

State of Florida
Department of Citrus

2017 - 2018
REVISED
OPERATING
BUDGET

October 25, 2017



FLORIDA DEPARTMENT OF CITRUS

TABLE OF CONTENTS

Comparative Citrus Advertising Assessments and Budgeted Operating Fund Balance	1
Revenue Boxes	2
Estimated Revenue	3
Budgeted Expenditures by Department	4
Budgeted Expenditures by Category	5
2017-2018 Preliminary Budgeted Revenue and Expenditures by Fruit Variety	6
2017-2018 Revised Budgeted Revenue and Expenditures by Fruit Variety	7
Comparison of Operating Budget by All Variety	8
Departmental Expenditures	
State General Revenue Charge	13
Administrative and Support Services	13
Scientific Research	
General Operations & Medical Research	15
New Varieties Development	15
Economic and Market Research	16
Marketing and Public Relations	
General Operations	17
Public Relations	18
International Marketing	19
International Marketing by Fruit Variety	22
Summary Statement of Reserves - All Funds	23

FLORIDA DEPARTMENT OF CITRUS
COMPARATIVE CITRUS ADVERTISING ASSESSMENTS*
2017-2018 REVISED OPERATING BUDGET

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

*Rates are per 1-3/5 bushel equivalent, and are effective August 1 each fiscal year.

BUDGETED REVENUE, EXPENDITURES AND OPERATING FUND BALANCE
2017-18 REVISED OPERATING BUDGET

DESCRIPTION	BEGINNING OPERATING FUND BALANCE	REVENUE	COMMITTED/ UNCOMMITTED EXPENDITURES	RESERVES	ENDING OPERATING FUND BALANCE
Florida Citrus Advertising Trust Fund	\$17,001,667	\$14,419,807	\$17,274,790	\$555,465	\$13,591,219

FLORIDA DEPARTMENT OF CITRUS

REVENUE BOXES (000)

2017-2018 REVISED OPERATING BUDGET

	2016-17 ACTUAL REVENUE BOXES	2017-2018 PRELIMINARY		REVENUE BOX ADJUSTMENT	2017-2018 REVISED		% INCREASE/ DECREASE
		ESTIMATED BOXES	REVENUE BOXES		ESTIMATED BOXES	REVENUE BOXES	
DOMESTIC							
ORANGE:		61,650			54,000		
Non-Revenue		<u>(500)</u>			<u>(310)</u>		
Fresh	2,296		1,890	(378)		1,512	(20.0)
Processed	65,826		<u>59,260</u>	<u>(7,082)</u>		<u>52,178</u>	<u>(12.0)</u>
GRAPEFRUIT:		7,020			4,900		
Non-Revenue		<u>(303)</u>			<u>(185)</u>		
Fresh	3,330		2,920	(871)		2,049	(29.8)
Processed	4,231		<u>3,797</u>	<u>(1,131)</u>		<u>2,666</u>	<u>(29.8)</u>
SPECIALTY:		1,460			1,000		
Non-Revenue		<u>(112)</u>			<u>(70)</u>		
Fresh	926		698	(188)		510	(26.9)
Processed	<u>771</u>		<u>650</u>	<u>(230)</u>		<u>420</u>	<u>(35.4)</u>
SUBTOTAL:		70,130			59,900		
Non-Revenue		<u>(915)</u>			<u>(565)</u>		
Fresh	6,552		5,508	(1,437)		4,071	(26.1)
Processed	<u>70,828</u>		<u>63,707</u>	<u>(8,443)</u>		<u>55,264</u>	<u>(13.3)</u>
DOMESTIC:	<u>77,380</u>		<u>69,215</u>	<u>(9,880)</u>		<u>59,335</u>	<u>(14.3)</u>
IMPORTS							
Orange	42,717		37,000	26,947		63,947	72.8
Grapefruit	<u>781</u>		<u>500</u>	<u>559</u>		<u>1,059</u>	<u>111.8</u>
TOTAL IMPORTS:	<u>43,498</u>		<u>37,500</u>	<u>27,506</u>		<u>65,006</u>	<u>73.3</u>
TOTAL	<u><u>120,878</u></u>		<u><u>106,715</u></u>	<u><u>17,626</u></u>		<u><u>124,341</u></u>	<u>16.5</u>

FLORIDA DEPARTMENT OF CITRUS

ESTIMATED REVENUE

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY ESTIMATED 2017-2018	ADJUSTMENT	REVISED ESTIMATED 2017-2018	% INCREASE/ DECREASE
Assessment on Domestic Fruit				
Orange				
Fresh	\$94,500	(\$18,900)	\$75,600	(20.0)
Processed	4,148,200	(495,740)	3,652,460	(12.0)
	<u>4,242,700</u>	<u>(514,640)</u>	<u>3,728,060</u>	(12.1)
Grapefruit				
Fresh	146,000	(2,570)	143,430	(1.8)
Processed	189,850	(3,230)	186,620	(1.7)
	<u>335,850</u>	<u>(5,800)</u>	<u>330,050</u>	(1.7)
Specialty				
Fresh	34,900	800	35,700	2.3
Processed	32,500	(3,100)	29,400	(9.5)
	<u>67,400</u>	<u>(2,300)</u>	<u>65,100</u>	(3.4)
Assessment on Import Fruit				
Orange (Opt Out)	863,334	628,763	1,492,097	72.8
Grapefruit	8,333	16,377	24,710	196.5
	<u>871,667</u>	<u>645,140</u>	<u>1,516,807</u>	
Total Assessments	5,517,617	122,400	5,640,017	2.2
Investment Earnings	161,100	11,500	172,600	7.1
Other Income	93,000	(16,000)	77,000	(17.2)
Gen Rev - Marketing & NVDC	4,650,000	0	4,650,000	0.0
Foreign Agricultural Svc Funds	<u>3,880,190</u>	<u>0</u>	<u>3,880,190</u>	0.0
TOTAL	<u>\$14,301,907</u>	<u>\$117,900</u>	<u>\$14,419,807</u>	0.8

