

Got Rum?®

SEPTEMBER 2023

FROM THE GRASS TO YOUR GLASS, SINCE 2001!



**COOKING WITH RUM - ANGEL'S SHARE - CIGAR & RUM
UNTIL THE BITTER END - RUM IN THE NEWS
THE IMBIBER'S ALMANAC - THE RUM UNIVERSITY®
THE SWEET BUSINESS OF SUGAR**



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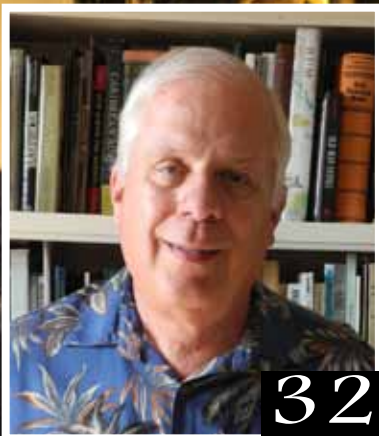
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FRONT COVER: Soul Recharging Station
INSIDE SPREAD: Striking The Right Chord

FROM THE EDITOR

A Song for September

It is human nature to wish for what we don't have. Wishing for time to elapse, for a different season to arrive, is commonplace, especially if you live in areas affected by the scorching Summer experienced across the globe. Time's passage, however, inevitably erodes our existence, diminishing our time on earth a day at a time. Perhaps Frank Sinatra stated it perfectly, in his song "September":

*When I was a young man courting the girls
I played me a waiting game
If a maid refused me with tossing curls
I'd let the old Earth take a couple of whirls
While I plied her with tears in lieu of pearls
And as time came around she came my way
As time came around, she came*

*When you meet with the young girls early in the
spring*

*You court them in song and rhyme
They answer with words and a clover ring
But if you could examine the goods they bring
They have little to offer but the songs they sing
And a plentiful waste of time of day
A plentiful waste of time*

*Oh, it's a long, long while from May to
December*

But the days grow short

When you reach September

*When the Autumn weather turns the leaves to
flame*

One hasn't got time for the waiting game

Oh, the days dwindle down to a precious few

September, November

And these few precious days



*I'll spend with you
These precious days
I'll spend with you*

Do not burden yourself today with wishes of tomorrow. Work instead on making today as productive as possible: live each moment to the maximum, making sure to be thankful for the day's journey and for those around you, who chose to share their journey with you.

Cheers!

A handwritten signature in black ink that reads "Luis Ayala".

Luis Ayala, *Editor and Publisher*

LinkedIn <http://www.linkedin.com/in/rumconsultant>

Do you want to learn more about rum but don't want to wait until the next issue of "Got Rum?"? Then join the "Rum Lovers Unite!" group on LinkedIn for updates, previews, Q&A and exclusive material.

THE ANGEL'S SHARE

by Paul Senft



My name is Paul Senft - Rum Reviewer, Tasting host, Judge and Writer. My exploration of Rums began by learning to craft Tiki cocktails for friends. I quickly learned that not all rums are created equally and that the uniqueness of the spirit can be as varied as the locales they are from. This inspired me to travel with my wife around the Caribbean, Central America, and United States visiting distilleries and learning about how each one creates their rums. I have also had the pleasure of learning from bartenders, brand ambassadors, and other enthusiasts from around the world; each one providing their own unique point of view, adding another chapter to the modern story of rum.

The desire to share this information led me to create www.RumJourney.com where I share my experiences and reviews in the hopes that I would inspire others in their own explorations. It is my wish in the pages of "Got Rum?" to be your host and provide you with my impressions of rums available in the world market. Hopefully my tasting notes will inspire you to try the rums and make your own opinions. The world is full of good rums and the journey is always best experienced with others.

Cheers!

Don Q Naranja

This April (2023), Destilería Serrallés Inc., producers of the Don Q rum line, released their fifth expression in the brand's flavor portfolio. Their flavored rum products are inspired by the tropical fruits of Puerto Rico and include Coco, Piña, Limón, and Pasión. For Naranja, Don Q's Maestro Ronera aged the rum in American white oak for 18 months and then blended it with natural orange essence and flavor to achieve the desired flavor profile at 21% ABV.

Appearance

The liter bottle has the Don Q logo front and center with cut orange fruit, while the back label provides information about the product and is sealed with a metal screw top cap. The liquid is clear in the bottle and glass. Swirling the liquid creates a band that thickens and releases a couple of waves of large legs down the side of the glass.

Nose The aroma of the liquid delivers notes of fresh-cut oranges; I immediately pictured in my mind cutting into an orange with the spray of liquid and zest from the peel filling the air.

Palate

Sipping the liquid delivered the expected orange notes: a nice citrus twang, a nip of zest, and bitter orange peel. The orange flavors linger for a long time on the palate before fading.

Review

Between competitions and evaluating flavored rums and liqueurs for reviews, I found that the orange flavor can be one of the hardest to nail down. Too often, it is overly sweet, with loads of detectable additives that completely detract from what the company was attempting to achieve.

In my opinion, the creators of Naranja did a good job of avoiding these traps and created a solid flavored rum product. The sweetness is well balanced against the tartness, and while there is a small level of stickiness with this product, it is within reasonable parameters. Meaning there is only a small amount of residue, as opposed to feeling like my mouth needs to be rinsed out to remove the crud some flavored products leave behind.

Fairly priced, this product can easily fill in as a substitution for other orange liqueurs, and while it may lack the robustness of an orange curacao, it can function as a nuanced ingredient in the hands of a talented cocktail creator. Look for this product to be sold in any store that carries the Don Q line.



THE ANGEL'S SHARE

by Paul Senft

Saltwater Woody Grilled Pineapple Rum

I was shopping in Atlanta and came across this rum. I have had a few grilled pineapple rums over the years and just had to give this one a try out of sheer curiosity. The label did not provide a lot of information other than the rum was bottled by Sailor Spirits LLC in Statesville, North Carolina at 35% ABV with saltwater. The company website cut through the marketing “stuff” and romanticized origin story and boiled it down to three friends getting together and through trial and error creating this rum line that includes original, grapefruit, real lemon and grilled pineapple flavors.

Appearance

The bottle is a standard 750 ml glass bottle with a green plastic screw cap. As mentioned, the colorful labels provide a small amount of information about the product. The liquid is a bright yellow color in the bottle and looks just like pineapple juice in the glass.

Nose

No real surprise, the rum has a strong pineapple note with a nip of alcohol.

Palate

As expected, sipping the rum delivered a strong punch of pineapple with the rum drifting in

behind it with the slightest hint of smoke. The saltwater used to blend the rum does not really manifest as a flavor but is detectable in the overall mouthfeel. The finish of the rum ends quickly with a nice pineapple twang.

Review

Anytime I evaluate a flavored rum product I pose the question: “does it achieve the desired flavor?” In this case they certainly created a product with a bold pineapple flavor. However, compared to other grilled pineapple rums I have had, I certainly missed the “grilled” part. The hint of the smoke in the flavor profile is the closest it gets to it.

I mixed it with lemon-lime soda and together with the rum it created a pleasant high ball cocktail that was not overly sweet and really enhanced the pineapple fruit flavor of the rum. By design the products created for the flavored rum category are engineered to be mixed in cocktails and this rum fits the bill for any recipe requiring a pineapple rum.



www.saltwaterwoody.com

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margaret@gotrum.com

COOKING WITH RUM

**Bringing the Spirit of the Cane
Into the Heart of the Kitchen!**

by Chef Susan Whitley



Rum Apple Glazed Pork Chops

Ingredients:

- 6-8 Boneless Pork Chops
- 3 Fuji Apples
- 3 Tbsp. Butter
- 1/4 C. Dark Brown Sugar
- 1/4 C. Light Brown Sugar
- 1 1/4 tsp. Ground Cinnamon
- 1/2 tsp. Ground Ginger
- 1/4 C. Apple Cider Vinegar
- 1/4 C. Dark Rum
- 1/4 C. Spiced Rum
- Salt, Pepper and Thyme to taste



Directions:

1. Cut and core the apples. Cut apples into same size cubes.
2. In a medium sized sauce pan, melt the butter over medium-high heat. Add the apples and sauté for a few minutes, until heated all the way through. Add both brown sugars and spices. Once the apples are well coated with the sugars and spices then add in the apple cider vinegar and dark rum. Simmer for a few minutes while stirring.
3. While you are simmering the glaze, season the pork chops with salt, pepper and thyme.
4. Add the chops to the pan. Scoop up some of the sauce and pour it over the chops as they cook thoroughly.

Credit: <https://www.themanthechefthedad.com>

Spiced Baked Apples

Ingredients for the Glaze:

- 1/2 C. Dark Brown Sugar
- 1/2 C. Dark Rum
- 1/2 tsp. Salt
- 1/2 tsp. Ground Nutmeg
- 1 tsp. Ground Cinnamon



Ingredients for the Apples:

- 6 Medium-sized Pink Lady Apples
- 6 Cinnamon Sticks
- 2 tbsp. Butter, cut into 6 small pieces
- 1 C. Apple Juice, not from concentrate

Directions:

1. For the glaze- In a medium saucepan, combine all ingredients. Stir to blend and bring to a simmer over medium heat. Cook and reduce for 4-5 minutes to allow all ingredients to blend.
2. For the apples- Preheat the oven to 375°F. Core each of the apples and place in a large baking dish. Put a cinnamon stick inside the cavity of each apple.
3. Pour the glaze over the apples and top each with pieces of butter. Pour the apple juice in the bottom of the baking dish and place dish in the center of the oven.
4. Cook the apples, basting them from time to time, until they are tender but not mushy, approximately 25 to 30 minutes. Recommended: serve with scoops of rum raisin ice cream.

Photo credit: www.foodnetwork.com

The IMBIBER'S Almanac

A monthly guide for thirsty
explorers looking for new reasons
to raise their glasses!

The Imbiber's Almanac - The Rum University®

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
26	27	28	29	30	31	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31	1	2	3	4	5

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The IMBIBER'S Almanac

SEPTEMBER

SUNDAY

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

Are you looking for festive reasons
to raise your glass this month?

Here are a few of them!

