

VISIT **CUBA** ON A PEOPLE-to-PEOPLE TRIP AND LEARN ABOUT REAL ESTATE

Join us in February 2013 for a unique real estate-focused trip to Cuba. It is now legal to visit Cuba under a "people-to-people" license granted by the U.S. Treasury Department and this trip will travel under such a license – a full schedule of educational experiences and meaningful interactions with individuals in Cuba.

OPTIONS FOR EITHER 4-DAY OR 7-DAY TRIP

Tentative departure date: February 20, 2013, returning February 24 or 27 (depending on option), through Miami International Airport.

WHAT YOU'LL SEE

A new economy with an emerging private business sector and expanded foreign investment – more than 500 companies from around the world have representatives in Cuba and more than 240 joint ventures are being carried out in real estate development, construction and management, biotechnology, tourism, agribusiness, financial services and more.

The program will include opportunities not available to the ordinary visitor including encounters with Cubans who are involved in on-going developments related to urban renewal, real estate and land use. This will include a walking tour of Old Havana and discussions with engineers, architects, and planners who are responsible for the renewal of this special World Heritage Site and with residents who live and work in Old Havana. A special tour of the various styles of architecture in Havana will be led by a guide specializing in the many remaining buildings from the Spanish colonial period to the still existing examples of the 1950s to art deco buildings to the styles of today.

Meetings will be arranged with those involved in the new real estate market recently announced by President Raul Castro as well as those involved in potential joint venture construction of condominiums and office buildings. Meals will be taken at many of the new private restaurants in the homes of Cuban residents. There will also be opportunity to visit with the private sector artisans, food markets where the produce of private farmers is sold, historical Cuban sites, Ernest Hemingway museum, and rural areas outside of Havana. There will also be plenty of time to experience Cuban culture – ballet, baseball, music, dance and other entertainment.

COST

Fee for the basic 4-day visit is \$3850 per individual; \$3600 for spouses or guests sharing the same room. Cost of the extended stay option (total of 7 days) is an additional \$1750 per person. Price includes roundtrip airfare from Miami to Havana; all accommodations at 4-5 star hotels in Cuba; Cuban Government visas; all breakfasts, lunches, and dinners including those at the new private restaurants; all transfers in Havana; group transportation in Cuba to all meetings, visits, and meals; services of an English speaking guide(s) throughout visit; arrangement of all meetings in Cuba; translation at all meetings and tours; organization and cost of all visits and tours such as Havana City, Old Havana, places of business, markets, shopping malls, cultural sites, museums, and historical sites. Not included: bar bills at all meals; delegation group tips; personal expenses such as telephone, cell phone rental, room service, and personal taxis; individual exit fees from the U.S. (\$50) and from Cuba (\$30); and also does not include transportation to and from Miami.

PASSPORT and VISAS

You will need a valid U.S. passport. If you arrive into Miami without it or with an expired passport, there is nothing that can be done and you will not be able to travel to Cuba. Your visa issued by the Government of Cuba to enter Cuba will be obtained for you.

CREDIT CARDS

No U.S. credit cards may be used in Cuba and there are no ATM machines. Cash only. You may not use dollars or any other foreign currency in Cuba for purchases or to pay bills. Dollars must be exchanged for Convertible Cuban Pesos (CUC). There is an approximate 10% exchange rate for dollars to CUCs – US\$ 100 will net you 90 CUC. The hotel, as well as many other sites, have change booths. The exchange rate is the same everywhere. **HOW MUCH MONEY SHOULD YOU TAKE:** We suggest that each person bring US\$ 1000 - 1500. That may seem like a lot for just a few days, but we have seen many people run out of money when they are not used to a cash situation.

PURCHASES

Under the current regulations, you are not allowed to purchase any products (including cigars, rum, and souvenirs) to bring back to the United States with the following exception: you may purchase informational materials which are exempt from the restrictions and include art work, CDs, DVDs, video tapes, books, and posters.

LUGGAGE

Limit of 44 pounds per person including carry-on bags for the flight from Miami to Havana. There may be (not always) overweight charges of \$2/per pound in Miami for any extra.

HOTEL

We will be staying at a four or five star hotel in Havana; those used in previous delegations have included the Melia Cohiba, Santa Isabel, Melia Habana, Parque Central and the Quinta Avenida Hotel.

COMMUNICATION

U.S. cell phones and Blackberries will not work in Cuba. There is direct dialing to the U.S. from your hotel room at an approximate cost of \$3.00 per minute. Calls from the U.S. to land lines in Cuba can be direct dialed: 011 (537) and number. To call Havana cell phones it is 011 (535) and number. There will be a business center in the hotel where you can access the Internet and your email at a nominal cost.

TRAVEL WITHIN CUBA AND PICTURES

There are no restrictions of any kind on any travel within Havana or within Cuba. Feel free to walk around as you wish and to take pictures without any restrictions.

RESERVATIONS, LOGISTICS, & INFORMATION

Will all be done online through Consensus, a Los Angeles-based company with decades of hands-on experience arranging such trips to Cuba working with partners who have the people-to-people license.



THE NUMBER OF PARTICIPANTS IS LIMITED.

We are currently building a list of interested parties; please contact susan.baltake@uli.org or 856-428-ULI-7 (8547).