

State of Florida Department of Citrus



2017 - 2018 Proposed Preliminary Operating Budget

June 21, 2017

Florida Department of Citrus



MEMORANDUM

To: Selected Staff

From: Christine Marion *Christine C Marion*

Date: June 26, 2017

Subject: FY 2017-18 Preliminary Operating Budget

The Florida Citrus Commission approved the Department's FY 2017-18 preliminary operating budget at the June Commission meeting. Although this budget provides us the authority to begin developing and executing programs and activities, the assessment rates to support the final budget will not be approved until after the October crop forecast is issued. A copy of the preliminary budget is attached for your reference.

Please monitor your budget closely during the year, and submit necessary adjustment prior to overspending a budgeted line item. If a budget adjustment is required, please try to project the amounts needed for the remainder of the year, to prevent recurring adjustments. According to fiscal policy # 105, all budget transfers greater than \$50,000 (cumulative) must be approved by the FCC prior to posting.

Thank you for your assistance in ensuring that the Department's expenditures are properly funded within budget.

Attachment

FLORIDA DEPARTMENT OF CITRUS

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FLORIDA DEPARTMENT OF CITRUS

SCHEDULE OF TAX RATES*

FISCAL YEARS ENDING JUNE 30, 2017 AND 2018

	2016-2017		2017-2018**		
	FRESH	PROCESSED	FRESH	PROCESSED	STATUTE
DOMESTIC					
Orange	\$ 0.050	\$ 0.070	\$ 0.050	\$ 0.070	601.15(3a)
Grapefruit	\$ 0.070	\$ 0.070	\$ 0.050	\$ 0.050	601.15(3a)
All Other Varieties	\$ 0.070	\$ 0.070	\$ 0.050	\$ 0.050	601.15(3a)
IMPORTS					
Orange		\$ 0.070		\$ 0.070	601.155(2)
Grapefruit		\$ 0.070		\$ 0.050	601.155(2)

* Rates are per 1-3/5 bushel equivalent, and are effective August 1 each fiscal year.
Domestic per Chapter 601.15 (3a), F.S. and Imports per Chapter 601.155 (2), F.S.

**While this preliminary operating budget is based on these rates along with estimated production as shown on page 2, actual tax rates will be approved by the Florida Citrus commission at it's meeting October 25, 2017.

BUDGETED REVENUE, EXPENDITURES AND OPERATING FUND BALANCE 2017-18

DESCRIPTION	BEGINNING OPERATING FUND BALANCE	REVENUE	EXPENDITURES	RESERVES	ENDING OPERATING FUND BALANCE
Florida Citrus Advertising Trust Fund	\$15,477,918	\$14,301,807	\$17,309,890	\$196,917	\$12,272,918

* Beginning fund balance is projected as of 5/31/17
Final beginning FB will not be known until after Sept. 30.

FLORIDA DEPARTMENT OF CITRUS

REVENUE BOXES (000)

July 1, 2017

	BUDGETED REVENUE BOXES		ACTUAL REVENUE BOXES		
	(000)		(000)		
	2017-2018 ESTIMATED BOXES	2017-2018 REVENUE BOXES	2016-17 PAID IN 2017-2018	2017-2018 PAID IN 2017-2018	TOTAL
DOMESTIC					
ORANGE:	61,650				
Non-Revenue	<u>(500)</u>				
Fresh		1,890	0	0	0
Processed		<u>59,260</u>	0	0	0
GRAPEFRUIT:	7,020				
Non-Revenue	<u>(303)</u>				
Fresh		2,920	0	0	0
Processed		<u>3,797</u>	0	0	0
SPECIALTY:	1,460				
Non-Revenue	<u>(112)</u>				
Fresh		698	0	0	0
Processed		<u>650</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL DOMESTIC	70,130				
Non-Revenue	<u>(915)</u>				
Fresh		5,508	0	0	0
Processed		<u>63,707</u>	<u>0</u>	<u>0</u>	<u>0</u>
		<u>69,215</u>	<u>0</u>	<u>0</u>	<u>0</u>
IMPORTS					
Orange		37,000	0	0	0
Grapefruit		<u>500</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL IMPORTS		<u>37,500</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL		<u>106,715</u>	<u>0</u>	<u>0</u>	<u>0</u>