Write to us at info@gotrum.com
if we missed any!

SEP 1 Australian Craft Gin Day

SEP 1 California Wine Month

SEP 1 National Bourbon Heritage Month

SEP 10 International Canned Cocktail Day

SEP 13 National Cachaça Day

SEP 15 Grenache Day

SEP 15 National Crème de Menthe Day

SEP 20 National Rum Punch Day

SEP 28 National Drink Beer Day





The IMBIBER'S Almanac

Featured Cocktail:
Rum Punch
(September 20th)

Ingredients for a large batch (around 10 servings):

- 10 oz Coconut Rum
- 10 oz White Rum
- 4 oz Spiced Rum
- 2 oz Grenadine
- 25 oz Pineapple-Mango Juice
- 25 oz Orange Juice
- 10 oz Spiced Rum for Floaters (optional)

Directions:

1. Add Grenadine to bottom of pitcher or punch bowl
2. Pour in White Rum, Coconut Rum and 4oz Spiced Rum
3. Pour in the Fruit Juices
4. Fill glasses and top each one with 1oz of Spiced Rum (optional)
5. Garnish glasses with Pineapple Wedges

A glass of rum sits on a stack of books. The glass is filled with a golden-brown liquid and has a faceted base. The books are stacked in the background, with some pages visible in the foreground. The lighting is warm and focused on the glass.

THE Rum[®] UNIVERSITY LIBRARY

Reviews of books related to sugarcane, milling, fermentation, distillation, aging, blending and other topics related to the production or history of rum.

www.RumUniversity.com

Rum Punch & Revolution: Taverngoing & Public Life in Eighteenth-Century Philadelphia by Peter Thompson

(Publisher's Review)

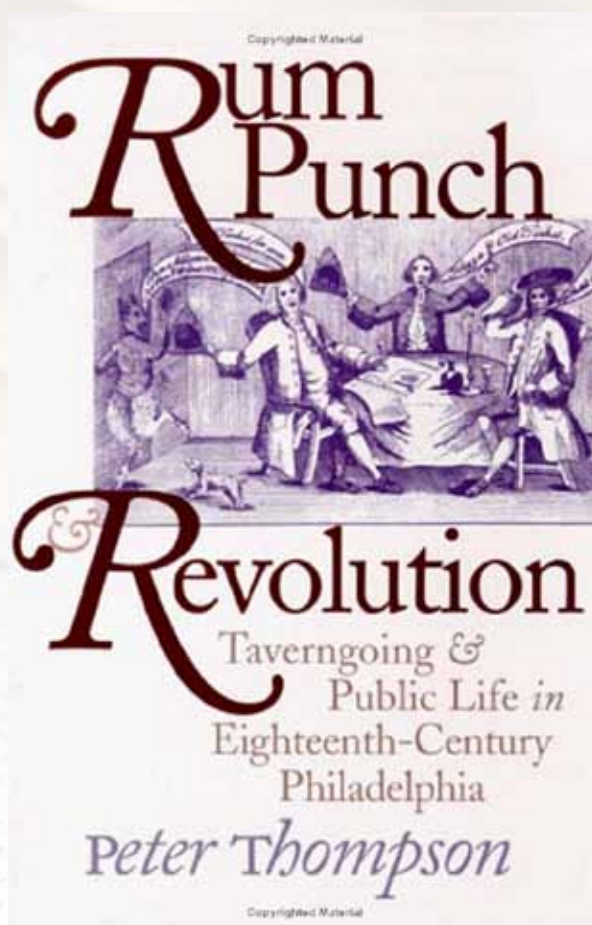
*'Twas Honest old Noah first planted the Vine
And mended his morals by drinking its Wine.*

-from a drinking song by Benjamin Franklin

There were, Peter Thompson notes, some one hundred and fifty synonyms for inebriation in common use in colonial Philadelphia and, on the eve of the Revolution, just as many licensed drinking establishments. Clearly, eighteenth-century Philadelphians were drawn to the tavern. In addition to the obvious lure of the liquor, taverns offered overnight accommodations, meals, and stabling for visitors. They also served as places to gossip, gamble, find work, make trades, and gather news.

In *Rum Punch and Revolution*, Thompson shows how the public houses provided a setting in which Philadelphians from all walks of life revealed their characters and ideas as nowhere else. He takes the reader into the cramped confines of the colonial bar room, describing the friendships, misunderstandings and conflicts which were generated among the city's drinkers and investigates the profitability of running a tavern in a city which, until independence, set maximum prices on the cost of drinks and services in its public houses.

Taverngoing, Thompson writes, fostered a sense of citizenship that influenced political debate in colonial Philadelphia and became an issue in the city's revolution. Opinionated and



profoundly undeferential, taverngoers did more than drink; they forced their political leaders to consider whether and how public opinion could be represented in the counsels of a newly independent nation.

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Language: English

Paperback: 296 pages

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ISBN-13: 978-0812216646

Item Weight: 14.4 ounces

Dimensions: 6 x 0.62 x 9 inches





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Until The BITTER END

Join us as we explore
the fascinating world of
bitter flavors and their role
in gastronomy, mixology and
health.

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Until The BITTER END

Science has classified flavors into five main groups, as perceived by our tongues. These groups are: Sweet, Sour, Salty, Bitter and -most recently- Umami.

Most foods and beverages have a combination of flavoring compounds that give them their particular “footprint,” that can encompass several of these flavor groups. This new series is devoted to the Bitter flavor, and to its impact on our everyday life.

Evolutionary scientists suggest that the ability to detect bitterness evolved as a way to protect

us from toxic plants and other substances, which often taste bitter. Although it gets a bad rap, bitterness can be used to create well-rounded and desirable flavor palates. You may not be aware of it, but bitterness is present in many of our favorite foods including chocolate, coffee, wine and barrel-aged spirits.

What does the word “Bitter” mean?

Merriam-Webster dictionary defines the word bitter (when used as an adjective) as: *being, inducing, or marked by the one of the five basic taste sensations that is peculiarly acrid, astringent, and often disagreeable and characteristic of citrus peels, unsweetened cocoa, black coffee, mature leafy greens (such as kale or mustard), or ale.* The origin of the word goes back to Middle English, from Old English *biter*, going back to Germanic **bitra-* (whence Old Saxon & Old High German *bittar* “acrid-tasting,” Old Norse *bitr* “biting, sharp”) and **baitra-* (whence Gothic *baitrs* “sharp-tasting”), derivatives from the base of **bitan-* “to bite.”

How Does “Bitter” Actually Taste?

Bitterness is neither salty nor sour, but may at times accompany these flavor sensations.

Many people are innately opposed to bitter flavors, but a liking for it can be acquired. Compounds that have an alkaline pH, such as baking soda, often have a bitter flavor.

Scientific research has found that some humans are more sensitive to bitter flavors than others.¹ These individuals are referred to as “supertasters” and are often of Asian, African, or South American descent. Being a supertaster may explain why some individuals find the flavor of vegetables highly disagreeable. Most vegetables contain at least some bitterness, especially when raw.

Bitter Foods

Dark, leafy greens are well known for their bitter flavor. Green leafy vegetables often increase in bitterness as they mature. For this reason, many people prefer tender young greens to their more mature -and bitter- counterparts. Bitter green vegetables include kale, dandelion greens and broccoli.

Cocoa is another food that is enjoyed for its bitter flavor. Pure cocoa has a distinct bitterness, which can be used to balance flavors like sweet or spicy in other foods.

Adding sugar and cream to cocoa significantly reduces its bitterness, making it more palatable.

Likewise, black coffee can be quite bitter. Although sugar and cream can be added to reduce the bitterness, many grow to enjoy the sharp flavor of black coffee. The type of bean and the unique roasting method will also impact coffee’s level of bitterness.

Citrus peels are well known for its bitterness, most of which resides in the white pith. As with most bitter flavors, it can be undesirable on its own, but when combined with other flavor elements, it can provide dimension and balance. Other fruits and vegetables that may provide bitter flavors may include grapefruit, bitter melon, mustard greens, and olives. Beverages such as tonic water, bitters, and mate tea are all also considered bitter. Before shying away from bitter ingredients in the future, explore how they can be combined with complimentary tastes to build a complex and enjoyable flavor profile.

Join us, as we explore the wonderful world of Bitter and Bitterness!



Until The BITTER END

Featured Ingredient: Grapefruit

Scientific Genus: *Citrus × paradisi*

The grapefruit is a subtropical citrus tree known for its relatively large, sour to semi-sweet, somewhat bitter fruit. The interior flesh is segmented and varies in color from pale yellow to dark pink/red.

Grapefruit is a citrus hybrid that originated in Barbados in the 18th century. It is an accidental cross between the sweet orange (*C. × sinensis*) and the pomelo or shaddock (*C. maxima*), both of which were introduced from Asia in the 17th century. It has also been called the forbidden fruit. In the past it was referred to as the pomelo, but that term is now mostly used as the common name for *Citrus maxima*.

In the United States, the cultivated varieties of grapefruit include: 'Duncan', 'Flame', 'Henderson', 'Hudson', 'Marsh', 'Oro Blanco', 'Pink', 'Pummelo HB', 'Ray', 'Rio Star', 'Ruby Red', 'Star Ruby', 'Thompson', 'Triumph', 'Walters', 'White Marsh'.

Raw grapefruit is 90% water, 8% carbohydrates, 1% protein, and negligible fat (table). In a 100 gram reference amount, raw grapefruit provides 33 kilocalories and is a rich source of vitamin C (40% of the Daily Value), with no other micronutrients in significant content. Grapefruit juice contains about half the citric acid of lime or lemon juice, and about 50% more citric acid than orange juice.



Did You Know That . . .

- In Costa Rica, especially in Atenas, grapefruit are often cooked to remove their sourness, rendering them as sweets; they are also stuffed with dulce de leche, resulting in a dessert called *toronja rellena* (stuffed grapefruit).
- In Haiti, grapefruit is used primarily for its juice (*jus de Chadèque*), but also is used to make jam (*confiture de Chadèque*).
- Grapefruit compounds may inhibit the absorption of drugs in the intestine. If the drug is not absorbed, then not enough of it is in the blood to have a therapeutic effect. Each affected drug has either a specific increase of effect or decrease.
- One whole grapefruit or a glass of 200 ml (7 US fl oz) of grapefruit juice may cause drug overdose toxicity. Typically, drugs that are incompatible with grapefruit are so labeled on the container or package insert.

