

State of Florida
Department of Citrus

2021- 2022
REVISED
OPERATING
BUDGET

October 27, 2021



FLORIDA DEPARTMENT OF CITRUS

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FLORIDA DEPARTMENT OF CITRUS
COMPARATIVE CITRUS ADVERTISING ASSESSMENTS*
2021-22 REVISED OPERATING BUDGET

	2020-21		2021-22		STATUTE
	FRESH	PROCESSED	FRESH	PROCESSED	
<u>DOMESTIC</u>					
Orange	\$ 0.050	\$ 0.120	\$ 0.050	\$ 0.120	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)
<u>IMPORTS</u>					
Orange		\$ 0.120		\$ 0.120	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
2021-22 REVISED OPERATING BUDGET

DESCRIPTION	BEGINNING OPERATING FUND BALANCE	REVENUE	COMMITTED/ UNCOMMITTED EXPENDITURES	RESERVES	ENDING OPERATING FUND BALANCE
Florida Citrus Advertising Trust Fund	\$9,896,918	\$28,738,302	\$28,813,233	\$265,687	\$9,556,301

FLORIDA DEPARTMENT OF CITRUS

REVENUE BOXES (000)

2021-22 REVISED OPERATING BUDGET

	2020-21 ACTUAL REVENUE BOXES	2021-22 PRELIMINARY ESTIMATED BOXES	2021-22 REVENUE BOXES	REVENUE BOX ADJUSTMENT	2021-22 REVISED ESTIMATED BOXES	2021-22 REVENUE BOXES	% INCREASE/ DECREASE
DOMESTIC							
ORANGE:		50,000			47,000		
Non-Revenue		<u>(225)</u>			<u>(200)</u>		
Fresh	2,767		2,500	52		2,552	2.1
Processed	48,003		<u>47,275</u>	<u>(3,027)</u>		<u>44,248</u>	<u>(6.4)</u>
GRAPEFRUIT:		4,200			3,800		
Non-Revenue		<u>(82)</u>			<u>(80)</u>		
Fresh	1,906		1,888	(178)		1,710	(9.4)
Processed	2,124		<u>2,230</u>	<u>(220)</u>		<u>2,010</u>	<u>(9.9)</u>
SPECIALTY:		900			900		
Non-Revenue		<u>(10)</u>			<u>(50)</u>		
Fresh	562		548	(8)		540	(1.5)
Processed	<u>300</u>		<u>342</u>	<u>(32)</u>		<u>310</u>	<u>(9.4)</u>
SUBTOTAL:		55,100			51,700		
Non-Revenue		<u>(317)</u>			<u>(330)</u>		
Fresh	5,235		4,936	(134)		4,802	(2.7)
Processed	<u>50,427</u>		<u>49,847</u>	<u>(3,279)</u>		<u>46,568</u>	<u>(6.6)</u>
TOTAL DOMESTIC:	<u>55,662</u>		<u>54,783</u>	<u>(3,413)</u>		<u>51,370</u>	<u>(6.2)</u>
IMPORTS							
Orange	19,131		34,500	7,500		42,000	21.7
Grapefruit	<u>407</u>		<u>500</u>	<u>0</u>		<u>500</u>	<u>0.0</u>
TOTAL IMPORTS:	<u>19,538</u>		<u>35,000</u>	<u>7,500</u>		<u>42,500</u>	<u>21.4</u>
TOTAL	<u>75,200</u>		<u>89,783</u>	<u>4,087</u>		<u>93,870</u>	<u>4.6</u>

FLORIDA DEPARTMENT OF CITRUS

ESTIMATED REVENUE

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY ESTIMATED 2021-22	ADJUSTMENT	REVISED ESTIMATED 2021-22	% INCREASE/ DECREASE
Assessment on Domestic Fruit				
Orange				
Fresh	\$125,000	\$2,600	\$127,600	2.1
Processed	5,673,000	(363,240)	5,309,760	(6.4)
	<u>5,798,000</u>	<u>(360,640)</u>	<u>5,437,360</u>	(6.2)
Grapefruit				
Fresh	132,160	(12,460)	119,700	(9.4)
Processed	156,100	(15,400)	140,700	(9.9)
	<u>288,260</u>	<u>(27,860)</u>	<u>260,400</u>	(9.7)
Specialty				
Fresh	38,360	(560)	37,800	(1.5)
Processed	23,940	(2,240)	21,700	(9.4)
	<u>62,300</u>	<u>(2,800)</u>	<u>59,500</u>	(4.5)
Assessment on Import Fruit				
Orange (Opt Out)	1,380,000	300,000	1,680,000	21.7
Grapefruit	11,667	0	11,667	0.0
	<u>1,391,667</u>	<u>300,000</u>	<u>1,691,667</u>	21.6
Total Assessments	7,540,227	(91,300)	7,448,927	(1.2)
Investment Earnings	128,700	100	128,800	0.1
Other Income	18,000	0	18,000	0.0
Gen Rev - Marketing & NVDC	17,500,000	(0)	17,500,000	(0.0)
Foreign Agricultural Svc Funds	<u>3,651,842</u>	<u>(9,267)</u>	<u>3,642,575</u>	(0.3)
TOTAL	<u>\$28,838,769</u>	<u>(\$100,467)</u>	<u>\$28,738,302</u>	(0.3)