FLORIDA DEPARTMENT OF CITRUS

BUDGETED REVENUE

July 1, 2017

DESCRIPTION	BUDGETED 2017-18	REVENUE TO DATE	% TO BUDGETED
Assessment on Domestic Fruit			
Orange			
Fresh	\$94,500	\$0	0.0
Processed	4,148,200	0	0.0
	<u>4,242,700</u>	<u>0</u>	0.0
Grapefruit			
Fresh	146,000	0	0.0
Processed	189,850	0	0.0
	<u>335,850</u>	<u>0</u>	0.0
Specialty			
Fresh	34,900	0	0.0
Processed	32,500	0	0.0
	<u>67,400</u>	<u>0</u>	0.0
Assessment on Import Fruit			
Orange	863,334	0	0.0
Grapefruit	8,333	0	0.0
	<u>871,667</u>	<u>0</u>	0.0
Total Assessments	5,517,617	0	0.0
Investment Earnings	161,100	0	0.0
Other Income	93,000	0	0.0
Gen Rev - Marketing & NVDC	4,650,000	0	0.0
Foreign Agricultural Svc Funds	<u>3,880,190</u>	<u>0</u>	0.0
TOTAL	<u>\$14,301,907</u>	<u>\$0</u>	0.0

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY DEPARTMENT

July 1, 2017

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
Administration				
Admin and Support Services	\$2,340,200	\$0	0.0	\$2,340,200
State General Revenue Charge	230,000	0	0.0	230,000
Scientific Research				
General Operations	697,600	0	0.0	697,600
Scientific Product Research	325,000	0	0.0	325,000
New Varieties Development - GenRev	650,000	0	0.0	650,000
Economic Research				
General Operations	380,000	0	0.0	380,000
Research Studies & Data	542,400	0	0.0	542,400
Marketing & Public Relations				
General Operations	552,300	0	0.0	552,300
Public Relations Programs	3,194,700	0	0.0	3,194,700
Public Relations Programs- GenRev	4,000,000	0	0.0	4,000,000
Fresh Fruit Marketing	47,500	0	0.0	47,500
International Marketing				
International Promotions-DOC	470,000	0	0.0	470,000
International Promotions-FAS	3,880,190	0	0.0	3,880,190
Total Expenditures	17,309,890	0	0.0	17,309,890
Reserves	196,917	0	0.0	196,917
TOTAL	\$17,506,807	\$0	0.0	\$17,506,807

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY CATEGORY

July 1, 2017

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
GENERAL OPERATIONS				
Salaries and Benefits	\$2,636,000	\$0	0.0	\$2,636,000
Other Personal Services	51,000	0	0.0	51,000
Travel	183,700	0	0.0	183,700
Transition Costs	12,500	0	0.0	12,500
People First Initiative	16,700	0	0.0	16,700
Telephone	50,400	0	0.0	50,400
Postage/Freight	13,450	0	0.0	13,450
Data Processing	169,700	0	0.0	169,700
Supplies	10,000	0	0.0	10,000
Insurance and Bond Premiums	19,000	0	0.0	19,000
Reproduction	7,000	0	0.0	7,000
Subscriptions and Memberships	25,700	0	0.0	25,700
Trade Meals/Meetings	600	0	0.0	600
Training	500	0	0.0	500
Repairs and Maintenance	129,400	0	0.0	129,400
Utilities	90,000	0	0.0	90,000
Leases/Rent Expense	30,900	0	0.0	30,900
Promotional Items	1,500	0	0.0	1,500
Capital Equipment (OCO)	61,000	0	0.0	61,000
Chiller Replacement (FCO)	350,000	0	0.0	350,000
Office/Research Equipment	500	0	0.0	500
Miscellaneous	8,200	0	0.0	8,200
CREC Expenses	115,000	0	0.0	115,000
Research Materials	61,200	0	0.0	61,200
Fruit Inspection Data	100	0	0.0	100
Consultants Fees/Travel	76,300	0	0.0	76,300
Subtotal General Operations	4,120,350	0	0.0	4,120,350
PROGRAMS*				
Legal Services	143,000	0	0.0	143,000
General Revenue Charge	230,000	0	0.0	230,000
Scientific Research	325,000	0	0.0	325,000
New Varieties Development Corp.	650,000	0	0.0	650,000
Economic & Market Research	542,400	0	0.0	542,400
Public Relations Programs	7,194,700	0	0.0	7,194,700
Fresh Fruit Marketing	47,500	0	0.0	47,500
International Marketing	4,056,940	0	0.0	4,056,940
Reserves	196,917	0	0.0	196,917
Subtotal Programs	13,386,457	0	0.0	13,386,457
TOTAL	\$17,506,807	\$0	0.0	\$17,506,807

