

State of Florida Department of Citrus



2018 – 2019

**Approved
Preliminary
Operating Budget**

Florida Department of Citrus



MEMORANDUM

To: Selected Staff

From: Christine Marion *Christine C Marion*

Date: June 29, 2018

Subject: FY 2018-19 Preliminary Operating Budget

The Florida Citrus Commission approved the Department's FY 2018-19 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, 2018 AND 2019

	2017-2018		2018-2019**		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.
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 24, 2018.

BUDGETED REVENUE, EXPENDITURES AND OPERATING FUND BALANCE 2018-19

DESCRIPTION	BEGINNING OPERATING FUND BALANCE	REVENUE	EXPENDITURES	RESERVES	ENDING OPERATING FUND BALANCE
Florida Citrus Advertising Trust Fund	\$13,591,219	\$14,943,266	\$17,494,790	\$183,477	\$10,856,219

* Beginning fund balance is projected as of 5/31/18
Final beginning FB will not be known until after Sept. 30.

FLORIDA DEPARTMENT OF CITRUS

REVENUE BOXES (000)

July 1, 2018

	BUDGETED REVENUE BOXES		ACTUAL REVENUE BOXES		
	(000)		(000)		
	2018-2019 ESTIMATED BOXES	2018-2019 REVENUE BOXES	2017-18 PAID IN 2018-2019	2018-2019 PAID IN 2018-2019	TOTAL
DOMESTIC					
ORANGE:	60,000				
Non-Revenue	<u>(567)</u>				
Fresh		2,172	0	0	0
Processed		<u>57,261</u>	0	0	0
GRAPEFRUIT:	5,000				
Non-Revenue	<u>(194)</u>				
Fresh		2,072	0	0	0
Processed		<u>2,734</u>	0	0	0
SPECIALTY:	880				
Non-Revenue	<u>(24)</u>				
Fresh		433	0	0	0
Processed		<u>423</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL DOMESTIC	65,880				
Non-Revenue	<u>(785)</u>				
Fresh		4,677	0	0	0
Processed		<u>60,418</u>	<u>0</u>	<u>0</u>	<u>0</u>
		<u>65,095</u>	<u>0</u>	<u>0</u>	<u>0</u>
IMPORTS					
Orange		38,000	0	0	0
Grapefruit		<u>1,200</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL IMPORTS		<u>39,200</u>	<u>0</u>	<u>0</u>	<u>0</u>
TOTAL		<u><u>104,295</u></u>	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>

FLORIDA DEPARTMENT OF CITRUS

BUDGETED REVENUE

July 1, 2018

DESCRIPTION	BUDGETED 2018-19	REVENUE TO DATE	% TO BUDGETED
Assessment on Domestic Fruit			
Orange			
Fresh	\$108,600	\$0	0.0
Processed	4,008,270	0	0.0
	<u>4,116,870</u>	<u>0</u>	0.0
Grapefruit			
Fresh	145,040	0	0.0
Processed	191,380	0	0.0
	<u>336,420</u>	<u>0</u>	0.0
Specialty			
Fresh	30,310	0	0.0
Processed	29,610	0	0.0
	<u>59,920</u>	<u>0</u>	0.0
Assessment on Import Fruit			
Orange	886,667	0	0.0
Grapefruit	28,000	0	0.0
	<u>914,667</u>	<u>0</u>	0.0
Total Assessments	5,427,877	0	0.0
Investment Earnings	168,700	0	0.0
Other Income	57,000	0	0.0
Gen Rev - Marketing & NVDC	5,650,000	0	0.0
Foreign Agricultural Svc Funds	<u>3,639,690</u>	<u>0</u>	0.0
TOTAL	<u>\$14,943,267</u>	<u>\$0</u>	0.0

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY DEPARTMENT

July 1, 2018

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
Administration				
Admin and Support Services	\$1,896,000	\$0	0.0	\$1,896,000
State General Revenue Charge	225,300	0	0.0	225,300
Scientific Research				
General Operations	628,100	0	0.0	628,100
Scientific Product Research	275,000	0	0.0	275,000
New Varieties Development - GenRev	650,000	0	0.0	650,000
Economic Research				
General Operations	375,000	0	0.0	375,000
Research Studies & Data	555,400	0	0.0	555,400
Marketing & Public Relations				
General Operations	548,100	0	0.0	548,100
Public Relations Programs	3,194,700	0	0.0	3,194,700
Public Relations Programs- GenRev	5,000,000	0	0.0	5,000,000
Fresh Fruit Marketing	47,500	0	0.0	47,500
International Marketing				
International Promotions-DOC	460,000	0	0.0	460,000
International Promotions-FAS	3,639,690	0	0.0	3,639,690
Total Expenditures	17,494,790	0	0.0	17,494,790
Reserves	183,477	0	0.0	183,477
TOTAL	\$17,678,267	\$0	0.0	\$17,678,267