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY DEPARTMENT

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
Administration				
Admin and Support Services	\$2,059,900	\$18,100	\$2,078,000	0.9
State General Revenue Charge	307,100	(3,700)	303,400	(1.2)
Scientific Research & Development				
General Operations	598,200	0	598,200	0.0
Scientific Product Research	470,000	(46,000)	424,000	(9.8)
New Varieties Development-Gen Rev	500,000	0	500,000	0.0
Economic and Market Research				
General Operations	420,400	2,400	422,800	0.6
Research Studies & Data	614,000	0	614,000	0.0
Marketing & Public Relations				
General Operations	538,200	0	538,200	0.0
Public Relations Programs	2,301,000	(25,000)	2,276,000	(1.1)
Public Relations Programs-Gen Rev	16,887,350	0	16,887,350	0.0
Fresh Fruit Marketing	57,600	0	57,600	0.0
International Marketing				
International Promotions-DOC	358,457	0	358,457	0.0
Int'l Promotions - GR - CRP	112,650	0	112,650	0.0
International Promotions-FAS	3,543,775	0	3,543,775	0.0
International Promotions-ATP	108,067	(9,267)	98,800	(8.6)
Total Expenditures	28,876,700	(63,467)	28,813,232	(0.2)
Reserves	242,070	23,617	265,687	9.8
TOTAL	\$29,118,770	(\$39,851)	\$29,078,919	(0.1)

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY CATEGORY

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
GENERAL OPERATIONS				
Salaries and Benefits	\$2,667,000	\$0	\$2,667,000	0.0
Other Personal Services	114,400	0	114,400	0.0
Travel	66,500	0	66,500	0.0
People First Initiative	9,900	0	9,900	0.0
Unemployment Compensation	3,600	0	3,600	0.0
Telephone	46,500	0	46,500	0.0
Postage/Freight	9,150	0	9,150	0.0
Data Processing	288,403	29,700	318,103	10.3
Supplies	6,197	0	6,197	0.0
Insurance and Bond Premiums	29,500	(12,500)	17,000	(42.4)
Reproduction	6,700	0	6,700	0.0
Subscriptions and Memberships	25,000	17,000	42,000	68.0
Trade Meals/Meetings	500	0	500	0.0
Training	10,000	(700)	9,300	(7.0)
Repairs and Maintenance	135,700	7,000	142,700	5.2
Utilities	76,000	(5,000)	71,000	(6.6)
Leases/Rent Expense	25,200	0	25,200	0.0
Promotional Items	6,300	0	6,300	0.0
Office/Research Equipment	1,000	0	1,000	0.0
Miscellaneous	9,800	0	9,800	0.0
CREC Expenses	101,000	0	101,000	0.0
Research Materials	36,200	0	36,200	0.0
Fruit Inspection Data	100	0	100	0.0
Consultant Fees/Travel	85,100	0	85,100	0.0
Subtotal General Operations	3,759,750	35,500	3,795,250	0.9
PROGRAMS*				
Legal Services	143,000	(15,000)	128,000	(10.5)
General Revenue Charge	307,100	(3,700)	303,400	(1.2)
Scientific Research	470,000	(46,000)	424,000	(9.8)
New Varieties Development	500,000	0	500,000	0.0
Economic & Market Research	614,000	0	614,000	0.0
Public Relations Programs	19,188,350	(25,000)	19,163,350	(0.1)
Fresh Fruit Marketing	57,600	0	57,600	0.0
International Marketing	3,836,900	(9,268)	3,827,632	(0.2)
Reserves	242,070	23,617	265,687	9.8
Subtotal Programs	25,359,020	(75,351)	25,283,669	(0.3)
TOTAL	\$29,118,770	(\$39,851)	\$29,078,919	(0.1)