*Program costs exclude general operating expenses

FLORIDA DEPARTMENT OF CITRUS
BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY
2017-18

	TOTAL	PROCESSED ORANGE	PROCESSED GRAPEFRUIT	FRESH ORANGE	FRESH GRAPEFRUIT	FRESH SPECIALTY
REVENUE						
Carryover	\$3,205,000	\$2,700,000	\$153,000	\$37,500	\$303,500	\$11,000
Tax Assessments-Domestic	4,645,950	4,180,700	189,850	94,500	146,000	34,900
Tax Assessments-Imports	871,667	863,334	8,333	0	0	0
Interest/Other	254,000	217,100	9,600	11,600	11,500	4,200
GenRev - NVDC	650,000	65,000	65,000	227,500	65,000	227,500
GenRev - PR & Marketing	4,000,000	3,937,500	62,500	0	0	0
FAS Program	3,880,190	1,211,500	663,048	0	2,005,642	0
BUDGETED REVENUE	\$17,506,807	\$13,175,134	\$1,151,331	\$371,100	\$2,531,642	\$277,600
EXPENDITURES						
Administration						
Admin & Supp Svc	\$2,340,200	\$2,125,292	\$94,242	\$41,391	\$64,075	\$15,200
State Gen Rev Charge	230,000	209,600	8,300	4,200	6,300	1,600
Subtotal Administration	2,570,200	2,334,892	102,542	45,591	70,375	16,800
Scientific Research						
General Operations	697,600	633,491	28,113	12,348	19,114	4,535
Scientific Prod Res	325,000	325,000	0	0	0	0
New Varieties Development-GenRev	650,000	65,000	65,000	227,500	65,000	227,500
Subtotal Scientific Research	1,672,600	1,023,491	93,113	239,848	84,114	232,035
Economic Research						
General Operations	380,000	345,078	15,314	6,726	10,412	2,470
Research Data & Studies	542,400	506,109	22,462	4,744	7,343	1,742
Subtotal Econ Research	922,400	851,187	37,776	11,470	17,755	4,212
Marketing & Public Relations						
General Operations	552,300	510,429	15,159	13,079	8,814	4,819
Public Relations Programs	3,194,700	3,029,439	91,738	24,994	39,335	9,195
Retail Marketing - GenRev	0	0	0	0	0	0
Marketing & PR - GenRev	4,000,000	3,937,500	62,500	0	0	0
Fresh Fruit Marketing - GenRev	0	0	0	0	0	0
Gift Fruit Marketing	47,500	0	0	23,228	15,675	8,598
Subtotal Domestic Mktg	7,794,500	7,477,368	169,397	61,300	63,824	22,611
Int'l Promotions-DOC	470,000	136,775	62,588	0	270,637	0
Int'l Promotions-FAS	3,880,190	1,211,500	663,048	0	2,005,642	0
Subtotal Int'l Mktg	4,350,190	1,348,275	725,636	0	2,276,279	0
Budgeted Expenditures	17,309,890	13,035,212	1,128,464	358,208	2,512,348	275,658
Reserves	196,917	139,922	22,867	12,892	19,294	1,942
TOTAL BUDGET	\$17,506,807	\$13,175,134	\$1,151,331	\$371,100	\$2,531,642	\$277,600