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY CATEGORY

July 1, 2018

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
GENERAL OPERATIONS				
Salaries and Benefits	\$2,595,000	\$0	0.0	\$2,595,000
Other Personal Services	42,000	0	0.0	42,000
Travel	159,000	0	0.0	159,000
People First Initiative	14,100	0	0.0	14,100
Telephone	47,400	0	0.0	47,400
Postage/Freight	11,750	0	0.0	11,750
Data Processing	189,900	0	0.0	189,900
Supplies	8,300	0	0.0	8,300
Insurance and Bond Premiums	19,250	0	0.0	19,250
Reproduction	7,400	0	0.0	7,400
Subscriptions and Memberships	26,000	0	0.0	26,000
Trade Meals/Meetings	600	0	0.0	600
Repairs and Maintenance	108,500	0	0.0	108,500
Utilities	90,000	0	0.0	90,000
Leases/Rent Expense	28,500	0	0.0	28,500
Promotional Items	1,500	0	0.0	1,500
Capital Equipment (OCO)	15,000	0	0.0	15,000
Office/Research Equipment	500	0	0.0	500
Miscellaneous	10,150	0	0.0	10,150
CREC Expenses	115,000	0	0.0	115,000
Research Materials	31,200	0	0.0	31,200
Fruit Inspection Data	100	0	0.0	100
Consultants Fees/Travel	76,300	0	0.0	76,300
Subtotal General Operations	3,597,450	0	0.0	3,597,450
PROGRAMS*				
Legal Services	143,000	0	0.0	143,000
General Revenue Charge	225,300	0	0.0	225,300
Scientific Research	275,000	0	0.0	275,000
New Varieties Development Corp.	650,000	0	0.0	650,000
Economic & Market Research	555,400	0	0.0	555,400
Public Relations Programs	8,194,700	0	0.0	8,194,700
Fresh Fruit Marketing	47,500	0	0.0	47,500
International Marketing	3,806,440	0	0.0	3,806,440
Reserves	183,477	0	0.0	183,477
Subtotal Programs	14,080,817	0	0.0	14,080,818
TOTAL	\$17,678,267	\$0	0.0	\$17,678,268

*Program costs exclude general operating expenses

FLORIDA DEPARTMENT OF CITRUS
BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY
2018-19

	TOTAL	PROCESSED ORANGE	PROCESSED GRAPEFRUIT	FRESH ORANGE	FRESH GRAPEFRUIT	FRESH SPECIALTY
REVENUE						
Carryover	\$2,735,000	\$2,370,000	\$125,000	\$25,000	\$215,000	\$0
Tax Assessments-Domestic	4,513,210	4,037,880	191,380	108,600	145,040	30,310
Tax Assessments-Imports	914,667	886,667	28,000	0	0	0
Interest/Other	225,700	193,200	8,000	13,400	8,400	2,700
GenRev - NVDC	650,000	65,000	65,000	227,500	65,000	227,500
GenRev - PR & Marketing	5,000,000	4,837,500	62,500	0	100,000	0
FAS Program	3,639,690	1,108,408	632,545	0	1,898,737	0
BUDGETED REVENUE	\$17,678,267	\$13,498,655	\$1,112,425	\$374,500	\$2,432,177	\$260,510
EXPENDITURES						
Administration						
Admin & Supp Srvs	\$1,896,000	\$1,739,390	\$71,479	\$39,437	\$37,730	\$7,963
State Gen Rev Charge	225,300	203,900	9,100	4,900	6,100	1,300
Subtotal Administration	2,121,300	1,943,290	80,579	44,337	43,830	9,263
Scientific Research						
General Operations	628,100	576,219	23,679	13,064	12,499	2,638
Scientific Prod Res	275,000	275,000	0	0	0	0
New Varieties Development-GenRev	650,000	65,000	65,000	227,500	65,000	227,500
Subtotal Scientific Research	1,553,100	916,219	88,679	240,564	77,499	230,138
Economic Research						
General Operations	375,000	344,025	14,138	7,800	7,463	1,575
Research Data & Studies	555,400	522,074	21,616	5,425	5,190	1,095
Subtotal Econ Research	930,400	866,099	35,754	13,225	12,652	2,670
Marketing & Public Relations						
General Operations	548,100	509,697	17,495	12,555	5,872	2,481
Public Relations Programs	3,194,700	3,028,014	102,428	28,231	30,459	5,569
Marketing & PR - GenRev	5,000,000	4,837,500	62,500	0	100,000	0
Gift Fruit Marketing	47,500	0	0	28,500	13,300	5,700
Subtotal Domestic Mktg	8,790,300	8,375,211	182,423	69,286	149,631	13,749
Int'l Promotions-DOC	460,000	138,975	78,875	0	242,150	0
Int'l Promotions-FAS	3,639,690	1,108,408	632,545	0	1,898,737	0
Subtotal Int'l Mktg	4,099,690	1,247,383	711,420	0	2,140,887	0
Budgeted Expenditures	17,494,790	13,348,203	1,098,855	367,412	2,424,499	255,821
Reserves	183,477	150,452	13,570	7,088	7,678	4,689
TOTAL BUDGET	\$17,678,267	\$13,498,655	\$1,112,425	\$374,500	\$2,432,177	\$260,510