*Program costs exclude general operating expenses

FLORIDA DEPARTMENT OF CITRUS
BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY
2021-22 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	\$280,000	\$0	\$40,000	\$76,000	\$160,000	\$4,000
Tax Assessments-Domestic	6,148,560	5,696,940	156,100	125,000	132,160	38,360
Tax Assessments-Imports	1,391,667	1,380,000	11,667	0	0	0
Interest/Other	146,700	132,300	4,400	5,300	3,600	1,100
GenRev - NVD	500,000	300,000	50,000	50,000	50,000	50,000
GenRev - PR & Marketing	17,000,000	15,737,500	527,955	360,000	254,545	120,000
FAS Program	3,543,775	1,066,630	615,910	0	1,861,235	0
ATP Program	108,067	0	0	108,067	0	0
BUDGETED REVENUE	<u>\$29,118,769</u>	<u>\$24,313,370</u>	<u>\$1,406,032</u>	<u>\$724,367</u>	<u>\$2,461,540</u>	<u>\$213,460</u>
EXPENDITURES						
Administration						
Admin & Support Services	\$2,059,900	\$1,883,779	\$62,827	\$57,677	\$43,258	\$12,359
State Gen Rev Charge	307,100	288,000	6,900	5,200	5,400	1,600
Subtotal Administration	<u>2,367,000</u>	<u>2,171,779</u>	<u>69,727</u>	<u>62,877</u>	<u>48,658</u>	<u>13,959</u>
Scientific Research						
General Operations	598,200	547,054	18,245	16,750	12,562	3,589
Scientific Prod Res	470,000	470,000	0	0	0	0
New Varieties Development-Gen Rev	500,000	300,000	50,000	50,000	50,000	50,000
Subtotal Scientific Research	<u>1,568,200</u>	<u>1,317,054</u>	<u>68,245</u>	<u>66,750</u>	<u>62,562</u>	<u>53,589</u>
Economic Research						
General Operations	420,400	384,457	12,822	11,771	8,828	2,522
Research Data & Studies	614,000	577,935	19,510	8,428	6,321	1,806
Subtotal Econ Research	<u>1,034,400</u>	<u>962,392</u>	<u>32,332</u>	<u>20,199</u>	<u>15,149</u>	<u>4,328</u>
Marketing & Public Relations						
General Operations	538,200	494,170	15,771	17,296	7,509	3,454
Public Relations Programs	2,301,000	2,201,065	37,950	37,950	16,445	7,590
Marketing & PR-Gen Rev	16,887,350	15,737,500	499,792	360,000	170,058	120,000
Fresh Fruit Marketing	57,600	0	0	35,136	15,552	6,912
Subtotal Domestic Marketing	<u>19,784,150</u>	<u>18,432,735</u>	<u>553,513</u>	<u>450,382</u>	<u>209,564</u>	<u>137,956</u>
Int'l Promotions-DOC	358,457	142,415	29,480	10,807	175,755	0
Int'l Promotions-GR	112,650	0	28,163	0	84,487	0
Int'l Promotions-FAS	3,543,775	1,066,630	615,911	0	1,861,234	0
Int'l Promotions-ATP	108,067	0	0	108,067	0	0
Subtotal Int'l Marketing	<u>4,122,949</u>	<u>1,209,045</u>	<u>673,554</u>	<u>118,874</u>	<u>2,121,476</u>	<u>0</u>
Budgeted Expenditures	28,876,699	24,093,003	1,397,370	719,082	2,457,411	209,833
Reserves	242,070	220,367	8,662	5,285	4,129	3,627
TOTAL BUDGET	<u>\$29,118,769</u>	<u>\$24,313,370</u>	<u>\$1,406,032</u>	<u>\$724,367</u>	<u>\$2,461,540</u>	<u>\$213,460</u>

FLORIDA DEPARTMENT OF CITRUS
BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY
2021-22 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	\$280,000	\$0	\$40,000	\$76,000	\$160,000	\$4,000
2020-21 Unspent Certified	60,617	53,479	2,379	1,117	3,384	258
Tax Assessments-Domestic	5,757,260	5,331,460	140,700	127,600	119,700	37,800
Tax Assessments-Imports	1,691,667	1,680,000	11,667	0	0	0
Interest/Other	146,800	133,400	3,900	5,200	3,100	1,200
GenRev - NVD	500,000	300,000	50,000	50,000	50,000	50,000
GenRev - PR & Marketing	17,000,000	15,737,500	527,955	360,000	254,545	120,000
FAS Program	3,543,775	1,066,630	615,911	0	1,861,234	0
ATP Program	98,800	0	0	98,800	0	0
BUDGETED REVENUE	<u>\$29,078,919</u>	<u>\$24,302,469</u>	<u>\$1,392,512</u>	<u>\$718,717</u>	<u>\$2,451,963</u>	<u>\$213,258</u>
EXPENDITURES						
Administration						
Admin & Support Services	\$2,078,000	\$1,915,916	\$56,106	\$56,106	\$37,404	\$12,468
State Gen Rev Charge	303,400	285,400	6,200	5,300	\$4,900	1,600
Subtotal Administration	<u>2,381,400</u>	<u>2,201,316</u>	<u>62,306</u>	<u>61,406</u>	<u>\$42,304</u>	<u>14,068</u>
Scientific Research						
General Operations	598,200	551,540	16,151	16,151	\$10,768	3,589
Scientific Prod Res	424,000	424,000	0	0	\$0	0
New Varieties Development-Gen Rev	500,000	300,000	50,000	50,000	\$50,000	50,000
Subtotal Scientific Research	<u>1,522,200</u>	<u>1,275,540</u>	<u>66,151</u>	<u>66,151</u>	<u>\$60,768</u>	<u>53,589</u>
Economic Research						
General Operations	422,800	389,822	11,416	11,416	\$7,610	2,537
Research Data & Studies	614,000	581,132	17,517	8,127	\$5,418	1,806
Subtotal Econ Research	<u>1,036,800</u>	<u>970,954</u>	<u>28,933</u>	<u>19,543</u>	<u>\$13,028</u>	<u>4,343</u>
Marketing & Public Relations						
General Operations	538,200	498,901	12,617	16,820	\$6,383	3,479
Public Relations Programs	2,276,000	2,187,450	30,360	36,685	\$13,915	7,590
Marketing & PR-Gen Rev	16,887,350	15,737,500	499,792	360,000	\$170,058	120,000
Fresh Fruit Marketing	57,600	0	0	36,288	\$13,824	7,488
Subtotal Domestic Marketing	<u>19,759,150</u>	<u>18,423,851</u>	<u>542,769</u>	<u>449,793</u>	<u>\$204,180</u>	<u>138,557</u>
Int'l Promotions-DOC	358,457	142,415	29,480	10,807	\$175,755	0
Int'l Promotions-GR	112,650	0	28,163	0	\$84,487	0
Int'l Promotions-FAS	3,543,775	1,066,630	615,911	0	\$1,861,234	0
Int'l Promotions-ATP	98,800	0	0	98,800	\$0	0
Subtotal Int'l Marketing	<u>4,113,682</u>	<u>1,209,045</u>	<u>673,554</u>	<u>109,607</u>	<u>\$2,121,476</u>	<u>0</u>
Budgeted Expenditures	28,813,232	24,080,706	1,373,713	706,500	\$2,441,756	210,557
Reserves	265,687	221,763	18,799	12,217	\$10,207	2,701
TOTAL BUDGET	<u>\$29,078,919</u>	<u>\$24,302,469</u>	<u>\$1,392,512</u>	<u>\$718,717</u>	<u>\$2,451,963</u>	<u>\$213,258</u>