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2017

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
STATE GENERAL REVENUE CHARGE					
57 10 00 00 000					
Florida Citrus Advertising Trust Func	88040	<u>\$230,000</u>	<u>\$0</u>	0.0	<u>\$230,000</u>
ADMINISTRATIVE AND SUPPORT SERVICES					
GENERAL OPERATIONS					
57 10 10 08 001					
Commissioners Comp (OPS)	12101	\$6,000	\$0	0.0	\$6,000
Commissioners Travel - All Variety	26001	6,000	0	0.0	6,000
57 10 10 09 001					
Salaries and Benefits	11000	1,325,000	0	0.0	1,325,000
Temporary Employee (OPS)	12100	5,000	0	0.0	5,000
Unemployment Compensateion	16500	12,500	0	0.0	12,500
Employee Travel - All Variety	26000	23,000	0	0.0	23,000
Employee Travel - Orange Juice	26002	1,700	0	0.0	1,700
Subtotal		<u>1,379,200</u>	<u>0</u>	0.0	<u>1,379,200</u>
57 10 10 09 002					
Fruit Inspection Data	13260	100	0	0.0	100
Training	13280	500	0	0.0	500
People First	15800	7,400	0	0.0	7,400
Telephone	22100	26,000	0	0.0	26,000
Office Supplies	34101	1,800	0	0.0	1,800
Office Equipment	34102	500	0	0.0	500
Casualty Insurance	4100C	14,500	0	0.0	14,500
Property Insurance	4100P	4,500	0	0.0	4,500
Subscriptions	49200	8,000	0	0.0	8,000
Memberships	49300	800	0	0.0	800
Miscellaneous	49900	2,900	0	0.0	2,900
Building & Equipment (OCO)	51200	5,000	0	0.0	5,000
Subtotal General Operations		<u>\$1,451,200</u>	<u>\$0</u>	0.0	<u>\$1,451,200</u>
LEGAL AND REGULATORY					
LEGAL SERVICES					
57 10 10 10 002					
Court Reporting Fees	13140	1,000	0	0.0	1,000
Legal Srv-Adv Claims	1316A	15,000	0	0.0	15,000
Legal Srv-G Counsel	1316G	105,000	0	0.0	105,000
Legal Srv-Trademark	1316T	20,000	0	0.0	20,000
Legal Advertising	13310	2,000	0	0.0	2,000
Miscellaneous	29000	1,000	0	0.0	1,000
Total Legal Services		<u>144,000</u>	<u>0</u>	0.0	<u>144,000</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2017

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
SUPPORT SERVICES					
57 10 10 12 002					
Grounds Maintenance	13290	5,600	0	0.0	5,600
Mailing & Delivery Services	13420	2,300	0	0.0	2,300
Shredding Service	13421	400	0	0.0	400
Warehouse Services	13991	7,300	0	0.0	7,300
Postage	21000	3,000	0	0.0	3,000
Reproduction	23000	6,000	0	0.0	6,000
Maintenance - Auto	2410A	2,000	0	0.0	2,000
Maintenance - Building	2410B	30,000	0	0.0	30,000
Maintenance - Equipment	2410E	800	0	0.0	800
Building Utilities	27100	90,000	0	0.0	90,000
Building Supplies	3410B	3,000	0	0.0	3,000
Distribution Supplies	3410D	300	0	0.0	300
Office Supplies	3410I	500	0	0.0	500
Fuel	36410	1,000	0	0.0	1,000
Copy Equipment Rental	44200	11,100	0	0.0	11,100
Rental-Office Equipment	44400	8,000	0	0.0	8,000
Equipment - General	51200	5,000	0	0.0	5,000
Vehicle (OCO)	51700	38,000	0	0.0	38,000
Chiller Replacement (FCO)	56100	350,000	0	0.0	350,000
Subtotal Support Services		564,300	0	0.0	564,300
IT SERVICES					
57 10 10 14 002					
DP Services - AST (EO=55)	1327A	43,800	0	0.0	43,800
DP Services - Database	1327D	5,400	0	0.0	5,400
DP Services - Other	22300	7,200	0	0.0	7,200
Data Processing Maint	2410D	2,500	0	0.0	2,500
DP Equipment	3410E	28,000	0	0.0	28,000
Data Processing Supplies	3410S	3,000	0	0.0	3,000
Media (OCO)	5160M	3,000	0	0.0	3,000
DP Equipment (OCO)	51600	10,000	0	0.0	10,000
Data Processing Software	53100	77,800	0	0.0	77,800
Subtotal IT Services		180,700	0	0.0	180,700
Total Support & IT Services		\$745,000	\$0	0.0	\$745,000
TOTAL ADMIN, SUPPORT & IT SERVICES		\$2,340,200	\$0	0.0	\$2,340,200

