe learned that when Virginia-based Smithfield Foods sells pork to this island nation, it ships the meat from Florida instead of Hampton Roads.

“You truck it all the way to Jacksonville?” McAuliffe asked the Smithfield vice president sitting across from him. “Dumbest thing I ever heard.”

Smithfield and Virginia port officials said the shipping arrangement was a problem of scale — the state does not yet export enough to Cuba to make traveling to Virginia worthwhile for container ships bound for the island. McAuliffe was having none of it.

And so, in the patio restaurant of the famed hotel, when he should have been swooning over pork, black beans, good cigars and ocean breezes, the 72nd governor of Virginia was barking.

“I do not want to hear about one more Smithfield pork [product] shipping out of Jacksonville,” he continued loudly enough to be heard at the next table. “How do we fix that?”

Among the businesses participating in the trade mission are Perdue

Agribusiness; Virginia Natural Beef; Forever Oceans, a high-tech, sustainable fish-farming outfit spun off from Lockheed Martin; T. Parker Host shipping; the roofing firm Onduline North America; and Mountain Lumber Co.

View deal now

Participants from those firms paid their own way for the trip, at a price of about \$3,000 per person. Taxpayers will pick up the tab for sending McAuliffe, first lady Dorothy McAuliffe and the state officials accompanying them. The administration says it has not yet calculated the cost.

Although most of the delegation arrived via charter flight, the Cuban government extended a special privilege to McAuliffe by allowing him to land his state plane at José Martí International Airport. Cuban Ambassador José R. Cabañas offered that favor to McAuliffe in a face-to-face meeting in Washington about two weeks ago, and the governor took it as a good sign.

“There’s a whole different feeling I can tell, even from last time I was here,” said McAuliffe, who traveled to Cuba in 2009 as a volunteer pitchman for Virginia apples and wine. “Much more open feeling, much more willingness to do business.”

Laura Vozzella covers Virginia politics for The Washington Post.

U.S.-Cuban Trade and Embargo

Ending and Resuming Diplomatic Relations

In 1960, President Dwight Eisenhower imposed the first trade embargo. Then in January 1961 before he left office, he ended diplomatic relations with Cuba. Beginning in June 2013, Benjamin Rhodes and Ricardo Zúñiga, two presidential aides, conducted meetings with Cuban counterparts, hosted primarily in Canada and finally in the Vatican, to move both countries to normalize relations. In December 2015, President Barack Obama announced the restoration of diplomatic relations with Cuba.

Why Impose an Embargo?

The imposition of a commercial, economic and financial embargo had its roots in trade and political decisions. Read to learn how export and import of oil and sugar resulted in an embargo and statutes.

What Goods/Commodities are Exported and Imported?

Review U.S. Census Bureau data for Trade in Goods with Cuba (<https://www.census.gov/foreign-trade/balance/c2390.html>). What goods may be exported to Cuba? According to these figures, there have been no to almost no imports annually from Cuba.

Review the U.S. Census Bureau data for State by 6-Digit Code and Top Countries (<https://www.census.gov/foreign-trade/statistics/state/data/index.html>).

- What are the main goods that you think are exported from where you live?
- Check the chart to see if the items you named are in the top 25 commodities.
- How diversified are the goods that are exported?

Compare and contrast export and import data from three additional states.

What do these figures reveal about the economy of each state?

Why Restore Diplomatic Relations?

Read “McAuliffe tries a trade pitch in Cuba.” Virginia Gov. Terry McAuliffe is the fourth governor to visit Cuba since Presidents Obama and Castro began normalization of diplomatic relations between the two countries. Why does the governor want to trade with Cuba?

Executives from seven Virginia-based businesses were part of the trade mission. Read “In Cuba, Gov. McAuliffe touts his state’s pork, wine — and seaport.”

- What topics did McAuliffe and the 30-member delegation discuss with Cuban officials?
- In what ways is Virginia Commonwealth University benefitting from McAuliffe’s visit?
- Which businesses are vying for Cuban interest?
- What major changes must take place before the first contracts can be signed?

If you were governor of your state, where would you go on a trade mission? Executives of what businesses would you take with you on the trade mission?

An Integrated Curriculum For The Washington Post Newspaper In Education Program

Views Will Vary — What Do You Think?

Views differ widely on what normalized diplomatic relations with Cuba will mean for Cuba and the United States. Get acquainted with the divergent points of view, consider history and contemporary economics and human rights concerns. Form your opinion.

On December 17, 2014, President Obama called for the restoration of diplomatic relations with Cuba. At the same time, Cuban President Raúl Castro made a public statement.

①

“We will end an outdated approach that for decades has failed to advance our interests, and instead we will begin to normalize relations between our two countries,” President Obama said. “These 50 years have shown that isolation has not worked,” Obama said in a televised, midday address. “It’s time for a new approach.”

— December 17, 2014

②

In simultaneous remarks in Havana, Cuban President Raúl Castro agreed to renew diplomatic relations and affirmed his government’s willingness for “respectful dialogue” on topics “of mutual interest for both nations.”

— December 17, 2014

③

“This entire policy shift announced today is based on an illusion, on a lie, the lie and the illusion that more commerce and access to money and goods will translate to political freedom for the Cuban people,” said Senator Marco Rubio (R-Fla.). The son of Cuban immigrants, he called Obama’s decision “a victory for the oppressive Cuban government but a setback for the repressed Cuban people.”

— December 18, 2014

④

In Cuba, church bells rang throughout Havana as the two presidents delivered their simultaneous addresses.

⑤

“That is why I am heartened by the many on both sides of the Straits who — whether because of family ties or a simple desire to replace anger with something more productive — have endorsed this search for a better path.

We have begun to move down that path without any illusions about how difficult it may be. But we are each confident in our intentions, confident in the contacts that we have made, and pleased with the friendships that we have begun to forge.

And we are certain that the time is now to reach out to one another, as two peoples who are no longer enemies or rivals, but neighbors.”

— Secretary of State John Kerry at the U.S. Embassy
flag raising ceremony in Havana, August 14, 2015