FLORIDA DEPARTMENT OF CITRUS
COMPARISON OF OPERATING BUDGET - ALL VARIETY
2021-22 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
REVENUE				
Carryover	\$280,000	\$0	\$280,000	0.0
2020-21 Unspent Certified	0	60,617	60,617	100.+
Tax Assessments-Domestic	6,148,560	(391,300)	5,757,260	(6.4)
Tax Assessments-Imports	1,391,667	300,000	1,691,667	21.6
Interest/Other	146,700	100	146,800	0.1
GenRev - NVD	500,000	0	500,000	0.0
GenRev - PR & Marketing	17,000,000	(0)	17,000,000	(0.0)
FAS Program	3,543,775	0	3,543,775	0.0
ATP Program	108,067	(9,267)	98,800	(8.6)
BUDGETED REVENUE	\$29,118,769	(\$39,850)	\$29,078,919	(0.1)
EXPENDITURES				
Administration				
Admin & Support Services	\$2,059,900	\$18,100	\$2,078,000	0.9
State Gen Rev Charge	307,100	(3,700)	303,400	(1.2)
Subtotal Administration	2,367,000	14,400	2,381,400	0.6
Scientific Research				
General Operations	598,200	0	598,200	0.0
Scientific Prod Res	470,000	(46,000)	424,000	(9.8)
New Varieties Development-Gen Rev	500,000	0	500,000	0.0
Subtotal Scientific Research	1,568,200	(46,000)	1,522,200	(2.9)
Economic Research				
General Operations	420,400	2,400	422,800	0.6
Research Data & Studies	614,000	0	614,000	0.0
Subtotal Econ Research	1,034,400	2,400	1,036,800	0.2
Marketing & Public Relations				
General Operations	538,200	0	538,200	0.0
Public Relations Programs	2,301,000	(25,000)	2,276,000	(1.1)
Marketing & PR-Gen Rev	16,887,350	0	16,887,350	0.0
Gift Fruit Marketing	57,600	0	57,600	0.0
Subtotal Domestic Marketing	19,784,150	(25,000)	19,759,150	(0.1)
Int'l Promotions-DOC	358,457	0	358,457	0.0
Int'l Promotions - GR-CRP	112,650	(0)	112,650	
Int'l Promotions-FAS	3,543,775	0	3,543,775	0.0
Int'l Promotions-ATP	108,067	(9,267)	98,800	(8.6)
Subtotal Int'l Marketing	4,122,949	(9,267)	4,113,682	(0.2)
Budgeted Expenditures	28,876,699	(63,467)	28,813,232	(0.2)
Reserves	242,070	23,617	265,687	9.8
TOTAL BUDGET	\$29,118,769	(\$39,850)	\$29,078,919	(0.1)

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF PROCESSED ORANGE OPERATING BUDGET