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2017

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
SCIENTIFIC RESEARCH					
GENERAL OPERATIONS					
57 10 12 10 001					
Salaries and Benefits	11000	\$383,000	\$0	0.0	\$383,000
Temporary Employees (OPS)	12100	5,000	0	0.0	5,000
Employee Travel	26000	22,000	0	0.0	22,000
57 10 12 10 002					
Product Monitor-Comp Analysis-AV	13261	30,000	0	0.0	30,000
Research Materials	13262	30,000	0	0.0	30,000
Mailing & Delivery Services	13420	200	0	0.0	200
People First	15800	4,900	0	0.0	4,900
Postage	21000	100	0	0.0	100
Telephone	22100	12,000	0	0.0	12,000
Reproduction	23000	500	0	0.0	500
Repairs & Maintenance	24101	90,000	0	0.0	90,000
Office Supplies	34101	1,000	0	0.0	1,000
CREC Operations	13262	115,000	0	0.0	115,000
Copy Equipment Rental	44200	2,200	0	0.0	2,200
Subscriptions	49200	200	0	0.0	200
Memberships	49300	100	0	0.0	100
Miscellaneous	49900	1,400	0	0.0	1,400
TOTAL GENERAL OPERATIONS		\$697,600	\$0	0.0	\$697,600
MEDICAL RESEARCH					
57 10 12 11 005					
Cardiovascular Study - OJ	SR030	175,000	0	0.0	175,000
Hydration & Exercise Study - OJ	SR060	20,000	0	0.0	20,000
Update Nutrient Database - OJ	SR070	30,000	0	0.0	30,000
Satiety Clinical Study - OJ	SR080	50,000	0	0.0	50,000
Longitudinal Study - Weight and OJ	SR090	50,000	0	0.0	50,000
Subtotal Medical Research		325,000	0	0.0	325,000
TOTAL SCIENTIFIC RESEARCH		\$1,022,600	\$0	0.0	\$1,022,600
SCIENTIFIC SPONSORED RESEARCH					
GENERAL REVENUE PROGRAMS					
57 10 12 11 003					
New Varieties Development-All Variety	GR090	650,000	0	0.0	650,000
TOTAL NVDC - GENERAL REVENUE		\$650,000	\$0	0.0	\$650,000
TOTAL SCIENTIFIC & SPONSORED RESEARCH		\$1,672,600	\$0	0.0	\$1,672,600
* SUBTOTALS BY FUNDING SOURCE					
Scientific Research - CATF		\$1,022,600	\$0	0.0	\$1,022,600
Scientific Research - GR		650,000	0	0.0	650,000
Total		\$1,672,600	\$0	0.0	\$1,672,600