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2018

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 Fund	88040	<u>\$225,300</u>	<u>\$0</u>	0.0	<u>\$225,300</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	1,284,000	0	0.0	1,284,000
Temporary Employee (OPS)	12100	5,000	0	0.0	5,000
Employee Travel - All Variety	26000	<u>15,000</u>	<u>0</u>	0.0	<u>15,000</u>
Subtotal		1,316,000	0	0.0	1,316,000

57 10 10 09 002

Fruit Inspection Data	13260	100	0	0.0	100
People First	15800	6,200	0	0.0	6,200
Telephone	22100	35,000	0	0.0	35,000
Office Supplies	34101	1,500	0	0.0	1,500
Office Equipment	34102	500	0	0.0	500
Casualty Insurance	4100C	15,700	0	0.0	15,700
Property Insurance	4100P	3,550	0	0.0	3,550
Subscriptions	49200	8,000	0	0.0	8,000
Memberships	49300	800	0	0.0	800
Miscellaneous	49900	<u>1,650</u>	<u>0</u>	0.0	<u>1,650</u>

Subtotal General Operations		<u>\$1,389,000</u>	<u>\$0</u>	0.0	<u>\$1,389,000</u>
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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	<u>3,500</u>	<u>0</u>	0.0	<u>3,500</u>

Total Legal Services		<u>146,500</u>	<u>0</u>	0.0	<u>146,500</u>
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FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2018

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
SUPPORT SERVICES					
57 10 10 12 002					
Grounds Maintenance	13290	7,000	0	0.0	7,000
Mailing & Delivery Services	13420	2,500	0	0.0	2,500
Shredding Service	13421	400	0	0.0	400
Warehouse Services	13991	8,000	0	0.0	8,000
Postage	21000	3,000	0	0.0	3,000
Reproduction	23000	6,500	0	0.0	6,500
Maintenance - Auto	2410A	2,000	0	0.0	2,000
Maintenance - Building	2410B	26,000	0	0.0	26,000
Maintenance - Equipment	2410E	500	0	0.0	500
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
Fuel	36410	3,000	0	0.0	3,000
Copy Equipment Rental	44200	8,000	0	0.0	8,000
Rental-Office Equipment	44400	8,000	0	0.0	8,000
Equipment - General	51200	5,000	0	0.0	5,000
Subtotal Support Services		173,200	0	0.0	173,200
IT SERVICES					
57 10 10 14 002					
DP Services - AST (EO=55)	1327A	43,800	0	0.0	43,800
DP Services - Database	1327D	2,000	0	0.0	2,000
DP Services - Other	22300	70,000	0	0.0	70,000
Data Processing Maint	2410D	1,500	0	0.0	1,500
DP Equipment	3410E	5,000	0	0.0	5,000
Data Processing Supplies	3410S	2,000	0	0.0	2,000
DP Equipment (OCO)	51600	10,000	0	0.0	10,000
Data Processing Software	53100	53,000	0	0.0	53,000
Subtotal IT Services		187,300	0	0.0	187,300
Total Support & IT Services		\$360,500	\$0	0.0	\$360,500
TOTAL ADMIN, SUPPORT & IT SERVICES		\$1,896,000	\$0	0.0	\$1,896,000