2021-22 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
REVENUE				
Carryover	\$0	\$0	\$0	0.0
2020-21 Unspent Certified	0	53,479	53,479	100.+
Tax Assessments-Domestic	5,696,940	(365,480)	5,331,460	(6.4)
Tax Assessments-Imports	1,380,000	300,000	1,680,000	21.7
Interest/Other	132,300	1,100	133,400	0.8
GenRev - NVD	300,000	0	300,000	0.0
GenRev - PR & Marketing	15,737,500	0	15,737,500	0.0
FAS Program	1,066,630	0	1,066,630	0.0
ATP Program	0	0	0	0.0
BUDGETED REVENUE	\$24,313,370	(\$10,901)	\$24,302,469	(0.0)
EXPENDITURES				
Administration				
Admin & Support Services	\$1,883,779	\$32,137	\$1,915,916	1.7
State Gen Rev Charge	288,000	(2,600)	285,400	(0.9)
Subtotal Administration	2,171,779	29,537	2,201,316	1.4
Scientific Research				
General Operations	547,054	4,487	551,540	0.8
Scientific Prod Res	470,000	(46,000)	424,000	(9.8)
New Varieties Development-Gen Rev	300,000	0	300,000	0.0
Subtotal Scientific Research	1,317,054	(41,513)	1,275,540	(3.2)
Economic Research				
General Operations	384,457	5,365	389,822	1.4
Research Data & Studies	577,935	3,197	581,132	0.6
Subtotal Econ Research	962,392	8,562	970,954	0.9
Marketing & Public Relations				
General Operations	494,170	4,731	498,901	1.0
Public Relations Programs	2,201,065	(13,615)	2,187,450	(0.6)
Marketing & PR-Gen Rev	15,737,500	0	15,737,500	0.0
Subtotal Domestic Marketing	18,432,735	(8,884)	18,423,851	(0.0)
Int'l Promotions-DOC	142,415	0	142,415	0.0
Int'l Promotions - GR	0	0	0	0.0
Int'l Promotions-FAS	1,066,630	0	1,066,630	0.0
Int'l Promotions-ATP	0	0	0	0.0
Subtotal Int'l Marketing	1,209,045	0	1,209,045	0.0
Budgeted Expenditures	24,093,003	(12,297)	24,080,706	(0.1)
Reserves	220,367	1,396	221,763	0.6
TOTAL BUDGET	\$24,313,370	(\$10,901)	\$24,302,469	(0.0)

FLORIDA DEPARTMENT OF CITRUS
COMPARISON OF COMBINED GRAPEFRUIT OPERATING BUDGET
2021-22 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
REVENUE				
Carryover	\$200,000	\$0	\$200,000	0.0
2020-21 Unspent Certified	0	5,763	5,763	100.+
Tax Assessments-Domestic	288,260	(27,860)	260,400	(9.7)
Tax Assessments-Imports	11,667	0	11,667	0.0
Interest/Other	8,000	(1,000)	7,000	(12.5)
GenRev - NVD	100,000	0	100,000	0.0
GenRev - PR & Marketing	782,500	0	782,500	0.0
FAS Program	2,477,145	0	2,477,145	0.0
BUDGETED REVENUE	\$3,867,572	(\$23,097)	\$3,844,475	(0.6)
EXPENDITURES				
Administration				
Admin & Support Services	\$106,085	(\$12,575)	\$93,510	(11.9)
State Gen Rev Charge	12,300	(1,200)	11,100	(9.8)
Subtotal Administration	118,385	(13,775)	104,610	(11.6)
Scientific Research				
General Operations	30,807	(3,888)	26,919	(12.6)
Scientific Prod Res	0	0	0	0.0
New Varieties Development-Gen Rev	100,000	0	100,000	0.0
Subtotal Scientific Research	130,807	(3,888)	126,919	(3.0)
Economic Research				
General Operations	21,650	(2,624)	19,026	(12.1)
Research Data & Studies	25,831	(2,896)	22,935	(11.2)
Subtotal Econ Research	47,481	(5,520)	41,961	(11.6)
Marketing & Public Relations				
General Operations	23,280	(4,280)	19,000	(18.4)
Public Relations Programs	54,395	(10,120)	44,275	(18.6)
Marketing & PR-Gen Rev	669,850	0	669,850	0.0
Gift Fruit Marketing	15,552	(1,728)	13,824	(100.1)
Subtotal Domestic Marketing	763,077	(16,128)	746,949	(2.1)
Int'l Promotions-DOC	205,235	0	205,235	0.0
Int'l Promotions-GR	112,650	(0)	112,650	(0.0)
Int'l Promotions-FAS	2,477,145	0	2,477,145	0.0
Subtotal Int'l Marketing	2,795,030	0	2,795,030	0.0
Budgeted Expenditures	3,854,781	(39,312)	3,815,469	(1.0)
Reserves	12,791	16,215	29,006	126.8
TOTAL BUDGET	\$3,867,572	(\$23,097)	\$3,844,475	(0.6)