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2017

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
ECONOMIC AND MARKET RESEARCH					
GENERAL OPERATIONS					
57 10 13 10 001					
Salaries and Benefits	11000	\$308,000	\$0	0.0	\$308,000
Temporary Employees (OPS)	12100	35,000	0	0.0	35,000
Employee Travel	26000	24,000	0	0.0	24,000
57 10 13 10 002					
Research Publications	13263	1,200	0	0.0	1,200
Website	13270	4,800	0	0.0	4,800
Postage	21000	250	0	0.0	250
Telephone	22100	2,400	0	0.0	2,400
Reproduction	23000	500	0	0.0	500
Office Supplies	34101	1,000	0	0.0	1,000
Copy Equipment Rental	44200	2,300	0	0.0	2,300
Subscriptions	49200	50	0	0.0	50
Miscellaneous	49900	500	0	0.0	500
Subtotal General Operations		380,000	0	0.0	380,000
RESEARCH DATA & STUDIES					
57 10 13 12 003					
Processed Retail Sales-A.C.Nielsen	ER010	274,400	0	0.0	274,400
FL Agri Market Research Center - AV	ER020	198,000	0	0.0	198,000
Economic Impact Analysis - AV	ER025	25,000	0	0.0	25,000
Other Data Purchases - AV	ER035	20,000	0	0.0	20,000
Survey's - Toluna - AV	ER060	25,000	0	0.0	25,000
Subtotal Research Data & Studies		542,400	0	0.0	542,400
TOTAL ECON & MKT RESEARCH		\$922,400	\$0	0.0	\$922,400

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2017

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
MARKETING AND PUBLIC RELATIONS					
GENERAL OPERATIONS					
57 10 15 10 001					
Salaries and Benefits	11000	\$440,000	\$0	0.0	\$440,000
Employee Travel - All Variety	26000	25,000	0	0.0	25,000
Employee Travel - Orange Juice	26002	45,000	0	0.0	45,000
Employee Travel - Fresh	26004	7,000	0	0.0	7,000
57 10 15 10 002					
Mailing & Delivery Services	13420	7,000	0	0.0	7,000
People First	15800	4,400	0	0.0	4,400
Telephone	22100	8,000	0	0.0	8,000
Consultant Travel	26200	500	0	0.0	500
DP Equipment	3410E	2,000	0	0.0	2,000
Office Supplies	34101	1,900	0	0.0	1,900
Trade Meals	35000	100	0	0.0	100
Subscriptions	49200	2,000	0	0.0	2,000
Memberships	49300	9,400	0	0.0	9,400
TOTAL GENERAL OPERATIONS		\$552,300	\$0	0.0	\$552,300
GENERAL REVENUE PROGRAMS					
57 10 15 11 003					
Consumer Awareness - PR	GR010	\$3,750,000	\$0	0.0	\$3,750,000
FL Welcome Stations-Juice	GR080	250,000	0	0.0	250,000
TOTAL GENERAL REVENUE PROGRAMS		\$4,000,000	\$0	0.0	\$4,000,000

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2017

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
PUBLIC RELATIONS					
CORPORATE - ALL VARIETIES					
57 10 15 12 003					
Website Platforms	PR012	\$150,000	\$0	0.0	\$150,000
Reactive Issues Management	PR016	1,100,000	0	0.0	1,100,000
Subtotal Corporate - All Varieties		1,250,000	0	0.0	1,250,000
PROCESSED ORANGE					
57 10 15 12 004					
Social Media/Community Management	PR044	250,000	0	0.0	250,000
Proactive Issues Management	PR046	1,574,700	0	0.0	1,574,700
Subtotal Processed Orange		1,824,700	0	0.0	1,824,700
GRAPEFRUIT					
57 10 15 12 005					
Proactive/Reactive Issues Mgmt	PR036	75,000	0	0.0	75,000
Subtotal Grapefruit		75,000	0	0.0	75,000
IN-STATE PROGRAMS					
57 10 15 12 008					
Industry Grower Relations - AV	PR081	45,000	0	0.0	45,000
Subtotal In-State Programs		45,000	0	0.0	45,000
FRESH FRUIT					
57 10 16 11 007					
Gift Fruit Programs	RM070	40,000	0	0.0	40,000
Gift Fruit Printing	23006	7,500	0	0.0	7,500
Subtotal Gift Fruit		47,500	0	0.0	47,500
TOTAL PR PROGRAMS - CATF		\$3,242,200	\$0	0.0	\$3,242,200
* SUBTOTALS BY FUNDING SOURCE					
PR & Domestic Marketing - CATF		\$3,794,500	\$0		\$3,794,500
PR & Domestic Marketing - GR		4,000,000	0		4,000,000
Total		\$7,794,500	\$0		\$7,794,500