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY DEPARTMENT

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY BUDGET 2017-2018	ADJUSTMENT	REVISED BUDGET 2017-2018	% INCREASE/ DECREASE
Administration				
Admin and Support Services	\$2,340,200	(\$36,300)	\$2,303,900	(1.6)
State General Revenue Charge	230,000	4,600	234,600	2.0
Scientific Research & Development				
General Operations	697,600	(10,800)	686,800	(1.5)
Scientific Product Research	325,000	0	325,000	0.0
New Varieties Development- GenRev	650,000	0	650,000	0.0
Economic and Market Research				
General Operations	380,000	8,000	388,000	2.1
Research Studies & Data	542,400	0	542,400	0.0
Marketing & Public Relations				
General Operations	552,300	(600)	551,700	(0.1)
Public Relations Programs	3,194,700	0	3,194,700	0.0
Public Relations Programs- GenRev	4,000,000	0	4,000,000	0.0
Fresh Fruit Marketing	47,500	0	47,500	0.0
International Marketing				
International Promotions-DOC	470,000	0	470,000	0.0
International Promotions-FAS	3,880,190	0	3,880,190	0.0
Total Expenditures	17,309,890	(35,100)	17,274,790	(0.2)
Reserves	196,917	358,548	555,465	100.+
TOTAL	\$17,506,807	\$323,448	\$17,830,255	1.8

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY CATEGORY

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY	ADJUSTMENT	REVISED	%
	BUDGET 2017-2018		BUDGET 2017-2018	INCREASE/ DECREASE
GENERAL OPERATIONS				
Salaries and Benefits	\$2,636,000	(\$17,000)	\$2,619,000	(0.6)
Other Personal Services	51,000	0	51,000	0.0
Travel	183,700	0	183,700	0.0
Transition Costs	12,500	0	12,500	0.0
People First Initiative	16,700	(2,700)	14,000	(16.2)
Telephone	50,400	(10,000)	40,400	(19.8)
Postage/Freight	13,450	0	13,450	0.0
Data Processing	169,700	(7,800)	161,900	(4.6)
Supplies	10,000	0	10,000	0.0
Insurance and Bond Premiums	19,000	200	19,200	1.1
Reproduction	7,000	0	7,000	0.0
Subscriptions and Memberships	25,700	0	25,700	0.0
Trade Meals/Meetings	600	0	600	0.0
Training	500	0	500	0.0
Repairs and Maintenance	129,400	1,400	130,800	1.1
Utilities	90,000	0	90,000	0.0
Leases/Rent Expense	30,900	400	31,300	1.3
Promotional Items	1,500	0	1,500	0.0
Capital Equipment (OCO)	61,000	(3,000)	58,000	(4.9)
Chiller Replacement (FCO)	350,000	0	350,000	0.0
Office/Research Equipment	500	0	500	0.0
Miscellaneous	8,200	(1,200)	7,000	(14.6)
CREC Expenses	115,000	0	115,000	0.0
Research Materials	61,200	0	61,200	0.0
Fruit Inspection Data	100	0	100	0.0
Consultants Fee/Travel	76,300	0	76,300	0.0
Subtotal General Operations	4,120,350	(39,700)	4,080,650	(1.0)
PROGRAMS *				
Legal Services	143,000	0	143,000	0.0
General Revenue Charge	230,000	4,600	234,600	2.0
Scientific Research	325,000	0	325,000	0.0
New Varieties Development	650,000	0	650,000	0.0
Economic & Market Research	542,400	0	542,400	0.0
Public Relations Programs	7,194,700	0	7,194,700	0.0
Fresh/Gift Fruit	47,500	0	47,500	0.0
International Marketing	4,056,940	0	4,056,940	0.0
Reserves	196,917	358,548	555,465	100.+
Subtotal Programs	13,386,457	363,148	13,749,605	2.7
TOTAL	\$17,506,807	\$323,448	\$17,830,255	1.8

* Program costs exclude general operating expenses.

FLORIDA DEPARTMENT OF CITRUS
BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY
2017-2018 PRELIMINARY OPERATING BUDGET

	<u>TOTAL</u>	<u>PROCESSED ORANGE</u>	<u>PROCESSED GRAPEFRUIT</u>	<u>FRESH ORANGE</u>	<u>FRESH GRAPEFRUIT</u>	<u>FRESH SPECIALTY</u>
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 Asmts-Imports	871,667	863,334	8,333	0	0	0
Interest/Other	254,000	217,100	9,600	11,600	11,500	4,200
Gen Rev - NVDC	650,000	65,000	65,000	227,500	65,000	227,500
Gen Rev - Marketing & PR	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	<u>\$17,506,807</u>	<u>\$13,175,134</u>	<u>\$1,151,331</u>	<u>\$371,100</u>	<u>\$2,531,642</u>	<u>\$277,600</u>
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	<u>2,570,200</u>	<u>2,334,892</u>	<u>102,542</u>	<u>45,591</u>	<u>70,375</u>	<u>16,800</u>
Scientific Research						
General Operations	697,600	633,490	28,113	12,348	19,114	4,535
Scientific Prod Res	325,000	325,000	0	0	0	0
New Varieties Development - GenRe ¹	650,000	65,000	65,000	227,500	65,000	227,500
Subtotal Scientific Research	<u>1,672,600</u>	<u>1,023,490</u>	<u>93,113</u>	<u>239,848</u>	<u>84,114</u>	<u>232,035</u>
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	<u>922,400</u>	<u>851,187</u>	<u>37,776</u>	<u>11,470</u>	<u>17,755</u>	<u>4,212</u>
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	24,993	39,335	9,195
Marketing & PR- GenRev	4,000,000	3,937,500	62,500	0	0	0
Gift Fruit Marketing	47,500	0	0	23,227	15,676	8,597
Subtotal Domestic Mktg	<u>7,794,500</u>	<u>7,477,368</u>	<u>169,397</u>	<u>61,299</u>	<u>63,825</u>	<u>22,611</u>
Intl Promotions-DOC						
Intl Promotions-DOC	470,000	136,775	62,588	0	270,637	0
Intl Promotions-FAS	3,880,190	1,211,500	663,048	0	2,005,642	0
Subtotal Int'l Mktg	<u>4,350,190</u>	<u>1,348,275</u>	<u>725,636</u>	<u>0</u>	<u>2,276,279</u>	<u>0</u>
Budgeted Expenditures						
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	<u>\$17,506,807</u>	<u>\$13,175,134</u>	<u>\$1,151,331</u>	<u>\$371,100</u>	<u>\$2,531,642</u>	<u>\$277,600</u>