FLORIDA DEPARTMENT OF CITRUS
COMPARISON OF FRESH ORANGE OPERATING BUDGET
2021-22 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
REVENUE				
Carryover	\$76,000	\$0	\$76,000	0.0
2020-21 Unspent Certified	0	1,117	1,117	100.+
Tax Assessments-Domestic	125,000	2,600	127,600	2.1
Interest/Other	5,300	(100)	5,200	(1.9)
GenRev - NVD	50,000	0	50,000	0.0
Gen Rev - PR & Marketing	360,000	0	360,000	0.0
ATP Program	108,067	(9,267)	98,800	(8.6)
BUDGETED REVENUE	\$724,367	(\$5,650)	\$718,717	(0.8)
EXPENDITURES				
Administration				
Admin & Support Services	\$57,677	(\$1,571)	\$56,106	(2.7)
State Gen Rev Charge	5,200	100	5,300	1.9
Subtotal Administration	62,877	(1,471)	61,406	(2.3)
Scientific Research				
General Operations	16,750	(599)	16,151	(3.6)
Scientific Prod Res	0	0	0	0.0
New Varieties Development-Gen Rev	50,000	0	50,000	0.0
Subtotal Scientific Research	66,750	(599)	66,151	(0.9)
Economic Research				
General Operations	11,771	(355)	11,416	(3.0)
Research Data & Studies	8,428	(301)	8,127	(3.6)
Subtotal Econ Research	20,199	(656)	19,543	(3.2)
Marketing & Public Relations				
General Operations	17,296	(476)	16,820	(2.8)
Public Relations Programs	37,950	(1,265)	36,685	(3.3)
Marketing & PR - Gen Rev	360,000	0	360,000	0.0
Gift Fruit Marketing	35,136	1,152	36,288	3.3
Subtotal Domestic Marketing	450,382	(589)	449,793	(0.1)
Int'l Promotions-DOC	10,807	0	10,807	0.0
Int'l Promotions-GR	0	0	0	0.0
Int'l Promotions-ATP	108,067	(9,267)	98,800	(8.6)
Subtotal Int'l Marketing	118,874	(9,267)	109,607	(7.8)
Budgeted Expenditures	719,082	(12,582)	706,500	(1.7)
Reserves	5,285	6,932	12,217	131.2
TOTAL BUDGET	\$724,367	(\$5,650)	\$718,717	(0.8)

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF FRESH SPECIALTY OPERATING BUDGET

2021-22 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
REVENUE				
Carryover	\$4,000	\$0	\$4,000	0.0
2020-21 Unspent Certified	0	258	258	100.+
Tax Assessments-Domestic	38,360	(560)	37,800	(1.5)
Interest/Other	1,100	100	1,200	9.1
GenRev - NVD	50,000	0	50,000	0.0
Gen Rev - PR & Marketing	120,000	0	120,000	0.0
BUDGETED REVENUE	\$213,460	(\$202)	\$213,258	(0.1)
EXPENDITURES				
Administration				
Admin & Support Services	\$12,359	\$109	\$12,468	0.9
State Gen Rev Charge	\$1,600	\$0	\$1,600	0.0
Subtotal Administration	\$13,959	\$109	\$14,068	0.8
Scientific Research				
General Operations	\$3,589	\$0	\$3,589	0.0
Scientific Prod Res	\$0	\$0	\$0	0.0
New Varieties Development-Gen Rev	\$50,000	\$0	\$50,000	0.0
Subtotal Scientific Research	\$53,589	\$0	\$53,589	0.0
Economic Research				
General Operations	\$2,522	\$15	\$2,537	0.6
Research Data & Studies	\$1,806	\$0	\$1,806	0.0
Subtotal Econ Research	\$4,328	\$15	\$4,343	0.3
Marketing & Public Relations				
General Operations	\$3,454	\$25	\$3,479	0.7
Public Relations Programs	\$7,590	\$0	\$7,590	0.0
Marketing & PR - Gen Rev	\$120,000	\$0	\$120,000	0.0
Gift Fruit Marketing	\$6,912	\$576	\$7,488	8.3
Subtotal Domestic Marketing	\$137,956	\$601	\$138,557	0.4
Budgeted Expenditures	\$209,833	\$724	\$210,557	0.3
Reserves	\$3,627	(\$926)	\$2,701	(25.5)
TOTAL BUDGET	\$213,460	(\$202)	\$213,258	(0.1)

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
STATE GENERAL REVENUE CHARGE					
57 10 00 00 000					
Florida Citrus Advertising					
Trust Fund	88040	<u>\$307,100</u>	<u>(\$3,700)</u>	<u>\$303,400</u>	(1.2)
ADMINISTRATIVE AND SUPPORT SERVICES					
GENERAL OPERATIONS					
57 10 10 08 001					
Commissioners Comp (OPS)	12101	\$6,000	\$0	\$6,000	0.0
Commissioners Travel - All Variety	26001	3,000	0	3,000	0.0
57 10 10 09 001					
Salaries and Benefits	11000	1,340,000	0	1,340,000	0.0
Temporary Employee (OPS)	12100	7,400	0	7,400	0.0
Employee Travel - All Variety	26000	<u>12,000</u>	<u>0</u>	<u>12,000</u>	0.0
Subtotal		1,368,400	0	1,368,400	0.0
57 10 10 09 002					
Fruit Inspection Data	13260	100	0	100	0.0
Training	13280	2,500	0	2,500	0.0
People First	15800	4,300	0	4,300	0.0
Unemployment Compensation	16500	3,600	0	3,600	0.0
Telephone	22100	38,000	(2,400)	35,600	(6.3)
Office Supplies	34101	1,000	0	1,000	0.0
Office Equipment	34102	1,000	0	1,000	0.0
Casualty Insurance	4100C	25,700	(12,100)	13,600	(47.1)
Property Insurance	4100P	3,800	(400)	3,400	(10.5)
Subscriptions	49200	8,000	0	8,000	0.0
Memberships	49300	800	0	800	0.0
Miscellaneous	49900	<u>2,000</u>	<u>0</u>	<u>2,000</u>	0.0
Subtotal General Operations		<u>1,459,200</u>	<u>(14,900)</u>	<u>1,444,300</u>	(1.0)
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 - General Counsel	1316G	105,000	(10,000)	95,000	(9.5)
Legal Srv - Trademarks	1316T	20,000	(5,000)	15,000	(25.0)
Legal Advertising	13310	2,000	0	2,000	0.0
Miscellaneous	29000	<u>2,000</u>	<u>0</u>	<u>2,000</u>	0.0
Total Legal Services		<u>\$145,000</u>	<u>(\$15,000)</u>	<u>\$130,000</u>	(10.3)