(Source: <https://www.wikipedia.com>)



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Until The BITTER END

Featured Bitters Recipe: Grapefruit Bitters

Ingredients:

- 3 cut and skinned grapefruits
- 4 1/4 cups 100-proof vodka or light (low-congener) rum
- 1 thumb-sized piece of fresh ginger
- 1/2 tablespoon culinary lavender
- 1/2 tablespoon juniper berries
- 1/2 tablespoon gentian root
- 1 teaspoon black walnut leaf
- 1/4 cup simple syrup

Directions:

1. Place ingredients inside the infusion jar. Take care to place larger and denser items towards the bottom of a jar, like roots, tree bark, pods, and dried berries. Add softer and smaller items on top, then pour alcohol in.
2. Seal the jar and shake it once daily for a few seconds.
3. Test your ingredients' smell once daily to ensure successful infusion. When it's ready, strain the solid ingredients out.
4. Check your bitters by adding them to a drink or consuming a few small drops. Add simple syrup if you want it sweeter and use water to dilute if necessary.





RUM IN THE NEWS

by Mike Kunetka



CAPTAIN MORGAN

Captain Morgan recently announced Captain Morgan Spiced Gold 0.0%, an alcohol-free alternative to the iconic Original Spiced Gold. Following the successful launch of Guinness 0.0%, Tanqueray 0.0% and Gordons 0.0% over the past few years, Captain Morgan Spiced Gold 0.0% brings further choice to the market as the latest brand, and first dark spirit, to join Diageo's alcohol-free portfolio. With 49.6 percent of those between legal drinking age and 24 in Great Britain looking to moderate their alcohol consumption, the launch of Captain Morgan Spiced Gold 0.0% provides Diageo with an alcohol-free spirit able to tap into lighter, upbeat, drinking occasions favored by this demographic. Samori Gambrah, Global Brand Director at Captain Morgan, commented: "With a resurgence of rum as a drink of choice and the global alcohol-free spirit market set to increase, Captain Morgan 0.0% is perfectly placed to not only meet growing demand but also give those looking to moderate their consumption a new alternative." Carefully developed over the past two years by Diageo's innovation team, Captain Morgan Spiced Gold 0.0% has been created with intricate layers of flavor starting with rich notes of caramel, molasses, vanilla and warm brown spices. Amanda Brown, Liquid Scientist at Diageo, added: "It's been an exciting journey working on Diageo's first

These are the most recent and noteworthy headlines in the rum industry. If you want us to share your news with our readers, please send me an email to: Mike@gotrum.com.

alcohol-free dark spirit. When creating Captain Morgan 0.0%, we went through more than 400 recipes before we were able to capture the iconic rum and spice flavor of Captain Morgan Original Spiced Gold, but without the alcohol. Captain Morgan 0.0% has been created by layering flavors that deliver the complexity and depth that consumers know and love.” Initially Captain Morgan Spiced Gold 0.0% will launch in Great Britain in September, followed by Estonia, Lithuania and Latvia later this year before further roll out across Europe in 2024. <https://www.diageo.com/>

BACARDI

As the First Spirits Partner of the 2023 MTV Video Music Awards, BACARDÍ rum is excited to partner with MTV and Paramount Brand Studio around the award show’s celebration of 50 years of Hip Hop culture and the songs, artists, albums and videos that have defined the genre. BACARDÍ rum is the first-ever spirits brand to sponsor the MTV Video Music Awards, a distinction that suits the brand, which has long taken inspiration from movement and self-expression, and supported artists through programs like Music Liberates Music. Through the partnership with MTV, BACARDÍ raises a toast to the impressive legacy of these culture-defining artists, their creativity, and their indelible contributions to music, style, and the way we all move. “As a vanguard of the visual identity of music, we’re honored to be the first-ever Spirits Partner of the MTV VMAs, especially during the 50th anniversary of Hip Hop,” said Lisa Pfenning, BACARDÍ’s Vice President of North America. “As the VMAs have long celebrated both the sound and the style of Hip Hop, BACARDÍ has long been embedded in Hip Hop culture, inspiring some of the most memorable lyrics, movements, and music video moments from artists who have defined a generation. We look forward to working with MTV and Paramount Brand Studio to present this monumental celebration and highlight the multiple points of Hip Hop culture.” “Connecting fans directly to the VMAs 50 years of Hip Hop celebration is a huge opportunity to build towards a cultural moment through insights and innovation with a partner authentic to the genre,” said Matthew Newcomb, SVP Activation, Paramount Brand Studio. “We are creatively partnering with BACARDÍ Rum to bring this signature moment to life in advance of the show and from every touchpoint consumers are engaging with VMA content on September 12. The combined influence of Hip Hop and BACARDÍ is irrefutable, and together we’ve built a custom marketing activation that celebrates artistry and the fans of both.” <https://bacardibrand.bacardilimited.com/>

ESOTICO MIAMI & MAUI STRONG FUND

Esotico Miami, a renowned tropical bar and restaurant, is proud to announce a partnership with the South Florida Hawaiian community to raise funds for those affected by the devastating Maui wildfires. This fundraising event will occur on September 7, 2023, at the Esotico Miami location from 7:30 to 11:00 pm. Afterparty will move to Kaona Room. Guests are invited to a traditional Luau experience celebrating Hawaiian culture, featuring authentic Hula dance performances, fire shows, and live music by performers from Hālau

Hula O Nā Liko A'o Puna and 808 Luau Entertainment. All talents come together to participate in the event without any cost. It’s a testament to the unity and compassion that we can all share as a community. Guests will be greeted with a seashell lei and welcome cocktail Diplomatico Planas Pineapple Daiquiri. Daniele Dalla Pola Esotico Miami owner and master of tropical cocktails, prepared a special menu for the event with fourteen exotic cocktails to satisfy any taste. From Original Mai Tai (Clement Rhum Blanc, Plantation Xamaica, Dry Orange Curacao Ferrand, Lime Juice, House Orgeat) to cocktails with Hawaiian-based spirits, like Lilikoi cocktail (Pau Maui Vodka, Dan’s Mix, lime juice), Blue Hawaiian (Pau Maui Vodka, Havana Club Blanco Rum, Pineapple juice, House Sweet & Sour, Blue Curacao) and Royal Hawaiian (Fid St. Hawaiian Gin, House Orgeat, Citrus Mix, Pineapple). The dinner menu will feature Hawaiian-style dishes, like Lomi Lomi, Hawaiian sushi rolls, Spam Musubi, and the star of the menu, Luau Pork with coconut rice. “I feel a deep connection to the Aloha spirit and want to help my Hawaiian brothers and sisters rebuild their lives. The upcoming fundraiser will showcase the talents of native Hawaiians, and I’m honored to organize this event for the community in honor of Hawaii’s rich culture and traditions,” says Daniele Dalla Pola, the owner of Esotico Miami. Esotico Miami is committed to donating 50% of all proceeds from the bar and food directly to the Maui Strong Fund stewarded by the Hawai’i Community Foundation. The impact doesn’t stop there. The “Aloha Market” pop-up store will feature a curated collection of authentic Hawaiian goods, showcasing Aloha shirts from Two Palms, Esotico’s t-shirts, Tiki earrings, and vintage Aloha shirts. The proceeds will go to the Maui Strong Fund. This event offers an opportunity for companies and individuals to come together and make an impact on the lives of those affected by the Maui wildfires. <https://www.esoticomiami.com/> <https://www.hawaiicommunityfoundation.org/maui-strong>

BRUGAL

Born from the passion of five generations of Maestros Roneros and more than 135 years of rum mastery, Dominican ultra-premium rum brand, Brugal, unveiled the first edition of a limited-edition sipping rum collection, Colección Visionaria. Crafted using the world’s first Aromatic Cask Toasting technique, Colección Visionaria was developed by Brugal family member and fifth generation Maestra Ronera, Jassil Villanueva Quintana. Brugal rums are 100% Dominican, and this collection is no exception. The Maestros carefully selected the finest natural ingredients from their beloved homeland, the Dominican Republic, to craft the most authentic ultra-premium sipping rum. For this first edition of Colección Visionaria, Brugal hand-selected one of the island’s most cherished treasures, cacao beans, and infused the toasted casks with their distinct nutty, velvety and fruity aromas. Colección Visionaria 01, Cacao, is reminiscent of Villanueva Quintana’s upbringing and heritage. “One of my most cherished childhood memories is walking amongst the cacao trees surrounding my family home. I remember the lush and green cacao fields, the bittersweet scent

of the cacao pods, and the rich aromas of roasted beans,” says Jassil Villanueva Quintana. “It’s this memory I wanted to recreate with the first edition of Colección Visionaria.” Completely unique to Brugal, the toasting process begins with the selection of the finest virgin European oak casks. Each cask is thoughtfully toasted with hand-picked Dominican cacao beans, infusing them with its organic, aromatic notes. The cacao beans are then removed before the rum is added into the toasted casks, saturating the liquid with the aromas created by the toasting process before they are aged to perfection under the Dominican sun. This new technique adds a layer of depth and complexity to the liquid without the cacao beans ever touching the rum directly. The result is a rich, elegant, and well-rounded sipping rum, without any added sugars or additives. Each batch of the exclusive bottling is a true collector’s piece, handcrafted with care and presented in beautiful bottles wrapped in navy blue netting, an elevated version of Brugal’s iconic protective netting. Carefully sealed by hand and personally signed by Jassil Villanueva Quintana herself, each bottle also displays the batch number on the label.
<https://www.brugal-rum.com/en>