FLORIDA DEPARTMENT OF CITRUS
BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY
2017-2018 REVISED OPERATING BUDGET

	<u>TOTAL</u>	<u>PROCESSED ORANGE</u>	<u>PROCESSED GRAPEFRUIT</u>	<u>FRESH ORANGE</u>	<u>FRESH GRAPEFRUIT</u>	<u>FRESH SPECIALTY</u>
REVENUE						
Carryover	\$3,205,000	\$2,808,800	\$116,000	\$28,600	\$250,000	\$1,600
2016-17 Unspent Certified	205,448	187,066	5,962	2,016	9,538	866
Tax Assessments-Domestic	4,123,210	3,681,860	186,620	75,600	143,430	35,700
Tax Assessments-Imports	1,516,807	1,492,097	24,710	0	0	0
Interest/Other	249,600	219,900	7,000	10,800	8,200	3,700
GenRev - NVDC	650,000	65,000	65,000	227,500	65,000	227,500
GenRev - Marketing & PR	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	<u>\$17,830,255</u>	<u>\$13,603,723</u>	<u>\$1,130,840</u>	<u>\$344,516</u>	<u>\$2,481,810</u>	<u>\$269,366</u>
EXPENDITURES						
Administration						
Admin & Supp Srvs	\$2,303,900	\$2,159,092	\$69,296	\$28,087	\$37,986	\$9,439
State Gen Rev Charge	234,600	214,900	8,700	3,400	6,000	1,600
Subtotal Administration	<u>2,538,500</u>	<u>2,373,992</u>	<u>77,996</u>	<u>31,487</u>	<u>43,986</u>	<u>11,039</u>
Scientific Research						
General Operations	686,800	643,600	20,673	8,379	11,332	2,816
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	<u>1,661,800</u>	<u>1,033,600</u>	<u>85,673</u>	<u>235,879</u>	<u>76,332</u>	<u>230,316</u>
Economic Research						
General Operations	388,000	363,595	11,679	4,733	6,402	1,591
Research Data & Studies	542,400	517,009	16,600	3,270	4,422	1,099
Subtotal Econ Research	<u>930,400</u>	<u>880,604</u>	<u>28,279</u>	<u>8,003</u>	<u>10,824</u>	<u>2,690</u>
Marketing & Public Relations						
General Operations	551,700	517,616	13,842	10,706	5,928	3,608
Public Relations Programs	3,194,700	3,049,511	94,371	18,130	26,601	6,087
Marketing & PR- GenRev	4,000,000	3,937,500	62,500	0	0	0
Gift Fruit Marketing	47,500	0	0	25,175	13,775	8,550
Subtotal Domestic Mktg	<u>7,793,900</u>	<u>7,504,627</u>	<u>170,713</u>	<u>54,011</u>	<u>46,304</u>	<u>18,245</u>
Intl Promotions-DOC	470,000	136,775	62,588	0	270,637	0
Intl Promotions-FAS	3,880,190	1,211,500	663,048	0	2,005,642	0
Subtotal Int'l Mktg	<u>4,350,190</u>	<u>1,348,275</u>	<u>725,636</u>	<u>0</u>	<u>2,276,279</u>	<u>0</u>
Budgeted Expenditures						
Budgeted Expenditures	17,274,790	13,141,098	1,088,297	329,380	2,453,725	262,290
Reserves	555,465	462,625	42,543	15,136	28,085	7,076
TOTAL BUDGET	<u>\$17,830,255</u>	<u>\$13,603,723</u>	<u>\$1,130,840</u>	<u>\$344,516</u>	<u>\$2,481,810</u>	<u>\$269,366</u>

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF OPERATING BUDGET - ALL VARIETY

2017-2018 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 10/25/2017	% INCREASE/ DECREASE
REVENUE				
Carryover	\$3,205,000	\$0	\$3,205,000	0.0
16-17 Unspent Certified	0	205,448	205,448	100.+
Tax Assessments-Domestic	4,645,950	(522,740)	4,123,210	(11.3)
Tax Assessments-Imports	871,667	645,140	1,516,807	74.0
Interest/Other	254,000	(4,400)	249,600	(1.7)
Gen Rev - NVDC	650,000	0	650,000	0.0
Gen Rev - Marketing	4,000,000	0	4,000,000	0.0
FAS Program	3,880,190	0	3,880,190	0.0
BUDGETED REVENUE	\$17,506,807	\$323,448	\$17,830,255	1.8
EXPENDITURES				
Administration				
Admin & Supp Svc	\$2,340,200	(\$36,300)	\$2,303,900	(1.6)
State Gen Rev Charge	230,000	4,600	234,600	2.0
Subtotal Administration	2,570,200	(31,700)	2,538,500	(1.2)
Scientific Research				
General Operations	697,600	(10,800)	686,800	(1.5)
Scientific Prod Res	325,000	0	325,000	0.0
New Varieties Development	650,000	0	650,000	0.0
Subtotal Scientific Research	1,672,600	(10,800)	1,661,800	(0.6)
Economic & Market Research				
General Operations	380,000	8,000	388,000	2.1
Research Data & Studies	542,400	0	542,400	0.0
Subtotal Economic Research	922,400	8,000	930,400	0.9
Marketing & Public Relations				
General Operations	552,300	(600)	551,700	(0.1)
Public Relations Programs	3,194,700	0	3,194,700	0.0
Marketing & PR - GenRev	4,000,000	0	4,000,000	0.0
Gift Fruit Marketing	47,500	0	47,500	0.0
Subtotal Domestic Mktg	7,794,500	(600)	7,793,900	(0.0)
International Promotions-DOC	470,000	0	470,000	0.0
International Promotions-FAS	3,880,190	0	3,880,190	0.0
Subtotal Int'l Mktg	4,350,190	0	4,350,190	0.0
Budgeted Expenditures	17,309,890	(35,100)	17,274,790	(0.2)
Reserves	196,917	358,548	555,465	100.+
TOTAL BUDGET	\$17,506,807	\$323,448	\$17,830,255	1.8