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2017

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
INTERNATIONAL MARKETING					
GENERAL OPERATIONS					
57 10 18 10 001					
Salaries and Benefits	11000	\$180,000	\$0	0.0	\$180,000
Employee Travel - Orange Juice	26002	3,500	0	0.0	3,500
Employee Travel - Grapefruit	26003	22,000	0	0.0	22,000
Employee Travel - PO/PG/FG	26006	4,500	0	0.0	4,500
57 10 18 10 002					
Promotional Items	IM100	1,500	0	0.0	1,500
Mailing & Delivery Services	13420	500	0	0.0	500
Banking Services (Foreign Currency)	13450	1,500	0	0.0	1,500
Postage	21000	100	0	0.0	100
Telephone	22100	2,000	0	0.0	2,000
Promotional Materials Printing	23006	1,000	0	0.0	1,000
Office Supplies	34101	500	0	0.0	500
Trade Meals	35000	500	0	0.0	500
Subscriptions	49200	150	0	0.0	150
Memberships	49300	5,000	0	0.0	5,000
Miscellaneous	49900	500	0	0.0	500
Subtotal General Operations		223,250	0	0.0	223,250
FAS ADMINISTRATION					
57 10 18 10 003					
Evaluations-DOC	IM01D	5,000	0	0.0	5,000
Evaluations-FAS	IM01F	55,000	0	0.0	55,000
Consultant Fee-DOC	1313D	68,500	0	0.0	68,500
FAS Annual Workshop-DOC	26003	2,500	0	0.0	2,500
Consultant Travel-DOC	26300	2,500	0	0.0	2,500
Subtotal FAS Administration		\$133,500	\$0	0.0	\$133,500

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2017

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
CANADIAN PROMOTIONS					
Fresh & Processed Grapefruit					
57 10 18 10 103					
Promotions-DOC	1335D	\$13,470	\$0	0.0	\$13,470
Promotions-FAS	1335F	230,000	0	0.0	230,000
Subtotal Canada-Fresh & Proc. Gft.		243,470	0	0.0	243,470
Processed Orange					
57 10 18 10 104					
Promotions-DOC	1335D	25,200	0	0.0	25,200
Promotions-FAS	1335F	597,500	0	0.0	597,500
Subtotal Canada-Proc Orange		622,700	0	0.0	622,700
TOTAL CANADIAN MARKETING		866,170	0	0.0	866,170
EUROPEAN PROMOTIONS					
France - Promotions - Grapefruit					
Fresh & Processed Grapefruit					
57 10 18 11 203					
Promotions-DOC	1335D	10,850	0	0.0	10,850
Promotions-FAS	1335F	450,000	0	0.0	450,000
Total France Retail - Fresh & Proc. GFT		460,850	0	0.0	460,850
Europe - Retail - Grapefruit					
Fresh & Processed Grapefruit					
57 10 18 11 300					
Promotions-DOC	1335D	15,330	0	0.0	15,330
Promotions-FAS	1335F	300,000	0	0.0	300,000
Total Europe Retail - Fresh & Proc. GFT		315,330	0	0.0	315,330
TOTAL EUROPEAN PROMOTIONS		\$776,180	\$0	0.0	\$776,180