BLUE CHAIR RUM

Kenny Chesney, founder and sole owner of Blue Chair Bay® Rum, celebrated its 10th anniversary as only he can by releasing a very limited edition 16-year-old rum from the U.S. Virgin Islands. It is the kind of rare discovery that truly embodies the relaxed pace and easy enjoyment of the day that good rum inspires. “I started Blue Chair Bay because I wanted a rum made with natural ingredients that came from the islands and reflected the way my friends and I come together for work and play,” says the songwriter-superstar from East Tennessee. “We worked hard creating the flavor profiles, and we’ve had a ball taking these spirits and cocktails out to the world. Ten years? Time flies when you’re having fun, I guess. But to celebrate a decade of Blue Chair Bay Rum, I wanted to do something really awesome to mark all the work of so many great people. So, we scoured the world looking for a rum that reflected all that Blue Chair Bay is, and more. And as all good pirates know: search and you will find! We unearthed 20 barrels of rum from the USVI that’s been barrel-aged for an almost unheard of 16 years.” F. Paul Pacult, America’s most awarded spirits journalist, author, consultant, and educator, declared, “It’s the ideal post-prandial enjoyment served neat at room temperature, alongside a fine cigar or a dish of crème brûlée. Produced in the U.S. Virgin Islands, a top-shelf treat for discerning palates.” Because there were just 20 barrels, there are only 6,600 bottles of Blue Chair Bay’s 10th Anniversary Rum, which will be available at select stores starting in September. “When I started Blue Chair Bay Rum, it was a crazy dream,” Chesney marvels. “But I had a sense of what I wanted: a liquid that distilled a perfect day on the water in the islands. For anyone who’s ever dreamed of those kinds of days or nights, I wanted something that captured that feeling.” As demand for such an exclusive rum heightens, Blue Chair Bay will continue to explore and search the world for select spirits. “Blue Chair Bay Rum is one of Kenny’s passion projects. He loves rum, he loves the Caribbean, and he

loves his fans. It’s all bottled up in Blue Chair,” shares David Farmer, President of Blue Chair Bay Rum.
<https://bluechairbayrum.com/>

KULEANA & MAUI WILDFIRE SUPPORT

Many of us have been horrified by the fires on Maui and would like to help. The folks at Kuleana recognize that navigating through the various organizations offering crucial aid to those in need on Maui might feel overwhelming. They have assembled a list below that they believe will prove valuable in helping you and I to provide essential support.

Kāko’o Maui:

<https://www.memberplanet.com/campaign/cnhamembers/kakoomaui>

Supported by the Council for Native Hawaiian Advancement, this Hawaiian Way Fund has pledged to match every dollar donated up to \$1.5 million.

Hawai’i Community Foundation:

<https://www.hawaiicommunityfoundation.org/maui-strong>

With a focus on rapid response, the Hawai’i Community Foundation’s efforts are centralized on working with local nonprofits to address Maui’s specific needs.

Maui Rapid Response (MRR):

<https://www.kanuhawaii.org/maui-wildfire/>

Made up of individuals from Maui-Mutual-Aid, Maui-Strong, and several other nonprofit and direct-aid organizations, MRR is closely coordinating with county and state officials to provide immediate assistance to those in need.

Maui/Aloha United Way:

<https://ignite.stratuslive.com/auw/get-involved/donate/mauirelief>

Aloha United Way provides direct relief to families and other local non-profits supporting survivors.

Maui Food Bank:

<https://mauifoodbank.org/>

The Maui Food Bank provides safe and nutritious food to anyone in Maui County who is at risk of going hungry.

KENTUCKY FRIED CHICKEN & DEAD MAN’S FINGERS

British publication The Grocer reported that Kentucky Fried Chicken and Dead Man’s Fingers have partnered to create a limited-edition ‘11 Herbed and Spiced Rum’. Described by the fast-food giant as “Kentucky zing meets Cornish soul”, the unusual blend has been created to mark National Rum Day (16 August). The limited-edition flavor contains spices including black and white pepper, infused into the Halewood-owned brand’s spiced rum variant. To mark the launch, the brands will create a pop-up “chicken and rum shack” in Margate for fans to try the new flavor, KFC said. The pop-up will take place on September 1st and 2nd. KFC said: “KFC and Dead Man’s Fingers are inviting fans to a shack full of chicken and rum located right on Margate’s iconic seafront. “Not only is it filled with finger lickin’ features and a whole lot of free chicken, we’ve also copped the help of an expert mixologist who will be on hand to serve up a bunch of Dead Man’s

Fingers-approved cocktails, including Zinger Punch, The Colonel's Colada and Fingers Lickin' Good." <https://deadmansfingers.com/>

NEW ORLEANS SPIRIT COMPETITION

The New Orleans Spirits Competition (NOSC) presented by Tales of the Cocktail Foundation (TOTCF) announced the 2023 medalists from its second annual competition at the Medalist Ceremony at Tales of the Cocktail. This followed the competition's preliminary judging round held in June and live-judging round held at TOTC on July 24. Nine Double Gold, 59 Gold, 178 Silver and 135 Bronze medalists were honored at a ceremony. Entries were evaluated based on a strict set of criteria, including aromas, flavor, mouthfeel and finish, in a first-of-its-kind public judging by industry experts, including award-winning bartenders, distillers and beverage. Among the rum contenders, Rolling Forks Spirits' The Lost Cask Collection Barbados 17 Year won Rum of the Year and a Double Gold Medal for Best Overproof Rum. Rhum Clement Blanc won a Double Gold Medal for Best White Rum and Best Rhum Agricole. Gold Medals went to Saint Lucia Distillers' Chairman's Reserve Legacy, River Antoine's Rivers Royal Grenadian Rum, Denizen Rum Aged White and Rhum J.M. Terroir Volcanique.

RAISING GLASSES

Raising Glasses is an independent bottler whose focus is the acquisition of superior single cask spirits from around the world. The 2023 Summer series are affordable 375 ml bottles that feature original artwork based on a mythological legend from the country that distilled the rum. Raising Glasses donates 5% of the profits from these bottles to charities benefitting each country of origin. The series includes:

- **Yowie** – a 16 year old rum from the Beenleigh Artisan distillery in Australia, made from molasses and a blend of both pot and column still rums. It was aged 11 years in Australia and 5 in the UK before being bottled at 68.3% ABV. The Yowie is Australia's Bigfoot, an elusive apelike creature that has occasional dubious sightings and spawned many clubs and tv specials.
- **Whistler** – a 14 year old rum from Venezuela, made from molasses and distilled on a column still. It was aged 12 years in Venezuela and 2 years in the UK, before being bottled at 62.1 % ABV. The Whistler is a demonic ghoulish creature who shuffles through rural Venezuelan towns at night looking for victims to add to the bag of bones he carries on his back.
- **Kinnaree** – a 9 year old rum from Thailand, made from molasses and distilled in a column still. It was aged 5 years in Thailand and 4 years in the UK, before being bottled at 61.6% ABV. The Kinnaree, the half woman/half bird creature from Buddhist and Hindu cultures, is known for its celestial grace and beauty.
- **Manora** – another 9 year old rum from Thailand, made from molasses and distilled on a column still. It was aged 5 years in Thailand and 4 years in the UK, before being bottled at 55% ABV. A famous Thai play involves "Manora", a Kinnaree that was captured and gifted to Prince Suthon who fell in

love with her. When Suthon left for war, jealous advisers convinced the King to sacrifice Manora.

- **Rum Passport Six Nation Blend** -Travel the world in one glass, a blend of single casks from six countries: Thailand 9 year column still, Guyana 9 year Versailles wooden pot still, Australian 16 year pot still Beenleigh, Barbados 15 year column/pot Foursquare, Venezuela 14 year column still and Trinidad 8 year column Diamond. <https://raisingglasses.com/>

KOLOA RUM

On August 26, Kōloa Rum Company hosted an online and in-store event to support Maui 'ohana impacted by the devastating wildfires, where 100% of proceeds went to the local nonprofit organization, Maui Strong. Kōloa Rum raised a grand total of \$44,106 in in-store and online sales of rum, island-inspired merchandise, rum-infused foods and more. "We are overwhelmed by the outcome of the event and for the support of our loyal fans, who participated in our goal of giving back to our fellow island neighbors," said Bob Gunter, President and CEO of Kōloa Rum Company. "Raising over \$44,000 in sales exceeded our initial expectations, and we're grateful we're able to donate 100% of those proceeds to Maui Strong, in their commitment to helping the Lāhainā community." <https://koloarum.com/>

APPLETON ESTATES

A recent email from Appleton announced four "Collectable Rums for Discerning Palates."

- **15 Year Old Black River Casks** is a tribute to the Black River that is integral to Jamaica's rum history and the source of the limestone-filtered water used to craft Appleton rums. This blend of rare and hand-selected pot and column still rums have all been aged for a minimum of 15 years in the tropical climate of Jamaica.
- **Appleton Estate 21 Year Old Nassau Valley Casks** is a tribute to the Estate's lush and fertile home since 1749, Jamaica's Nassau Valley. This blend of rare and hand-selected pot and column still rums are crafted with Jamaican limestone-filtered water, with no added flavors, and have all been aged for a minimum of 21 years in the tropical climate of Jamaica.
- **Appleton Estate Hearts Collection 1993** is made from 100% pot still rums from a total of only 13 casks, bottled for this unique release. This single-marque Jamaican rum was distilled in 1993 and bottled in 2022, aged for 29 tropical years in the climate of Jamaica.
- **Appleton Estate Hearts Collection 2002** is made from 100% pot still rums from a total of only 20 casks, bottled for this unique release. This single-marque Jamaican rum was Distilled in 2002 and bottled in 2022, aged for 20 tropical years in the climate of Jamaica. The Hearts Collection is proudly presented by Appleton Estate Master Blender, Joy Spence, and Luca Gargano, one of the world's most renowned rum collectors.

<https://appletonestate.com/>

PAUL'S SPIRITED TRAVEL



Sounds and Spirits: Tales of the Cocktail 2023 Recap



The French Quarter, New Orleans, the sights, the music, the food, drink, and culture make this one of the most unique locations in the United States, and for that reason, it is perhaps the most appropriate place in the United States for the annual Tales of the Cocktail conference. During July 24th through the 28th, 2023, members of the Global Spirits and Hospitality industry gathered for a weeklong series of seminars and brand events. This was the second year the conference was held in person after holding two virtual conferences during the pandemic. 2022 was aptly themed “Progress” as the hospitality industry continued to work through the challenges created by the pandemic. For the 2023 conference, the Tales of the Cocktail foundation decided that the theme this year would be “Vitalize” which means “give strength and energy to.”