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF PROPOSED PROCESSED ORANGE OPERATING BUDGET 2017-2018 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 10/25/2017	% INCREASE/ DECREASE
REVENUE				
Carryover	\$2,700,000	\$108,800	\$2,808,800	4.0
16-17 Unspent Certified	0	187,066	187,066	100.+
Tax Assessments-Domestic	4,180,700	(498,840)	3,681,860	(11.9)
Tax Assessments-Imports	863,334	628,763	1,492,097	72.8
Interest/Other	217,100	2,800	219,900	1.3
Gen Rev - NVDC	65,000	0	65,000	0.0
Gen Rev - Marketing & PR	3,937,500	0	3,937,500	0.0
FAS Program	1,211,500	0	1,211,500	0.0
BUDGETED REVENUE	\$13,175,134	\$428,589	\$13,603,723	3.3
EXPENDITURES				
Administration				
Admin & Supp Srvs	\$2,125,292	\$33,800	\$2,159,092	1.6
State Gen Rev Charge	209,600	5,300	214,900	2.5
Subtotal Administration	2,334,892	39,100	2,373,992	1.7
Scientific Research				
General Operations	633,490	10,110	643,600	1.6
Scientific Prod Res	325,000	0	325,000	0.0
New Varieties Development	65,000	0	65,000	0.0
Subtotal Scientific Research	1,023,490	10,110	1,033,600	1.0
Economic & Market Research				
General Operations	345,078	18,517	363,595	5.4
Research Data & Studies	506,109	10,900	517,009	2.2
Subtotal Economic Research	851,187	29,417	880,604	3.5
Marketing & Public Relations				
General Operations	510,429	7,187	517,616	1.4
Public Relations Programs	3,029,439	20,072	3,049,511	0.7
Marketing & PR - GenRev	3,937,500	0	3,937,500	0.0
Subtotal Domestic Mktg	7,477,368	27,259	7,504,627	0.4
International Promotions-DOC	136,775	0	136,775	0.0
International Promotions-FAS	1,211,500	0	1,211,500	0.0
Subtotal Int'l Mktg	1,348,275	0	1,348,275	0.0
Budgeted Expenditures	13,035,212	105,886	13,141,098	0.8
Reserves	139,922	322,703	462,625	100.+
TOTAL BUDGET	\$13,175,134	\$428,589	\$13,603,723	3.3

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF PROPOSED COMBINED GRAPEFRUIT OPERATING BUDGET 2017-2018 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 10/25/2017	% INCREASE/ DECREASE
REVENUE				
Carryover	\$456,500	(\$90,500)	\$366,000	(19.8)
16-17 Unspent Certified	0	15,500	15,500	100.+
Tax Assessments-Domestic	335,850	(5,800)	330,050	(1.7)
Tax Assessments-Imports	8,333	16,377	24,710	100.+
Interest/Other	21,100	(5,900)	15,200	(28.0)
Gen Rev - NVDC	130,000	0	130,000	0.0
Gen Rev - Marketing & PR	62,500	0	62,500	0.0
FAS Program	2,668,690	0	2,668,690	0.0
BUDGETED REVENUE	\$3,682,973	(\$70,323)	\$3,612,650	(1.9)
EXPENDITURES				
Administration				
Admin & Supp Srvs	\$158,317	(\$51,035)	\$107,282	(32.2)
State Gen Rev Charge	\$14,600	100	\$14,700	0.7
Subtotal Administration	172,917	(50,935)	121,982	(29.5)
Scientific Research				
General Operations	47,227	(15,222)	32,005	(32.2)
Scientific Prod Res	0	0	0	0.0
New Varieties Development	130,000	0	130,000	0.0
Subtotal Scientific Research	177,227	(15,222)	162,005	(8.6)
Economic & Market Research				
General Operations	25,726	(7,645)	18,081	(29.7)
Research Data & Studies	29,805	(8,783)	21,022	(29.5)
Subtotal Economic Research	55,531	(16,428)	39,103	(29.6)
Marketing & Public Relations				
General Operations	23,973	(4,203)	19,770	(17.5)
Public Relations Programs	131,073	(10,101)	120,972	(7.7)
Marketing & PR - GenRev	62,500	0	62,500	0.0
Gift Fruit Marketing	15,676	(1,901)	13,775	(12.1)
Subtotal Domestic Mktg	233,222	(16,205)	217,017	(6.9)
International Promotions-DOC	333,225	0	333,225	0.0
International Promotions-FAS	2,668,690	0	2,668,690	0.0
Subtotal Int'l Mktg	3,001,915	0	3,001,915	0.0
Budgeted Expenditures	3,640,812	(98,790)	3,542,022	(2.7)
Reserves	42,161	28,467	70,628	67.5
TOTAL BUDGET	\$3,682,973	(\$70,323)	\$3,612,650	(1.9)