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2017

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
ASIAN PROMOTIONS					
JAPAN					
Fresh & Processed Grapefruit					
57 10 18 12 101					
Promotions-DOC	1335D	\$69,440	\$0	0.0	\$69,440
Promotions-FAS	1335F	1,320,190	0	0.0	1,320,190
Total Japan-Fresh & Proc. Gft		1,389,630	0	0.0	1,389,630
KOREA					
Fresh & Processed Grapefruit					
57 10 18 13 103					
Promotions-DOC	1335D	8,760	0	0.0	8,760
Promotions-FAS	1335F	330,000	0	0.0	330,000
Total Korea-Fresh & Proc. Gft		338,760	0	0.0	338,760
Processed Orange					
57 10 18 13 104					
Promotions-DOC	1335D	25,200	0	0.0	25,200
Promotions-FAS	1335F	597,500	0	0.0	597,500
Total Korea-Fresh & Proc. OJ		622,700	0	0.0	622,700
TOTAL ASIAN PROMOTIONS		2,351,090	0	0.0	2,351,090
TOTAL INTERNATIONAL MARKETING		\$4,350,190	\$0	0.0	\$4,350,190
* SUBTOTALS BY FUNDING SOURCE					
Int'l Mktg-DOC		\$470,000	\$0	0.0	\$470,000
Int'l Mktg-FAS		3,880,190	0	0.0	3,880,190
		\$4,350,190	\$0	0.0	\$4,350,190

FLORIDA DEPARTMENT OF CITRUS

INTERNATIONAL MARKETING

2017-2018 BUDGET BY VARIETY/FUNDING SOURCE

	<u>TOTAL</u>	<u>PROCESSED ORANGE</u>	<u>PROCESSED GRAPEFRUIT</u>	<u>FRESH GRAPEFRUIT</u>	<u>TOTAL GRAPEFRUIT</u>
DEPARTMENT OF CITRUS					
General Operations	\$223,250	\$62,825	\$25,275	\$135,150	\$160,425
FAS Administration	78,500	23,550	7,850	47,100	54,950
Canadian Marketing	38,670	25,200	3,368	10,103	13,470
European Promotions	26,180	0	6,545	19,635	26,180
Asian Promotions	<u>103,400</u>	<u>25,200</u>	<u>19,550</u>	<u>58,650</u>	<u>78,200</u>
Subtotal DOC	<u>470,000</u>	<u>136,775</u>	<u>62,588</u>	<u>270,638</u>	<u>333,225</u>
FOREIGN AGRICULTURAL SERVICE PROGRAM					
FAS Administration	55,000	16,500	5,500	33,000	38,500
Canadian Marketing	827,500	597,500	57,500	172,500	230,000
European Promotions	750,000	0	187,500	562,500	750,000
Asian Promotions	<u>2,247,690</u>	<u>597,500</u>	<u>412,548</u>	<u>1,237,643</u>	<u>1,650,190</u>
Subtotal FAS	<u>3,880,190</u>	<u>1,211,500</u>	<u>663,048</u>	<u>2,005,643</u>	<u>2,668,690</u>
TOTAL INTERNATIONAL MARKETING	<u>\$4,350,190</u>	<u>\$1,348,275</u>	<u>\$725,635</u>	<u>\$2,276,280</u>	<u>\$3,001,915</u>
		31.0%	16.7%	52.3%	
DOC as % of FAS	<u>12%</u>	<u>11%</u>	<u>9%</u>	<u>13%</u>	<u>12%</u>

FLORIDA DEPARTMENT OF CITRUS
SUMMARY STATEMENT OF RESERVES - ALL FUNDS
July 1, 2017

<u>DESCRIPTION</u>	<u>OCA CODE</u>	<u>FCC REQUIRED</u>	<u>% OF REVENUE</u>	<u>EQUIVALENT BOXES</u>
57 10 00 10 005				
Processed Orange	830PO	\$139,922	2.8%	1,998,886
Processed Grapefruit	830PG	22,867	11.5%	457,340
Fresh Orange	830FO	12,892	13.6%	257,840
Fresh Grapefruit	830FG	19,294	13.2%	385,880
Fresh Specialty	830FS	<u>1,942</u>	5.6%	<u>38,840</u>
		<u>\$196,917</u>		<u>3,138,785</u>