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2018

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	\$375,000	\$0	0.0	\$375,000
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	20,000	0	0.0	20,000
Research Materials	13262	10,000	0	0.0	10,000
Mailing & Delivery Services	13420	200	0	0.0	200
People First	15800	4,100	0	0.0	4,100
Postage	21000	100	0	0.0	100
Telephone	22100	2,000	0	0.0	2,000
Reproduction	23000	400	0	0.0	400
Repairs & Maintenance	24101	70,000	0	0.0	70,000
Office Supplies	34101	800	0	0.0	800
CREC Operations	43300	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	1,000	0	0.0	1,000
TOTAL GENERAL OPERATIONS		\$628,100	\$0	0.0	\$628,100
MEDICAL RESEARCH					
57 10 12 11 005					
Longitudinal Study - Weight and OJ	SR090	120,000	0	0.0	120,000
Health & Wellness Study - OJ	SR091	155,000	0	0.0	155,000
Subtotal Medical Research		275,000	0	0.0	275,000
TOTAL SCIENTIFIC RESEARCH		\$903,100	\$0	0.0	\$903,100
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		\$1,553,100	\$0	0.0	\$1,553,100
* SUBTOTALS BY FUNDING SOURCE					
Scientific Research - CATF		\$903,100	\$0	0.0	\$903,100
Scientific Research - GR		650,000	0	0.0	650,000
Total		\$1,553,100	\$0	0.0	\$1,553,100

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2018

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	\$316,000	\$0	0.0	\$316,000
Temporary Employees (OPS)	12100	26,000	0	0.0	26,000
Employee Travel - AV	26000	20,000	0	0.0	20,000
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	500	0	0.0	500
Copy Equipment Rental	44200	2,300	0	0.0	2,300
Subscriptions	49200	50	0	0.0	50
Miscellaneous	49900	1,000	0	0.0	1,000
Subtotal General Operations		375,000	0	0.0	375,000
RESEARCH DATA & STUDIES					
57 10 13 12 003					
Processed Retail Sales-A.C.Nielsen	ER010	294,600	0	0.0	294,600
FL Agri Market Research Center - AV	ER020	203,800	0	0.0	203,800
Economic Impact Analysis - AV	ER025	21,000	0	0.0	21,000
Other Data Purchases - AV	ER035	11,000	0	0.0	11,000
Survey's - Toluna - AV	ER060	25,000	0	0.0	25,000
Subtotal Research Data & Studies		555,400	0	0.0	555,400
TOTAL ECON & MKT RESEARCH		\$930,400	\$0	0.0	\$930,400

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2018

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	38,500	0	0.0	38,500
Employee Travel - Fresh	26004	2,500	0	0.0	2,500
57 10 15 10 002					
Mailing & Delivery Services	13420	5,000	0	0.0	5,000
People First	15800	3,800	0	0.0	3,800
Postage	21000	100	0	0.0	100
Telephone	22100	6,000	0	0.0	6,000
Consultant Travel	26200	500	0	0.0	500
DP Equipment	3410E	2,000	0	0.0	2,000
Office Supplies	34101	1,700	0	0.0	1,700
Trade Meals	35000	100	0	0.0	100
Subscriptions	49200	2,000	0	0.0	2,000
Memberships	49300	9,700	0	0.0	9,700
Miscellaneous	49900	600	0	0.0	600
Digital Asset Management	53101	10,600	0	0.0	10,600
TOTAL GENERAL OPERATIONS		\$548,100	\$0	0.0	\$548,100
GENERAL REVENUE PROGRAMS					
57 10 15 11 003					
Consumer Awareness - PR	GR010	\$4,650,000	\$0	0.0	\$4,650,000
Fresh Fruit Promotions - FG	GR045	100,000	0	0.0	100,000
FL Welcome Stations-Juice	GR080	250,000	0	0.0	250,000
TOTAL GENERAL REVENUE PROGRAMS		\$5,000,000	\$0	0.0	\$5,000,000

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2018

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	\$200,000	\$0	0.0	\$200,000
Reactive Issues Management	PR016	1,050,000	0	0.0	1,050,000
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	47,500	0	0.0	47,500
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		\$3,790,300	\$0		\$3,790,300
PR & Domestic Marketing - GR		5,000,000	0		5,000,000
Total		\$8,790,300	\$0		\$8,790,300

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2018

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	10,500	0	0.0	10,500
Employee Travel - Grapefruit	26003	15,000	0	0.0	15,000
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	26005	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, 2018