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF PROPOSED FRESH ORANGE OPERATING BUDGET 2017-2018 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 10/25/2017	% INCREASE/ DECREASE
REVENUE				
Carryover	\$37,500	(\$8,900)	\$28,600	(23.7)
16-17 Unspent Certified	0	2,016	2,016	100.+
Tax Assessments-Domestic	94,500	(18,900)	75,600	(20.0)
Interest/Other	11,600	(800)	10,800	(6.9)
Gen Rev - NVDC	227,500	0	227,500	0.0
BUDGETED REVENUE	\$371,100	(\$26,584)	\$344,516	(7.2)
EXPENDITURES				
Administration				
Admin & Supp Svc	\$41,391	(\$13,304)	\$28,087	(32.1)
State Gen Rev Charge	4,200	(800)	3,400	(19.0)
Subtotal Administration	45,591	(14,104)	31,487	(30.9)
Scientific Research				
General Operations	12,348	(3,969)	8,379	(32.1)
Scientific Prod Res	0	0	0	0.0
New Varieties Development-GenR	227,500	0	227,500	0.0
Subtotal Scientific Research	239,848	(3,969)	235,879	(1.7)
Economic & Market Research				
General Operations	6,726	(1,993)	4,733	(29.6)
Research Data & Studies	4,744	(1,474)	3,270	(31.1)
Subtotal Economic Research	11,470	(3,467)	8,003	(30.2)
Marketing & Public Relations				
General Operations	13,079	(2,373)	10,706	(18.1)
Public Relations Programs	24,993	(6,863)	18,130	(27.5)
Gift Fruit Marketing	23,227	1,948	25,175	8.4
Subtotal Domestic Mktg	61,299	(7,288)	54,011	(11.9)
Budgeted Expenditures	358,208	(28,828)	329,380	(8.0)
Reserves	12,892	2,244	15,136	17.4
TOTAL BUDGET	\$371,100	(\$26,584)	\$344,516	(7.2)

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF PROPOSED FRESH SPECIALTY OPERATING BUDGET 2017-2018 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 10/25/2017	% INCREASE/ DECREASE
REVENUE				
Carryover	\$11,000	(\$9,400)	\$1,600	(85.5)
16-17 Unspent Certified	0	866	866	100.+
Tax Assessments-Domestic	34,900	800	35,700	2.3
Interest/Other	4,200	(500)	3,700	(11.9)
Gen Rev - NVDC	227,500	0	227,500	0.0
BUDGETED REVENUE	\$277,600	(\$8,234)	\$269,366	(3.0)
EXPENDITURES				
Administration				
Admin & Supp Svc	\$15,200	(\$5,761)	\$9,439	(37.9)
State Gen Rev Charge	1,600	0	1,600	0.0
Subtotal Administration	16,800	(5,761)	11,039	(34.3)
Scientific Research				
General Operations	4,535	(1,719)	2,816	(37.9)
Scientific Prod Res	0	0	0	0.0
New Varieties Development-GenF	227,500	0	227,500	0.0
Subtotal Scientific Research	232,035	(1,719)	230,316	(0.7)
Economic & Market Research				
General Operations	2,470	(879)	1,591	(35.6)
Research Data & Studies	1,742	(643)	1,099	(36.9)
Subtotal Economic Research	4,212	(1,522)	2,690	(36.1)
Marketing & Public Relations				
General Operations	4,819	(1,211)	3,608	(25.1)
Public Relations Programs	9,195	(3,108)	6,087	(33.8)
Gift Fruit Marketing	8,597	(47)	8,550	(0.5)
Subtotal Domestic Mktg	22,611	(4,366)	18,245	(19.3)
Budgeted Expenditures	275,658	(13,368)	262,290	(4.8)
Reserves	1,942	5,134	7,076	100.+
TOTAL BUDGET	\$277,600	(\$8,234)	\$269,366	(3.0)