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
SUPPORT SERVICES					
57 10 10 12 002					
Ground Maintenance	13290	\$10,000	\$0	\$10,000	0.0
Mailing & Delivery Services	13420	1,000	0	1,000	0.0
Shredding Services	13421	500	0	500	0.0
Warehouse Services	13991	11,000	0	11,000	0.0
Postage	21000	2,500	0	2,500	0.0
Reproduction	23000	6,000	0	6,000	0.0
Maintenance - Auto	2410A	1,500	0	1,500	0.0
Maintenance - Building	2410B	46,000	24,000	70,000	52.2
Maintenance - Equipment	2410E	700	0	700	0.0
Building Utilities	27100	76,000	(5,000)	71,000	(6.6)
Building Supplies	3410B	3,000	0	3,000	0.0
Distribution Supplies	3410D	300	0	300	0.0
Fuel	36410	2,500	0	2,500	0.0
Copy Equipment Rental	44200	7,200	0	7,200	0.0
Rental - Office Equipment	44400	2,500	0	2,500	0.0
Subtotal Support Services		170,700	19,000	189,700	11.1
IT SERVICES					
57 10 10 14 002					
Cloud Computing Migration	1327C	95,000	(26,400)	68,600	(27.8)
Wireless Access Replacement	1327W	0	26,100	26,100	100.0
Training	13280	2,500	(700)	1,800	(28.0)
DP Services - Other	22300	65,000	0	65,000	0.0
Data Processing Maint.	2410D	1,500	0	1,500	0.0
Auditorium Technology Upgrades(OCO)	5160A	50,000	40,000	90,000	80.0
DP Equipment	3410E	20,000	(5,000)	15,000	(25.0)
Data Processing Supplies	3410S	1,000	0	1,000	0.0
Data Processing Software	53100	50,000	(5,000)	45,000	(10.0)
Subtotal IT Services		285,000	29,000	314,000	10.2
Total Support & IT Services		455,700	48,000	503,700	10.5
TOTAL ADMIN, SUPPORT & IT SERVICES		\$2,059,900	\$18,100	\$2,078,000	0.9

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
SCIENTIFIC RESEARCH					
GENERAL OPERATIONS					
57 10 12 10 001					
Salaries and Benefits	11000	\$286,000	\$0	\$286,000	0.0
Temporary Employee (OPS)	12100	75,000	0	75,000	0.0
Employee Travel - All Variety	26000	12,000	0	12,000	0.0
57 10 12 10 002					
Training	13280	5,000	0	5,000	0.0
Mailing & Delivery Services	13420	200	(100)	100	(50.0)
People First	15800	2,800	0	2,800	0.0
Postage	21000	0	100	100	100.0
Telephone	22100	1,500	0	1,500	0.0
Reproduction	23000	200	0	200	0.0
Repairs & Maintenance	24101	75,000	(17,000)	58,000	(22.7)
Office Supplies	34101	500	0	500	0.0
Research Materials - Internal	34103	25,000	0	25,000	0.0
Research Materials - External	34104	10,000	0	10,000	0.0
CREC Operations	43300	101,000	0	101,000	0.0
Copy Equipment Rental	44200	2,200	0	2,200	0.0
Subscriptions	49200	200	17,000	17,200	100.0
Memberships	49300	100	0	100	0.0
Miscellaneous	49900	1,500	0	1,500	0.0
TOTAL GENERAL OPERATIONS		598,200	0	598,200	0.0
MEDICAL RESEARCH					
57 10 12 11 005					
Skin Health - OJ	SR094	90,000	0	90,000	0.0
Glycemia, Energy, Behavior - OJ	SR095	85,000	0	85,000	0.0
Nutrient Density - OJ	SR097	75,000	(19,000)	56,000	(25.3)
Clinical/Analytical Study - OJ	SR098	200,000	(25,000)	175,000	(12.5)
Cognition and Publication - OJ	SR099	10,000	0	10,000	0.0
Additional Publications - OJ	SR100	10,000	(2,000)	8,000	(20.0)
Subtotal Medical Research		470,000	(46,000)	424,000	(9.8)
TOTAL SCIENTIFIC RESEARCH		\$1,068,200	(\$46,000)	\$1,022,200	(4.3)