As the post-pandemic recovery continues, this conference theme seemed completely in step with an industry that is continuing to rebuild, recover, and innovate in the changing environment in the world of hospitality.

When perusing the 2023 conference schedule, there was literally something for everyone in the industry, with topics covering diversity and inclusion, media training, business training, cocktail craftsmanship and bar techniques, and so much more. The Tales of the Cocktail Spirit Competition featured blind tasting sessions with the finalist with a live audience. Of special note, this was the fifth year of the TOTC Beyond the Bar program, which has a particular focus on the health and sustainability of those who work in the global bar industry. The Beyond the Bar seminars this year remained focused on being relevant to the challenges of the hospitality community, and their programming during the week was well attended. In July of 2022, the Tales of the Cocktail foundation announced a partnership with the Singapore Tourism Board and during this year’s conference featured five bars from the island nation



throughout the week in a dedicated space at the Ritz Carlton hotel.

In true Tales of the Cocktail tradition, the nights were filled with parties, spirited dinners, and lots of music. Music seemed to play a bigger part of the event this year and was kicked off Monday night with three different musical events: Sofi Tukker, equity partner of Novo Fogo Cachaça, performed at the Sazerac House; Ludacris performed at Mardi Gras World for the Jack Daniels event; and two different Hip Hop groups performed at the Jameson party at Central City BBQ. During the rest of the week, you never knew what the soundtrack would be for an event—country, flamenco, Hip Hop, New Orleans Jazz, R&B, Yacht Rock—performed live or a DJ set. It was always an additional level of immersion during an event. Don Q, of all the rum brands, was a particular standout, with three different events at different hotels around New Orleans throughout the week featuring the team from La Factoria with their high-quality cocktails.

As far as seminar programming this year, there was only one seminar that was devoted solely to the rum category, and that was “Out of Many... One Rum: How Jamaica Rum is taking on the World,”

presented by Appleton Estate, led by Rum Ambassador Ian Burrell with panelists Christelle Harris of Hampden Estate, Alexander Kong of Worthy Park, Martha Miller of National Rums of Jamaica, Ltd., and Garnett Phillip Bar Owner, Rogers Garden. During the seminar, participants learned about the island’s current rum operations and were allowed to taste several expressions from its distilleries. Noticeably absent was a representative from Appleton Estate, which was surprising since they were the sponsors of the seminar. Other seminars did have some rum related content but also involved other spirits, such as “Why Farmers and Distillers Should Be Friends,” which featured Olivia Stewart of Oxbow Rum Distillery, and “Creating a New Product: From Boosting Creativity to Market Reality,” which included panelists Angelique Julienne and Alexandre Gabriel of Maison Ferrand.

Outside of the seminars, every day of the conference there were rum-related events and portfolio showcases featuring over 40 rum brands from around the globe. Bacardi held its annual La Gran Familia at the Royal Sonesta Hotel over three days, Mount Gay held a swimming pool rum regatta relay event at the Hyatt Centric,



and Kraken rum “attacked” the Creole Queen Thursday night. Tastings and brand events were also hosted by Angostura, Brugal, Captain Morgan, Chairman’s Reserve, Denizen, El Dorado, Equiano, Flor de Caña, Hampden Estate, Pa’lante, Phraya, Rhum Clement, Rhum Depaz, Rhum JM, Ron Colon, Tanduay, and Worthy Park. Wednesday was overwhelming, and due to time conflicts, it was impossible to attend every rum event that was going on. Of particular interest during the final event of the week on Friday, entitled “Meet the Distillers,” was a showcase of Louisiana made products, and among them quite a few new rum products were discovered from Bayou, Oxbow, Wildcat Brothers, and Sugarfield. This was a wonderful way to punctuate the weeklong experience.

It is often commented that attending Tales of the Cocktail is not for the faint of heart and can be overwhelming to the uninitiated. It is for the attendees who have an invested interest in some aspect of the industry from owner to journalist, where they need to dive deep and immerse themselves, so that they may learn, grow, and find new opportunities and skills to assist them with their careers. This year there was a clear focus on the things a bar could do to be successful, from the quality of ingredients to the time they use to make their cocktails. One of the challenges all spirit/trade events face is addressing the turbulent times the hospitality industry continues to endure from health concerns to the economy. The Tales of the Cocktail Foundation managed to produce a well-balanced conference that takes these



challenges head on in the hopes of helping find solutions when they can be found.

For those in the rum world, Tales of the Cocktail is an opportunity for connection, honest dialogue, and a hard look at the shifting marketplace as an intense battle for the back bar and store shelf is underway across all categories of the spirit. Listening to the representatives from different brands, regardless of the size of the portfolio, you heard the same concerns about the competition in the marketplace, the global economy, sustainability, evolving consumer tastes, and more rum education opportunities for the hospitality industry. It is the last point where the conference shines best, and the brands that chose to participate felt the time and investment were well worth the effort.



The Sweet Business of Sugar



THE **Rum**
UNIVERSITY





Dominican Republic

Regardless of distillation equipment, fermentation method, aging or blending techniques, all rum producers have one thing in common: **sugarcane**.

Without sugarcane we would not have sugar mills, countless farmers would not have a profitable crop and we would not have rum!



Required Report: Required - Public Distribution

Date: April 18, 2023

Report Number: DR2023-0004

Report Name: Sugar Annual

Country: Dominican Republic

Post: Santo Domingo

Report Category: Sugar

Prepared By: Virgilio Mayol

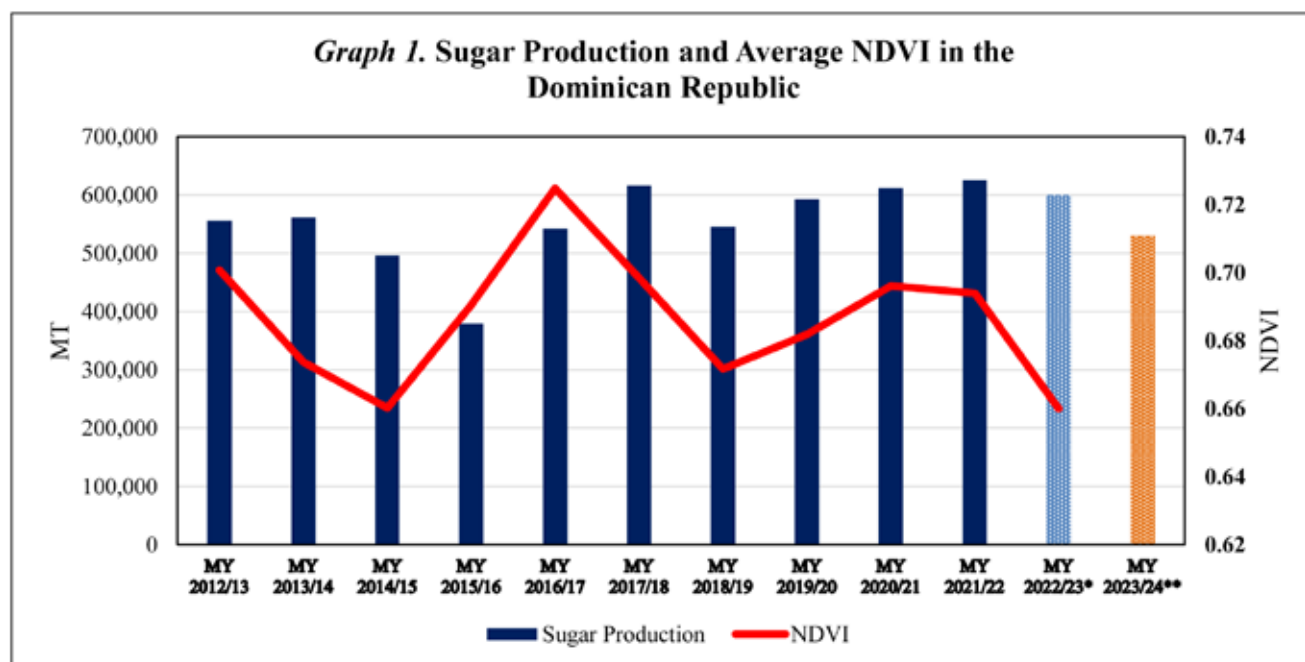
Approved By: Frederick Giles

Report Highlights:

As a severe drought looms large over the sugar mill areas in the Dominican Republic (DR) and the U.S. Customs and Border Protection (CBP) continues to prohibit sugar and sugar-based imports from the top Dominican producer, Post forecasts local production at 530,000 metric tons (MT) for marketing year (MY) 2023/24 (October/September), 12 percent down from the MY 2022/23 estimates. Despite lower sugar production projections, Dominican authorities have pledged to meet both local demand and its allocated U.S. sugar quota. Post believes that the DR will not be able to supply any of the additional allocation recently announced by the U.S. Office of the Trade Representative (USTR).

1. Production

In MY 2023/24, Post forecasts total sugar production at 530,000 MT, 12 percent lower than the MY 2022/23 estimates. Signs of a severe drought have begun to emerge in the main production areas of the country and are expected to continue well into the following marketing year. Additionally, U.S. Customs and Border Protection (CBP) issued a [Withhold Release Order](#) against Central Romana - the largest local Dominican sugar producer - due to long-standing labor issues. The CBP order continues to block sugar and sugar-based products from entering the United States. In response, local industry has crafted a plan for Central Romana to supply most of the local market, while smaller producers fill the U.S. quota (see trade section below for more information). Meanwhile, in MY 2022/23, Post estimates production down by 4 percent to 600,000 MT compared with the same period last year, as lower-than-normal rainfall patterns will affect yields in local production zones.



*Estimate of production; Average NDVI during the first three months of the MY; **Forecast
 Source: Built by Post with information from INAZUCAR, GIMMS/NASA and Post research.