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 2017-18	% INCREASE/ DECREASE
STATE GENERAL REVENUE CHARGE					
57 10 00 00 000					
Florida Citrus Advert					
Trust Fund	88040	<u>\$230,000</u>	<u>\$4,600</u>	<u>\$234,600</u>	2.0
ADMINISTRATIVE AND SUPPORT SERVICES					
GENERAL OPERATIONS					
57 10 10 08 001					
Commissioners Comp (OPS)	12101	\$6,000	\$0	\$6,000	0.0
Commissioners Travel	26001	6,000	0	6,000	0.0
57 10 10 09 001					
Salaries and Benefits	11000	1,325,000	(25,000)	1,300,000	(1.9)
Temporary Employee (OPS)	12100	5,000	0	5,000	0.0
Unemployment Compensation	16500	12,500	0	12,500	0.0
Employee Travel - All Variety	26000	23,000	0	23,000	0.0
Employee Travel - Orange Juice	26002	<u>1,700</u>	<u>0</u>	<u>1,700</u>	0.0
Subtotal		<u>1,379,200</u>	<u>(25,000)</u>	<u>1,354,200</u>	
57 10 10 09 002					
Fruit Inspection Data	13260	100	0	100	0.0
Training	13280	500	0	500	0.0
People First	15800	7,400	(1,300)	6,100	(17.6)
Telephone	22100	26,000	0	26,000	0.0
Office Supplies	34101	1,800	0	1,800	0.0
Office Equipment	34102	500	0	500	0.0
Casualty Insurance	4100C	14,500	1,200	15,700	8.3
Property Insurance	4100P	4,500	(1,000)	3,500	(22.2)
Subscriptions	49200	8,000	0	8,000	0.0
Memberships	49300	800	0	800	0.0
Miscellaneous	49900	2,900	(1,200)	1,700	(41.4)
Building & Equipment (OCO)	51200	<u>5,000</u>	<u>0</u>	<u>5,000</u>	0.0
Subtotal General Operations		<u>1,451,200</u>	<u>(27,300)</u>	<u>1,423,900</u>	(1.9)
LEGAL AND REGULATORY					
LEGAL SERVICES					
57 10 10 10 002					
Court Reporting Fees	13140	1,000	0	1,000	0.0
Legal Srv-Adv Claims	1316A	15,000	0	15,000	0.0
Legal Srv-G Counsel	1316G	105,000	0	105,000	0.0
Legal Srv-Trademark	1316T	20,000	0	20,000	0.0
Legal Advertising	13310	2,000	0	2,000	0.0
Miscellaneous	29000	<u>1,000</u>	<u>0</u>	<u>1,000</u>	0.0
Subtotal Legal Services		<u>\$144,000</u>	<u>\$0</u>	<u>\$144,000</u>	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 2017-18	% INCREASE/ DECREASE
SUPPORT SERVICES					
57 10 10 12 002					
Grounds Maintenance	13290	\$5,600	\$1,400	\$7,000	25.0
Mailing & Delivery Services	13420	2,300	0	2,300	0.0
Shredding Service	13421	400	0	400	0.0
Warehouse Services	13991	7,300	400	7,700	5.5
Postage	21000	3,000	0	3,000	0.0
Reproduction	23000	6,000	0	6,000	0.0
Maintenance - Auto	2410A	2,000	0	2,000	0.0
Maintenance - Building - Bartow	2410B	30,000	0	30,000	0.0
Maintenance - Equipment	2410E	800	0	800	0.0
Bartow Bldg. Utilities	27100	90,000	0	90,000	0.0
Building Supplies	3410B	3,000	0	3,000	0.0
Distribution Supplies	3410D	300	0	300	0.0
Office Supplies	34101	500	0	500	0.0
Fuel	36410	1,000	0	1,000	0.0
Copy Equipment Rental	44200	11,100	0	11,100	0.0
Rental-Office Equipment	44400	8,000	0	8,000	0.0
Equipment - General (OCO)	51200	5,000	0	5,000	0.0
Vehicle (OCO)	51700	38,000	0	38,000	0.0
Chiller Replacement (FCO)	56100	350,000	0	350,000	0.0
Subtotal Support Services		564,300	1,800	566,100	0.3
IT SERVICES					
57 10 10 14 002					
DP Services - AST (EO=55)	1327A	43,800	0	43,800	0.0
DP Services - Database	1327D	5,400	0	5,400	0.0
DP Services - Other	22300	7,200	0	7,200	0.0
Data Processing Maint	2410D	2,500	0	2,500	0.0
DP Equipment	3410E	28,000	0	28,000	0.0
Data Processing Supplies	3410S	3,000	0	3,000	0.0
Media (OCO)	5160M	3,000	(3,000)	0	(100.0)
DP Equipment (OCO)	51600	10,000	0	10,000	0.0
Data Processing Software	53100	77,800	(7,800)	70,000	(10.0)
Subtotal IT Services		180,700	(10,800)	169,900	(6.0)
Total Support & IT Services		745,000	(19,800)	736,000	(2.7)
TOTAL ADMIN, SUPPORT & IT SERVICES		\$2,340,200	(\$47,100)	\$2,303,900	(168.2)

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 2017-18	% INCREASE/ DECREASE
SCIENTIFIC RESEARCH					
GENERAL OPERATIONS					
57 10 12 10 001					
Salaries and Benefits	11000	\$383,000	\$0	\$383,000	0.0
Temporary Employees (OPS)	12100	5,000	0	5,000	0.0
Employee Travel	26000	22,000	0	22,000	0.0
57 10 12 10 002					
Product Monitor-Comp Analysis -AV	13261	30,000	0	30,000	0.0
Research Materials	13262	30,000	0	30,000	0.0
Mailing & Delivery Services	13420	200	0	200	0.0
People First	15800	4,900	(800)	4,100	(16.3)
Postage	21000	100	0	100	0.0
Telephone	22100	12,000	(10,000)	2,000	(83.3)
Reproduction	23000	500	0	500	0.0
Repairs & Maintenance	24101	90,000	0	90,000	0.0
Office Supplies	34101	1,000	0	1,000	0.0
CREC Operations	43300	115,000	0	115,000	0.0
Copy Equipment Rental	44200	2,200	0	2,200	0.0
Subscriptions	49200	200	0	200	0.0
Memberships	49300	100	0	100	0.0
Miscellaneous	49900	1,400	0	1,400	0.0
TOTAL GENERAL OPERATIONS		697,600	(10,800)	686,800	(1.5)
MEDICAL RESEARCH					
57 10 12 11 005					
Cardiovascular Study - OJ	SR030	175,000	0	175,000	0.0
Hydration & Exercise Study - OJ	SR060	20,000	0	20,000	0.0
Update Nutrient Database - OJ	SR070	30,000	(30,000)	0	(100.0)
Satiety Clinical Study - OJ	SR080	50,000	0	50,000	0.0
Longitudinal Study - Weight and OJ	SR090	50,000	30,000	80,000	60.0
Subtotal Medical Research		325,000	(30,000)	325,000	(9.2)
TOTAL SCIENTIFIC RESEARCH		1,022,600	(40,800)	1,011,800	(4.0)
SCIENTIFIC SPONSORED RESEARCH					
GENERAL REVENUE PROGRAMS					
57 10 12 11 003					
New Varieties Development-All Variety	GR090	650,000	0	650,000	0.0
TOTAL NEW VARIETIES DEVELOPMENT		650,000	0	650,000	0.0
TOTAL SCIENTIFIC & SPONSORED RESEARCH		\$1,672,600	(\$40,800)	\$1,661,800	(2.4)
* SUBTOTALS BY FUNDING SOURCE					
Scientific Research - CATF		\$1,022,600	(\$40,800)	\$1,011,800	
Scientific Research - GR		650,000	0	650,000	
Total		\$1,672,600	(\$40,800)	\$1,661,800	

