

Sectors

Cuba

Historic changes in leadership and uncertain U.S.-Cuba relations have created significant flux for companies with business interests on the island. At the cutting edge of Cuba policy and market-entry strategy, Akerman helps businesses navigate the complexities of the newly opened Cuba market—and respond confidently to any obstacles along the way. We actively monitor the statutes and regulations governing U.S. policy in Cuba. Recent developments have seen Title III of the Helms-Burton Act, which has been suspended since its creation in 1996, go into effect. Our team has developed a comprehensive analysis of the legal risks, potential actions, and defenses relating to claims arising from the implementation of Title III. We currently represent several clients in the defense of claims resulting from the activation of this provision.

Recognized by *Financial Times* as one of the most forward thinking law firms for our regulatory work on behalf of U.S. businesses entering the Cuba market, our firm has led frontline policy discussions with government and industry leaders on the future of U.S.-Cuba relations for more than a decade, with members of our team noted as being “very knowledgeable of OFAC regulations and the Helms Burton Act.” We have built trust and open lines of communication with top levels of government and are regularly called upon to contribute to the broader development of policy. We work side-by-side with senior regulators and government officials to help shape policy and law. We also have been called upon to contribute to policy discussions through our

Connect With Us



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Our Team

Related Work

Antitrust and Trade Regulation
Corporate
Government Strategies
Immigration Planning and Compliance
International
International Litigation and Arbitration
International Tax
Latin America and the Caribbean
Trademarks

involvement in various Cuba-focused business organizations including the Cuba Working Group of the Council of the Americas and the U.S.-Cuba Business Council of the U.S. Chamber of Commerce.

“If you want to do business in Cuba, call these guys.”

CNN Money

We were on the ground when history was made—attending the reopening of the U.S. embassy and participating in the first visit to Cuba by a U.S. President in 60 years. Our firm subsequently pioneered the re-establishment of commercial relations between Cuba and U.S. businesses with first-to-market ventures across numerous sectors. We have represented airlines, cruise lines, hotel chains, travel service providers, financial institutions, pharmaceutical manufacturers, real estate developers, agribusiness companies, software developers, educational institutions, TV networks, professional sports leagues, and other businesses exploring the Cuba market.

Our long-standing engagement with Cuba, and our expansive work across Latin America and the Caribbean, have resulted in a depth of knowledge and experience that translates into efficient and effective client representation. Our multilingual team of lawyers and business professionals leverages strong working relationships with U.S. government officials to handle complex Cuba-related transactions and other business matters. And, as noted in *Chambers Latin America*, our reputation in Cuba affords our clients “generous access to officials on the island.”

What We Do

- Helms-Burton advice and defense

- Negotiate with Cuban entities for licensed transactions with U.S. entities
- Advise on Office of Foreign Assets Control (OFAC) regulatory compliance
- Accompany U.S. business executives to Cuba to provide counsel on permissible activities in industry sectors covered by existing licenses
- Advise on licensing and enforcement issues
- Provide customized business intelligence and market analysis
- Develop market-entry and corporate strategy plans
- Protect trademarks and other forms of intellectual property
- Conduct due diligence investigations
- Collaborate with other U.S. and international law firms as special counsel on Cuba regulatory matters
- Provide regulatory guidance and government affairs support