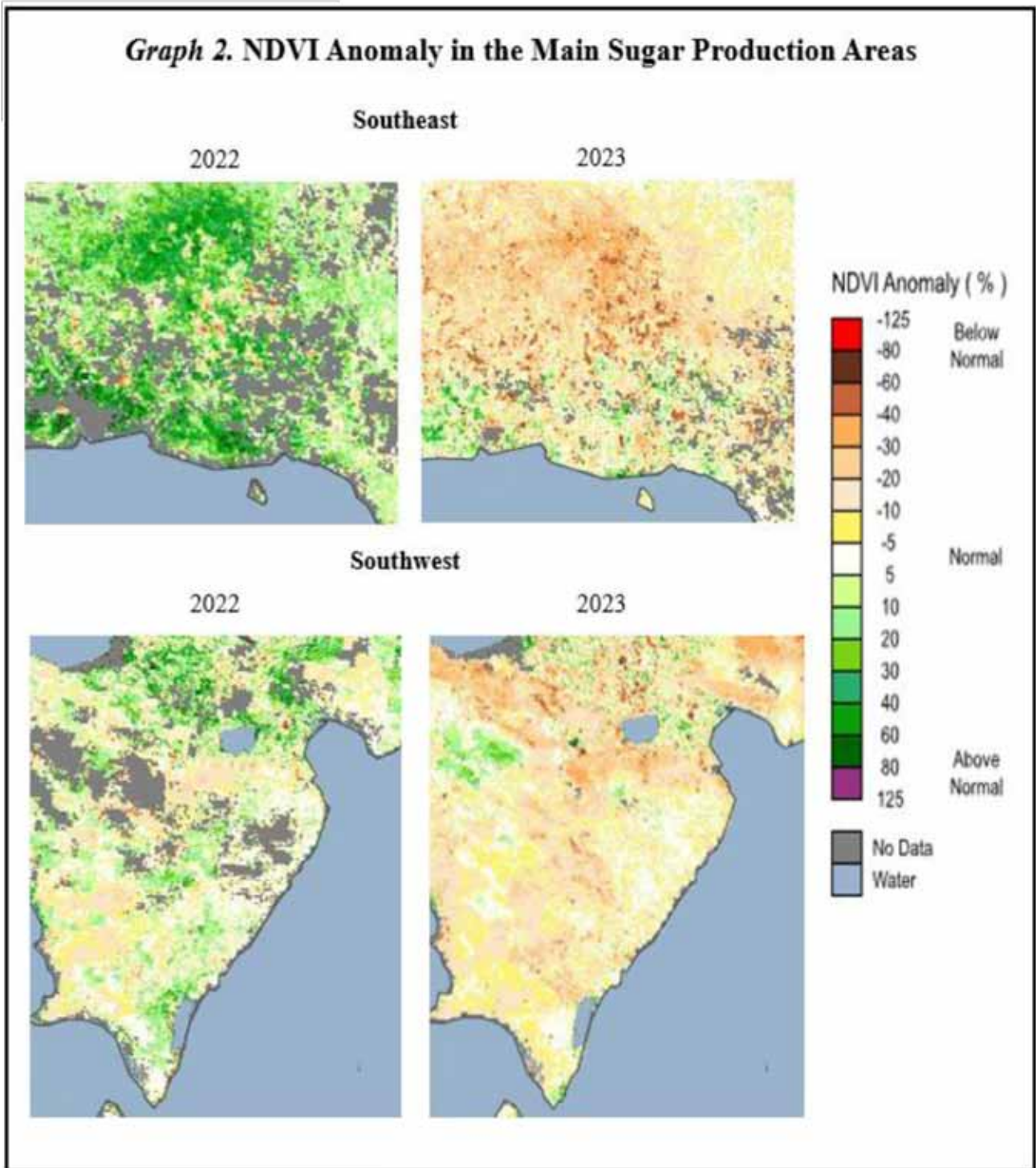
In Graph 1 above, the average Normalized Difference Vegetation Index (NDVI¹), a tool that measures vegetation, signals higher drought for the estimated period. During the first three months of MY 2022/23, the average NDVI was 0.66, which indicates moderately healthy plants throughout the country.

When analyzing the NDVI anomaly² in the main sugar production areas, the climate outlook paints a grimmer picture. As shown in Graph 2 below, the NDVI anomaly shows a below-normal range from January through March 2023 compared to the same period last year in the southeast area of the country

¹ The Normalized Difference Vegetation Index (NDVI) quantifies vegetation by measuring the difference between near-infrared (which vegetation strongly reflects) and red light (which vegetation absorbs). The NDVI is scaled between -1 and 1 as follows: -1.00-0.00 dead plant; 0.00-0.33 unhealthy plant; 0.33-0.66 moderately healthy plant; and 0.66-1.00 very healthy plant.

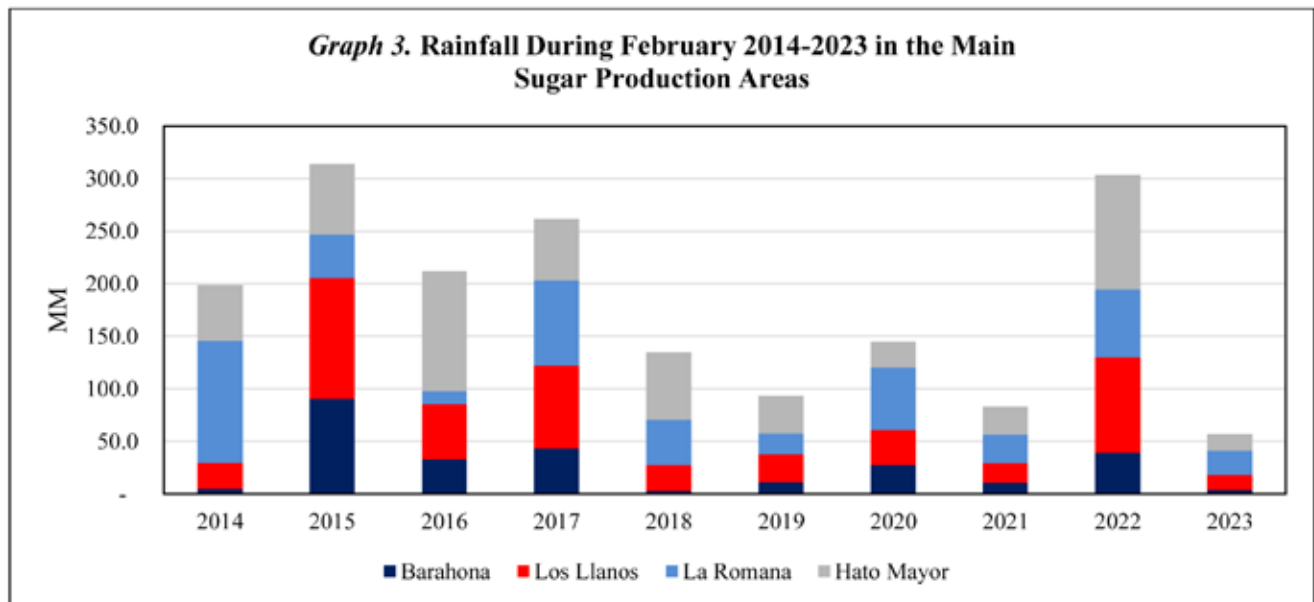
² The NDVI index anomaly is a comparison of the current NDVI value for each day of year to the average computed over the set of base years to determine if the areas are more or less productive than the average.

where the largest sugar growers and processors are located. Similar conditions appear in the southwest area of the country (e.g. Barahona) where the third-largest sugar processor Consorcio Azucarero Central (CAC) is located.



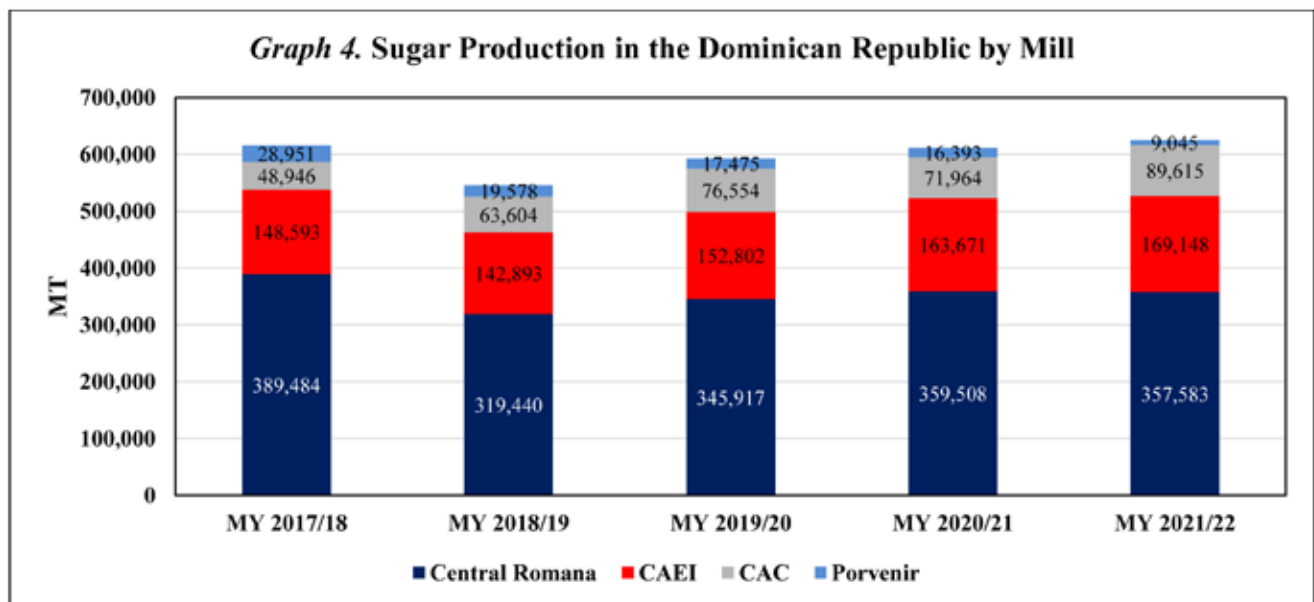
Source: Built by Post with information from GIMMS/NASA.

This past February received the least rainfall of any February over the last decade in the areas of Barahona, San Pedro de Macoris, La Romana and Hato Mayor, according to the National Meteorology Office (ONAMET). As shown in Graph 3 below, cumulative rainfall in these locations reached a mere 57 millimeters (MM), compared to an average of 194MM in the previous year.