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 2017-18	% INCREASE/ DECREASE
ECONOMIC AND MARKET RESEARCH					
GENERAL OPERATIONS					
57 10 13 10 001					
Salaries and Benefits	11000	\$308,000	\$8,000	\$316,000	2.6
Temporary Employees (OPS)	12100	35,000	0	35,000	0.0
Employee Travel	26000	24,000	0	24,000	0.0
57 10 13 10 002					
Research Publications	13263	1,200	0	1,200	0.0
Website	13270	4,800	0	4,800	0.0
Postage	21000	250	0	250	0.0
Telephone	22100	2,400	0	2,400	0.0
Reproduction	23000	500	0	500	0.0
Office Supplies	34101	1,000	0	1,000	0.0
Copy Equipment Rental	44200	2,300	0	2,300	0.0
Subscriptions	49200	50	0	50	0.0
Miscellaneous	49900	500	0	500	0.0
Subtotal General Operations		380,000	8,000	388,000	2.1
RESEARCH DATA & STUDIES					
57 10 13 12 003					
Processed Retail Sales-A.C. Nielsen	ER010	274,400	0	274,400	0.0
FL Agri Market Research Center - AV	ER020	198,000	0	198,000	0.0
Economic Impact Analysis - AV	ER025	25,000	0	25,000	0.0
Other Data Purchases - AV	ER035	20,000	0	20,000	0.0
Survey's - Toluna - AV	ER060	25,000	0	25,000	0.0
Subtotal Research Data & Studies		542,400	0	542,400	0.0
TOTAL ECON & MKT RESEARCH		\$922,400	\$8,000	\$930,400	0.9

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 2017-18	% INCREASE/ DECREASE
MARKETING AND PUBLIC RELATIONS					
GENERAL OPERATIONS					
57 10 15 10 001					
Salaries and Benefits	11000	\$440,000	\$0	\$440,000	0.0
Employee Travel - All Variety	26000	25,000	0	25,000	0.0
Employee Travel - Orange Juice	26002	45,000	0	45,000	0.0
Employee Travel - Fresh	26004	7,000	0	7,000	0.0
57 10 15 10 002					
Mailing & Delivery Services	13420	7,000	(100)	6,900	(1.4)
People First	15800	4,400	(600)	3,800	(13.6)
Postage	21000	0	100	100	100.0
Telephone	22100	8,000	0	8,000	0.0
Consultant Travel	26200	500	0	500	0.0
DP Equipment	3410E	2,000	0	2,000	0.0
Office Supplies	34101	1,900	0	1,900	0.0
Trade Meals	35000	100	0	100	0.0
Subscriptions	49200	2,000	0	2,000	0.0
Memberships	49300	9,400	0	9,400	0.0
TOTAL GENERAL OPERATIONS		552,300	(600)	551,700	(0.1)
GENERAL REVENUE PROGRAMS					
57 10 15 11 003					
Consumer Awareness - PR	GR010	3,750,000	0	3,750,000	0.0
FL Welcome Stations-Juice	GR080	250,000	0	250,000	0.0
TOTAL GENERAL REVENUE PROGRAMS		\$4,000,000	\$0	\$4,000,000	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES 2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 2017-18	% INCREASE/ DECREASE
PUBLIC RELATIONS					
CORPORATE - ALL VARIETIES					
57 10 15 12 003					
Website Platforms	PR012	\$150,000	\$0	\$150,000	0.0
Reactive Issues Management	PR016	1,100,000	0	1,100,000	0.0
Subtotal Corporate - All Varieties		1,250,000	0	1,250,000	0.0
PROCESSED ORANGE					
57 10 15 12 004					
Social Media/Community Management	PR044	250,000	0	250,000	0.0
Proactive Issues Management	PR046	1,574,700	0	1,574,700	0.0
Subtotal Processed Orange		1,824,700	0	1,824,700	0.0
GRAPEFRUIT					
57 10 15 12 005					
Proactive/Reactive Issues Mgmt	PR036	75,000	0	75,000	0.0
Subtotal Grapefruit		75,000	0	75,000	0.0
IN-STATE PROGRAMS					
57 10 15 12 008					
Industry Grower Relations - AV	PR081	45,000	0	45,000	0.0
Subtotal In-State Programs		45,000	0	45,000	0.0
FRESH FRUIT					
57 10 16 11 007					
Gift Fruit Programs	RM070	40,000	0	40,000	0.0
Gift Fruit Printing	23006	7,500	0	7,500	0.0
Subtotal Gift Fruit		47,500	0	47,500	0.0
TOTAL PR PROGRAMS - CATF		\$3,242,200	\$0	\$3,242,200	0.0
* SUBTOTALS BY FUNDING SOURCE					
PR & Domestic Marketing - CATF		\$3,794,500	(\$600)	\$3,793,900	(0.0)
PR & Domestic Marketing - GR		4,000,000	-	4,000,000	0.0
Total		\$7,794,500	(\$600)	\$7,793,900	(0.0)