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	\$13,400	\$0	0.0	\$13,400
Promotions-FAS	1335F	230,000	0	0.0	230,000
Subtotal Canada-Fresh & Proc. Gft.		243,400	0	0.0	243,400
Processed Orange					
57 10 18 10 104					
Promotions-DOC	1335D	22,800	0	0.0	22,800
Promotions-FAS	1335F	545,954	0	0.0	545,954
Subtotal Canada-Proc Orange		568,754	0	0.0	568,754
TOTAL CANADIAN MARKETING		\$812,154	\$0	0.0	\$812,154
EUROPEAN PROMOTIONS					
France - Promotions - Grapefruit					
Fresh & Processed Grapefruit					
57 10 18 11 203					
Promotions-DOC	1335D	\$10,300	\$0	0.0	\$10,300
Promotions-FAS	1335F	400,000	0	0.0	400,000
Total France Retail - Fresh & Proc. GFT		410,300	0	0.0	410,300
Europe - Retail - Grapefruit					
Fresh & Processed Grapefruit					
57 10 18 11 300					
Promotions-DOC	1335D	15,200	0	0.0	15,200
Promotions-FAS	1335F	300,000	0	0.0	300,000
Total Europe Retail - Fresh & Proc. GFT		315,200	0	0.0	315,200
TOTAL EUROPEAN PROMOTIONS		\$725,500	\$0	0.0	\$725,500

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

July 1, 2018

DESCRIPTION	OCA CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
ASIAN PROMOTIONS					
JAPAN					
Fresh & Processed Grapefruit					
57 10 18 12 103					
Promotions-DOC	1335D	\$66,300	\$0	0.0	\$66,300
Promotions-FAS	1335F	1,262,782	0	0.0	1,262,782
Total Japan-Fresh & Proc. Gft		1,329,082	0	0.0	1,329,082
KOREA					
Fresh & Processed Grapefruit					
57 10 18 13 103					
Promotions-DOC	1335D	7,450	0	0.0	7,450
Promotions-FAS	1335F	300,000	0	0.0	300,000
Total Korea-Fresh & Proc. Gft		307,450	0	0.0	307,450
Processed Orange					
57 10 18 13 104					
Promotions-DOC	1335D	22,800	0	0.0	22,800
Promotions-FAS	1335F	545,954	0	0.0	545,954
Total Korea-Fresh & Proc. OJ		568,754	0	0.0	568,754
TOTAL ASIAN PROMOTIONS		2,205,286	0	0.0	2,205,286
TOTAL INTERNATIONAL MARKETING		\$4,099,690	\$0	0.0	\$4,099,690
* SUBTOTALS BY FUNDING SOURCE					
Int'l Mktg-DOC		\$460,000	\$0	0.0	\$460,000
Int'l Mktg-FAS		3,639,690	0	0.0	3,639,690
		\$4,099,690	\$0	0.0	\$4,099,690

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	\$69,825	\$37,368	\$116,058	\$153,425
FAS Administration	78,500	23,550	13,345	41,605	54,950
Canadian Marketing	36,200	22,800	3,350	10,050	13,400
European Promotions	25,500	0	6,375	19,125	25,500
Asian Promotions	<u>96,550</u>	<u>22,800</u>	<u>18,438</u>	<u>55,313</u>	<u>73,750</u>
Subtotal DOC	<u>460,000</u>	<u>138,975</u>	<u>78,875</u>	<u>242,150</u>	<u>321,025</u>
FOREIGN AGRICULTURAL SERVICE PROGRAM					
FAS Administration	55,000	16,500	9,350	29,150	38,500
Canadian Marketing	775,954	545,954	57,500	172,500	230,000
European Promotions	700,000	0	175,000	525,000	700,000
Asian Promotions	<u>2,108,736</u>	<u>545,954</u>	<u>390,695</u>	<u>1,172,087</u>	<u>1,562,782</u>
Subtotal FAS	<u>3,639,690</u>	<u>1,108,408</u>	<u>632,545</u>	<u>1,898,737</u>	<u>2,531,282</u>
TOTAL INTERNATIONAL MARKETING	<u>\$4,099,690</u>	<u>\$1,247,383</u>	<u>\$711,420</u>	<u>\$2,140,887</u>	<u>\$2,852,307</u>
		30.4%	17.4%	52.2%	
DOC as % of FAS	<u>13%</u>	<u>13%</u>	<u>12%</u>	<u>13%</u>	<u>13%</u>

FLORIDA DEPARTMENT OF CITRUS
SUMMARY STATEMENT OF RESERVES - ALL FUNDS
2017-2018

<u>DESCRIPTION</u>	<u>OBJECT CODE</u>	<u>FCC REQUIRED</u>	<u>% OF REVENUE</u>	<u>EQUIVALENT BOXES</u>
57 10 00 10 005				
Processed Orange	830PO	\$150,452	3.1%	2,149,314
Fresh Orange	830FO	7,088	6.5%	141,760
Combined Grapefruit	830CG	21,248	5.0%	303,543
Fresh Specialty	830FS	<u>4,689</u>	15.5%	<u>66,986</u>
		<u>\$183,477</u>		<u>2,661,603</u>