Source: Built by Post with information from the National Meteorology Office (ONAMET).

According to the Ministry of Agriculture’s Sugar Institute, INAZUCAR, and Post research, total sugar production rose to 625,391 MT in MY 2021/22, which was comprised of 463,012 MT of raw sugar and 162,379 MT of refined sugar.



Source: Built by Post with information from INAZUCAR and Post research.

As shown in Graph 4, the largest local private producer, Central Romana, continues to retain outsized market share, making up approximately 57 percent (357,583 MT) of total production. CAEI ranks as the second-largest producer with 27 percent (169,148 MT). CAC produced 14 percent (89,615 MT) of total production during MY 2021/22. Central Romana and CAEI are the only producers of refined sugar in the country.

2. Consumption

In MY 2023/24, Post forecasts sugar consumption at 400,000 MT, up nearly 1 percent from the MY 2022/23 estimate. The forecast is primarily due to the upsurge in tourists consuming more sweets and processed products at hotels throughout the country. According to the Dominican Republic's Central Bank, the country received 7.2 million tourists in 2022, a 47-percent increase from the number of tourists visiting in the previous year (4.9 million). The Dominican government expects the country to reach 7.5 million tourists in 2023. The forecast period also accounts for a one-percent boost in population growth.

In MY 2021/22, local consumption reached 395,000 MT, for an estimated per capita consumption of 83 pounds per year. Of this total, the Dominican market consumed approximately 54 percent of raw sugar and 46 percent of refined.

3. Trade

In MY 2023/24, Post forecasts exports to remain flat year-on-year at 190,000 MT, assuming normal demand patterns from the United States. In MY 2022/23, Post estimates exports to remain stable at 190,000 MT, despite the U.S. prohibition of sugar imports from Central Romana. During the first six months of MY 2022/23, the Dominican Republic has shipped 76,310 MT of raw sugar to the United States.

The U.S. Customs and Border Protection issued a [WRO](#) against Central Romana Corporation on November 23, 2022 based on "information that reasonably indicates the use of forced labor in its operations". The WRO prohibits entry into the United States of raw sugar and sugar-based products produced by the company in the Dominican Republic. On a yearly basis, Central Romana produces approximately 60 percent, or 350,000 MT of total domestic sugar supply and exports approximately 63 percent, or 116,000 MT, of the total U.S. raw sugar quota allocated to the Dominican Republic.

Despite the WRO, INAZUCAR informed Post that industry plans to fill the fiscal year 2023 (FY 2023) allocation. On September 19, 2022, the United States announced the TRQ allocations for FY 2023 [here](#). Once again, the Dominican Republic received the largest, single-country allocation of 189,343 MT, which accounts for 17 percent of the U.S. quota. On March 14, 2023, USTR announced reallocations of unused FY 2023 sugar volumes [here](#) and allocated an additional 40,000 MT to the Dominican Republic. Post doubts that the Dominican Republic will be able to fill any of the additional quota.

To satisfy the FY 2023 initial allocation, members of the local sugar industry reached consensus to temporarily reassign mills to supply local and foreign markets. As a result, Central Romana will decrease output of raw sugar by 19 percent to 170,000 MT and increase output of refined sugar by 10

percent to 160,000 MT. The increased output in refined sugar will offset the originally planned production of refined sugar from CAEI for FY 2023.

CAEI will scale down refined sugar production by 50 percent to 15,000 MT and increase raw production by 20 percent to 180,000 MT. The company will not reduce refined sugar production any further to continue supplying the local market. CAC is also expected to increase raw sugar production by 11 percent to 100,000 MT to supply both local and U.S. markets.

Table 1. DR Sugar Production Programming and TRQ Allocations for MY 2022/23 Before and After the CBP WRO

Mill	Original Programming (Before CBP WRO)				Modified Programming (After CBP WRO)			
	PRODUCTION			TRQ Allocation	PRODUCTION			TRQ Allocation
	Raw	Refined	TOTAL		Raw	Refined	TOTAL	
Central Romana	210,000	145,000	355,000	118,983	170,000	160,000	330,000	0
Consorcio Azucarero de Empresas Industriales (CAEI)	150,000	30,000	180,000	51,426	180,000	15,000	195,000	132,729
Consorcio Azucarero Central (CAC)	90,000	0	90,000	18,934	100,000	0	100,000	56,614
Azucarera Porvenir	5,000	0	5,000	0	5,000	0	5,000	0
TOTAL	455,000	175,000	630,000	189,343	455,000	175,000	630,000	189,343

Source: Built by FAS/Santo Domingo with information from INAZUCAR and Post research.

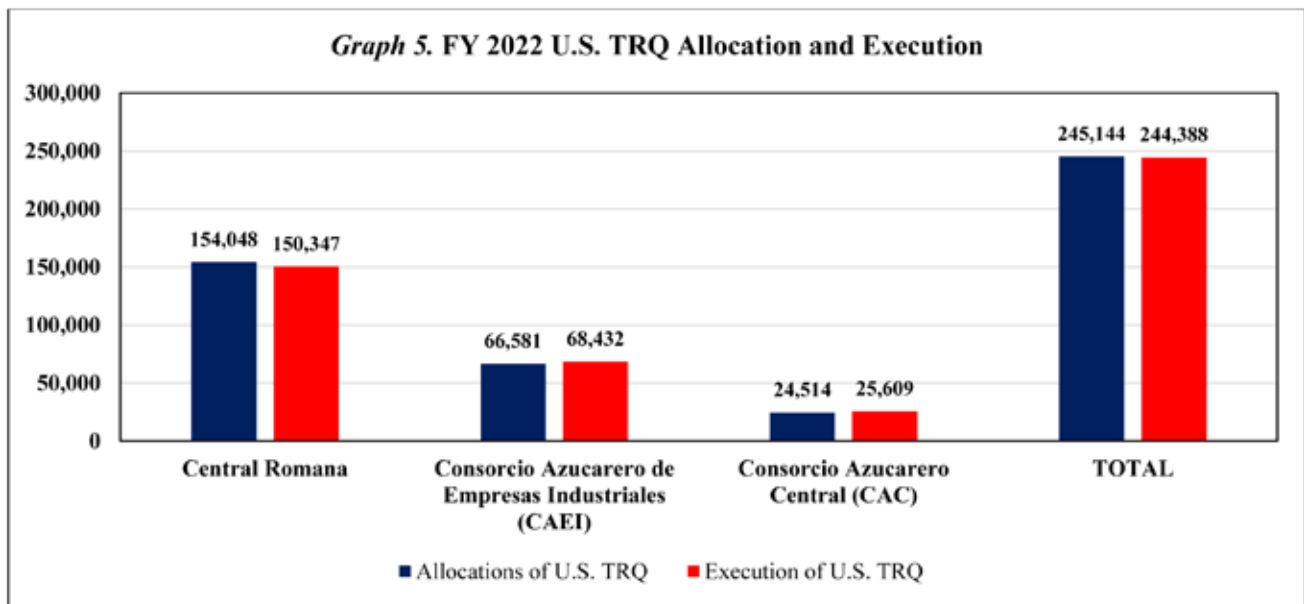
As shown in Table 1, INAZUCAR has publicly announced the arrangements for FY 2023 allocations. CAEI will receive 70 percent and CAC the remainder. Post believes that the Dominican Republic will fill its initial quota allocation for FY 2023 based on the sugar industry’s proposal. According to INAZUCAR and private sector contacts, industry believes that a high utilization rate is important to maintain the DR’s position as the largest quota-holder.

The United States remains the top buyer of Dominican sugar. In MY 2021/22, official exports of raw cane sugar totaled 244,388 MT, all of which was exported to the United States. Post estimates that the Dominican Republic informally exported an additional 5,000 MT to Haiti. Similar volumes are projected for the following MY.

Every year, the DR exports small quantities of raw sugar through informal channels to neighboring country Haiti in response to price disparities. However, these quantities are not necessarily reflected in official export figures. According to Post sources, quantities may vary widely per year depending on relative price levels.

In FY 2022, the Dominican Republic received the largest U.S. sugar allocation of 185,335 MT, out of a total of 1,117,195 MT. The country received additional allocations in the same year that lifted its total to 245,144 MT, nearly 22 percent of the entire U.S. sugar quota; the DR filled 99 percent of the sum. The following illustrates the allocations and execution rate per mill in FY 2022:

Graph 5. FY 2022 U.S. TRQ Allocation and Execution



Source: Built by Post with information from INAZUCAR and Post research.

In cases where mills cannot fill the allocation, INAZUCAR informally reallocates quantities. As shown in Graph 5 above, INAZUCAR reallocated part of Central Romana’s allocation to CAEI and CAC. Hence, execution levels could exceed allocations.

In the Dominican Republic – Central America Free Trade Agreement (CAFTA-DR), an additional quota exists for products containing sugar. That quota is allocated to CAFTA-DR signatories each calendar year based on whether the country has a positive trade surplus in sugar and syrup goods³ and availability. In FY 2023, the requirements disqualified DR.

The Dominican Republic imports limited quantities of sugar every year from various non-U.S. countries, including Guatemala, Mexico, Costa Rica, Brazil, and Colombia. With lower levels of production and stocks in the DR, Post projects imports for MY 2023/24 to reach 60,000 MT, higher than the MY 2022/23 estimate of 10,000 MT.

Current in-quota import duties for raw and refined sugar are 14 percent and 20 percent, respectively, plus an 18 percent value-added tax (VAT)⁴. As part of its World Trade Organization (WTO) commitments, the DR government established a TRQ of 30,000 MT for sugar (with the in-quota rates cited above), coupled with an out-of-quota tariff of 85 percent. Following such negotiations, the Dominican Republic has issued import permits for amounts in excess of 30,000 MT annually in order to cover shortfalls in domestic production. Generally, these additional amounts are assessed only the in-quota tariff rate. Furthermore, INAZUCAR authorizes more imports when production falls.

Under CAFTA-DR, as of January 1, 2020, U.S. sugar and High Fructose Corn Syrup (HFCS) exported to the Dominican Republic enjoy duty-free access.