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OBJECT CODE	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 2017-18	% INCREASE/ DECREASE
INTERNATIONAL MARKETING					
GENERAL OPERATIONS					
57 10 18 10 001					
Salaries and Benefits	11000	\$180,000	\$0	\$180,000	0.0
Employee Travel - Orange Juice	26002	3,500	0	3,500	0.0
Employee Travel - Grapefruit	26003	22,000	0	22,000	0.0
Employee Travel - PO/PG/FG	26006	4,500	0	4,500	0.0
57 10 18 10 002					
Promotional Items	IM1000	1,500	0	1,500	0.0
Mailing & Delivery Services	13420	500	0	500	0.0
Banking Services (Foreign Currency)	13450	1,500	0	1,500	0.0
Postage	21000	100	0	100	0.0
Telephone	22100	2,000	0	2,000	0.0
Promotional Materials Printing	23006	1,000	0	1,000	0.0
Office Supplies	34101	500	0	500	0.0
Trade Meals	35000	500	0	500	0.0
Subscriptions	49200	150	0	150	0.0
Memberships	49300	5,000	0	5,000	0.0
Miscellaneous	49900	500	0	500	0.0
Subtotal General Operations		223,250	0	223,250	0.0
FAS ADMINISTRATION					
57 10 18 10 003					
Evaluations-DOC	IM01D	5,000	0	5,000	0.0
Evaluations-FAS	IM01F	55,000	0	55,000	0.0
Consultant Fee-DOC	1313D	68,500	0	68,500	0.0
FAS Annual Workshop-DOC	26005	2,500	0	2,500	0.0
Consultant Travel-DOC	26300	2,500	0	2,500	0.0
Subtotal FAS Administration		\$133,500	\$0	\$133,500	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OBJECT CODE	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 2017-18	% INCREASE/ DECREASE
CANADIAN PROMOTIONS					
Fresh & Processed Grapefruit 57 10 18 10 103					
Promotions-DOC	1335D	\$13,470	\$0	\$13,470	0.0
Promotions-FAS	1335F	230,000	0	230,000	0.0
Subtotal Canada-Fresh & Proc. Gft.		243,470	0	243,470	0.0
Processed Orange 57 10 18 10 104					
Promotions-DOC	1335D	25,200	0	25,200	0.0
Promotions-FAS	1335F	597,500	0	597,500	0.0
Subtotal Canada-Proc Orange		622,700	0	622,700	0.0
TOTAL CANADIAN MARKETING		866,170	0	866,170	0.0
EUROPEAN PROMOTIONS					
FRANCE - PROMOTIONS- GRAPEFRUIT					
Fresh & Processed Grapefruit 57 10 18 11 203					
Promotions-DOC	1335D	10,850	0	10,850	0.0
Promotions-FAS	1335F	450,000	0	450,000	0.0
Total France Retail - Fresh & Proc. GFT		460,850	0	460,850	0.0
EUROPE - RETAIL - GRAPEFRUIT					
Fresh & Processed Grapefruit 57 10 18 11 300					
Promotions-DOC	1335D	15,330	\$0	15,330	0.0
Promotions-FAS	1335F	300,000	0	300,000	0.0
Total Europe Retail - Fresh & Proc. GFT		315,330	0	315,330	0.0
TOTAL EUROPEAN PROMOTIONS		\$776,180	\$0	\$776,180	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OBJECT CODE	PRELIMINARY BUDGET 2017-18	ADJUSTMENT	REVISED BUDGET 2017-18	% INCREASE/ DECREASE
ASIAN PROMOTIONS					
JAPAN					
Fresh & Processed Grapefruit					
57 10 18 12 103					
Promotions-DOC	1335D	\$69,440	\$0	\$69,440	0.0
Promotions-FAS	1335F	1,320,190	0	1,320,190	0.0
Total Japan-Fresh & Proc. Grft		1,389,630	0	1,389,630	0.0
KOREA					
Fresh & Processed Grapefruit					
57 10 18 13 103					
Promotions-DOC	1335D	8,760	0	8,760	0.0
Promotions-FAS	1335F	330,000	0	330,000	0.0
Total Korea-Fresh & Proc. Grft		338,760	0	338,760	0.0
Fresh & Processed Orange					
57 10 18 13 104					
Promotions-DOC	1335D	25,200	0	25,200	0.0
Promotions-FAS	1335F	597,500	0	597,500	0.0
Total Korea-Fresh & Proc. Orange		622,700	0	622,700	0.0
TOTAL ASIAN PROMOTIONS		2,351,090	0	2,351,090	0.0
TOTAL INTERNATIONAL MARKETING		\$4,350,190	\$0	\$4,350,190	0.0
* SUBTOTALS BY FUNDING SOURCE					
Int'l Mktg-DOC		\$470,000	\$0	\$470,000	0.0
Int'l Mktg-FAS		3,880,190	0	3,880,190	0.0
		\$4,350,190	\$0	\$4,350,190	0.0

FLORIDA DEPARTMENT OF CITRUS
INTERNATIONAL MARKETING
2017-2018 REVISED 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	10,102	13,470
European Promotions	26,180	0	6,545	19,635	26,180
Asian Promotions	103,400	25,200	19,550	58,650	78,200
Subtotal DOC	<u>470,000</u>	<u>136,775</u>	<u>62,588</u>	<u>270,637</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	2,247,690	597,500	412,548	1,237,642	1,650,190
Subtotal FAS	<u>3,880,190</u>	<u>1,211,500</u>	<u>663,048</u>	<u>2,005,642</u>	<u>2,668,690</u>
TOTAL INTERNATIONAL MARKETING	<u>\$4,350,190</u>	<u>\$1,348,275</u>	<u>\$725,636</u>	<u>\$2,276,279</u>	<u>\$3,001,915</u>
Percent DOC Contribution	<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

2017-2018 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2017-2018	ADJUSTMENT	REVISED BUDGET 2017-2018	% INCREASE DECREASE	% OF REVENUE	EQUIVALENT BOXES
57 10 00 10 005							
Processed Orange	830PO	\$139,922	\$322,703	\$462,625	100.+	9%	6,608,924
Fresh Orange	830FO	12,892	2,244	15,136	17.4	20%	302,720
Combined Grapefruit	830TG	42,161	28,467	70,628	67.5	20%	1,008,971
Fresh Specialty	830FS	1,942	5,134	7,076	100.+	20%	101,086
		<u>\$196,917</u>	<u>\$358,548</u>	<u>\$555,465</u>	<u>100.+</u>		<u>8,021,701</u>