³ In the Final Text of the CAFTA-DR Agreement, please see Appendix I to the Schedule of the United States to Annex 3.3 for more details: http://www.ustr.gov/sites/default/files/uploads/agreements/cafta/asset_upload_file971_3958.pdf

⁴ The DR’s value-added tax (VAT) is referred to locally as the “Impuesto a la Transferencia de Bienes Industrializados y Servicios” (ITBIS).

4. Other products

In addition to raw sugar exports, other sub-products are produced for both local and international markets, which represent an important revenue stream for the sugar industry. For example, in MY 2021/22, the sugar industry produced 37 million gallons of molasses for industrial (i.e. rum) and livestock use. Molasses is sold both locally and internationally.

Another important product is furfural, which is used by oil refineries as a dissolvent agent and is processed from cane fiber. Furfural is only produced by Central Romana, and, according to INAZUCAR, production totaled 29,000 MT in MY 2021/22.

5. Stocks

Producers hold the lion's share of stocks. In MY 2023/24, Post forecasts lower ending stocks at 106,000 MT due to lower production levels and steady exports. In MY 2022/23, Post projects stocks at 105,000 MT since stock levels are usually retained during high production years as well as local producers expect to receive additional sugar allocations.

6. Policy

Several laws regulate the sugar sector in the Dominican Republic. Law 491 controls the relationship between private cane producers and millers; it also sets prices for raw cane based on sugar content. Similarly, Law 619 assigns regulatory functions to INAZUCAR and governs domestic and foreign marketing, TRQ assignments, price schedules, and statistics.

For a number of years, the government has promoted the use or development of an ethanol-gasoline blend, established by Decree No. 556-05 in 2005. Subsequently, the regulations outlined in the 2005 legislation were enacted in Law No. 57-07 (enacted in May 2007), which seeks to encourage the development of renewable sources of energy and their special regimes. The effort aimed to establish a mandate that would include a 10-percent requirement on ethanol in an ethanol-gasoline blend, and a 20-percent biodiesel for a diesel blend; the executive branch has yet to enact his initiative. Both local and foreign investors remain hesitant to enter the market under such uncertainties. None of the major mills currently plan to install ethanol production facilities nor advocate for implementation of the blending mandate. Additionally, imported ethanol is subject to the taxing scheme applied to alcohol for human consumption, including the 18 percent VAT plus and an ad valorem tax depending on the percentage of alcohol and weight. This taxing scheme essentially prices out imported alcohol from the local market.

All of the major mills are, or soon will be, self-sufficient in energy production, and will look to boost co-generation capacity from the incineration of sugar cane bagasse. Some of the mills, especially CAEI and CAC, supply energy to the national matrix (co-generation) generating additional income.

7. Marketing

The Ministry of Industry and Commerce and INAZUCAR established the base price for both raw and refined sugar based on historical prices and production estimates. The base prices were last updated in December 2020. The chart below shows the established prices in current dollars.

Table 2. Official Prices for Sugar in the Dominican Republic

Type of Sugar	Prices (US\$/pound)		
	Producer to wholesaler	Wholesaler to retail	Retail to consumer
Raw	0.33	0.36	0.40
Refined	0.38	0.42	0.46

**Average exchange rate on 03/30/2022, according to the Central Bank: RD\$55.19=US\$1.*

Source: INAZUCAR, [Resolution No. 001/2020](#).

Since January 2016, retail sugar has been taxed with an 18 percent VAT.

8. Statistics

Sugar Cane for Centrifugal	2021/2022		2022/2023		2023/2024	
Market Year Begins	Nov 2022		Nov 2023		Nov 2024	
Dominican Republic	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	115	115	116	110	0	100
Area Harvested (1000 HA)	115	115	116	110	0	100
Production (1000 MT)	5600	5600	5650	5350	0	4800
Total Supply (1000 MT)	5600	5600	5650	5350	0	4800
Utilization for Sugar (1000 MT)	5600	5600	5650	5350	0	4800
Utilization for Alcohol (1000 MT)	0	0	0	0	0	0
Total Utilization (1000 MT)	5600	5600	5650	5350	0	4800

(1000 HA), (1000 MT)

Sugar, Centrifugal	2021/2022		2022/2023		2023/2024	
Market Year Begins	Oct 2021		Oct 2022		Oct 2023	
Dominican Republic	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Beginning Stocks (1000 MT)	92	92	117	87	0	105
Beet Sugar Production (1000 MT)	0	0	0	0	0	0
Cane Sugar Production (1000 MT)	625	625	630	600	0	530
Total Sugar Production (1000 MT)	625	625	630	600	0	530
Raw Imports (1000 MT)	0	0	0	0	0	50
Refined Imp. (Raw Val) (1000 MT)	15	15	15	10	0	10
Total Imports (1000 MT)	15	15	15	10	0	60
Total Supply (1000 MT)	732	732	762	697	0	695
Raw Exports (1000 MT)	220	250	190	195	0	190
Refined Exp. (Raw Val) (1000 MT)	0	0	0	0	0	0
Total Exports (1000 MT)	220	250	190	195	0	190
Human Dom. Consumption (1000 MT)	395	395	397	397	0	399
Other Disappearance (1000 MT)	0	0	0	0	0	0
Total Use (1000 MT)	395	395	397	397	0	399
Ending Stocks (1000 MT)	117	87	175	105	0	106
Total Distribution (1000 MT)	732	732	762	697	0	695

(1000 MT)

Attachments:

No Attachments

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- Root Cause Analysis
- Failure Mode & Effect Analysis
- Value Stream Mapping
- Kaizen
- 5S
- TPM
- TQM
- ISO 9001
- ISO 14001
- HACCP
- GMP
- FDA
- USDA
- EPA
- OSHA
- DOT
- ATF
- TTB
- CBP
- FDA/CFR
- USDA/FSIS
- EPA/EPCRA
- OSHA/OSHA-OSHA
- DOT/Hazmat
- ATF/ATF
- TTB/TTB
- CBP/Customs
- FDA/21 CFR
- USDA/9 CFR
- EPA/40 CFR
- OSHA/29 CFR
- DOT/49 CFR
- ATF/27 CFR
- TTB/27 CFR
- CBP/19 CFR

- Concept Exploration
- Business Model Planning
- Financial Model Planning
- Packaging Design
- Branding Strategy
- Fermentation Training
- Distillation Training
- Aging Cellar Training
- Laboratory Training
- Best Practices Training
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CIGAR & RUM PAIRING

by Philip Ili Barake





My name is Philip Ili Barake, Sommelier by trade. As a result of working with selected restaurants and wine producers in Chile, I started developing a passion for distilled spirits and cigars. As part of my most recent job, I had the opportunity to visit many Central American countries, as well as, rum distilleries and tobacco growers.

But my passion for spirits and cigars did not end there; in 2010 I had the honor of representing Chile at the International Cigar Sommelier Competition, where I won first place, becoming the first South American to ever achieve that feat.

Now I face the challenge of impressing the readers of "Got Rum?" with what is perhaps the toughest task for a Sommelier: discussing pairings while being well aware that there are as many individual preferences as there are rums and cigars in the world.

I believe a pairing is an experience that should not be limited to only two products; it is something that can be incorporated into our lives. I hope to help our readers discover and appreciate the pleasure of trying new things (or experiencing known things in new ways).

Philip
#GRCigarPairing



More Dark Than Stormy

In a past pairing, I used a Dark 'n Stormy for a cigar pairing. While the cocktail is one of my favorite rum drinks, it was hard to find the perfect pairing for it then, given the citric notes and considering that the ginger beer is not a mainstream ingredient that people are accustomed to. For this pairing, I decided to re-visit this iconic cocktail, but I wanted to reduce or eliminate its citric dimension.

The new recipe is now as follows:

- 2 oz. Coffee Liqueur
- 200 mL (6.75 oz.) Ginger Beer
- 2 oz. Captain Morgan Private Stock Rum

The preparation is very simple: you'll need a Tumbler Glass, ideally 500-600ml (17-20 oz.). Fill the glass with ice cubes, all the way to the top. Then add the ingredients in the order listed by the recipe. The idea is to pour the Ginger Beer and the Captain Morgan rum slowly, to avoid them from being mixed with the other ingredients. There are people who like to mix all the ingredients when their Dark 'N Stormy arrives, and that is a personal preference. In our case, however, since we are pairing with a cigar, you'll soon find out why we don't want the cocktail mixed.

Some of you may be asking why I selected Captain Morgan and what should you use if you don't have this rum. I selected it because of its intense vanilla note, and that's what you should look for in a potential replacement. Hopefully the rum you chose will not have much sugar added, to avoid creating a "sugar bomb" cocktail!

As far as the cigar, I selected a Robusto (52 x 5") called Crusader, with a Havana Equator wrapper, the filler is primarily Nicaraguan, and the binder



Photo credit: @Cigarilli

Photo credit: @Cigarili



is Honduran and Nicaraguan leaves. The pre-analysis suggests that this should be a medium-bodied cigar, let's see if this is indeed the case.

In its first third, the cigar's body is soft-to-medium, very creamy and well-balanced. It is possible that this perception is caused by the intense vanilla notes from the cocktail. So far, the pairing is very enjoyable and effortless, easy to recommend.

As you drink more of the cocktail, the spiciness of the ginger starts to come forward, which surprised me in how it resulted in coffee-like notes, even though we hadn't reached that layer yet. These coffee notes were very creamy and very enjoyable, a good pairing where neither flavor dominated.

As we approached the second third of the cigar, the experience continued to be the same, with a very well-balanced creaminess, perhaps even more wholesome. It was at that point that the coffee notes started to appear with

subtly, starting to show a truly integrated pairing.

In my case, I abandoned the cocktail at the very end, when I was smoking the last third of the cigar and all I had left in the glass was the sweet coffee liqueur. It was too sweet for me and I didn't want to ruin the experience up to that point. The choice, of course, will be yours, based on your own preferences.

You can personalize the pairing, using a different rum or even changing the coffee liqueur for a cocoa liqueur, which I think would be a worthwhile experiment. If any of you try this, please let me know how it went. Without a doubt, this pairing surprised me with its simplicity. I always try to suggest simple pairings that are easy for our readers to replicate and this one is definitely highly recommendable.

Cheers!
Philip Ili Barake
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