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

SCIENTIFIC SPONSORED RESEARCH

GENERAL REVENUE PROGRAMS

57 10 12 11 003

New Varieties Development-AV	GR090	<u>\$500,000</u>	<u>\$0</u>	<u>\$500,000</u>	0.0
TOTAL NVDC - GENERAL REVENUE		<u>500,000</u>	<u>0</u>	<u>500,000</u>	0.0
TOTAL SCIENTIFIC & SPONSORED RESEARCH		<u>\$1,568,200</u>	<u>(\$46,000)</u>	<u>\$1,522,200</u>	(2.9)

SUBTOTALS BY FUNDING SOURCE

Scientific Research - CATF	<u>\$1,068,200</u>	<u>(\$46,000)</u>	<u>\$1,022,200</u>
Scientific Research - GR	<u>500,000</u>	<u>0</u>	<u>500,000</u>
Total	<u>\$1,568,200</u>	<u>(\$46,000)</u>	<u>\$1,522,200</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
ECONOMIC AND MARKET RESEARCH					
GENERAL OPERATIONS					
57 10 13 10 001					
Salaries and Benefits	11000	\$363,000	\$0	\$363,000	0.0
Temporary Employee (OPS)	12100	26,000	0	26,000	0.0
Employee Travel - All Variety	26000	20,000	0	20,000	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	0	2,400	2,400	100.0
Reproduction	23000	500	0	500	0.0
Office Supplies	34101	500	0	500	0.0
Copy Equipment Rental	44200	2,300	0	2,300	0.0
Subscriptions	49200	50	0	50	0.0
Miscellaneous	49900	1,800	0	1,800	0.0
TOTAL GENERAL OPERATIONS		420,400	2,400	422,800	0.6
RESEARCH DATA & STUDIES					
57 10 13 12 003					
Processed Retail Sales-A.C. Nielsen	ER010	313,000	0	313,000	0.0
FL Agri Market Research Center - AV	ER020	233,000	0	233,000	0.0
Economic Impact Analysis - AV	ER025	32,000	0	32,000	0.0
Other Data Purchases - AV	ER035	11,000	0	11,000	0.0
Survey's - Toluna - AV	ER060	25,000	0	25,000	0.0
Subtotal Research Data & Studies		614,000	0	614,000	0.0
TOTAL ECON & MKT RESEARCH		\$1,034,400	\$2,400	\$1,036,800	0.2

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
MARKETING AND PUBLIC RELATIONS					
GENERAL OPERATIONS					
57 10 15 10 001					
Salaries and Benefits	11000	\$490,000	\$0	\$490,000	0.0
Employee Travel - All Variety	26000	2,000	0	2,000	0.0
Employee Travel - Orange Juice	26002	10,000	0	10,000	0.0
Employee Travel - Fresh	26004	2,500	0	2,500	0.0
57 10 15 10 002					
Promotional Materials	13350	4,800	0	4,800	0.0
Mailing & Delivery Services	13420	2,500	0	2,500	0.0
People First	15800	2,800	0	2,800	0.0
Postage	21000	100	0	100	0.0
Telephone	22100	6,000	0	6,000	0.0
Office Supplies	34101	897	0	897	0.0
Subscriptions	49200	1,000	0	1,000	0.0
Memberships	49300	9,700	0	9,700	0.0
Digital Asset Management	53101	5,903	0	5,903	0.0
TOTAL GENERAL OPERATIONS		\$538,200	\$0	\$538,200	0.0
GENERAL REVENUE PROGRAMS					
57 10 15 11 003					
Consumer Awareness - PR	GR010	\$4,750,000	\$0	\$4,750,000	0.0
Consumer Awareness-PO-CRP	GR020	10,800,000	0	\$10,800,000	0.0
Grapefruit Promotions-Domestic-CRP	GR030	607,350	0	\$607,350	0.0
Fresh Orange Promotions-CRP	GR040	360,000	0	\$360,000	0.0
Fresh Tangerine/Citrus Promotions-CRP	GR050	120,000	0	\$120,000	0.0
FL Welcome Stations-Juice	GR080	250,000	0	250,000	0.0
TOTAL GENERAL REVENUE PROGRAMS		\$16,887,350	\$0	\$16,887,350	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
PUBLIC RELATIONS					
CORPORATE - ALL VARIETIES					
57 10 15 12 003					
Brand Asset Development	PR010	\$120,500	(\$40,000)	\$80,500	(33.2)
Digital & Website Platforms	PR012	475,000	0	475,000	0.0
Reactive Issues Management	PR016	600,000	0	600,000	0.0
Policy Issues	PR017	34,500	0	34,500	0.0
Subtotal Corporate - All Varieties		1,230,000	(40,000)	1,190,000	(3.3)
PROCESSED ORANGE					
57 10 15 12 004					
Media Relations	PR014	200,000	0	200,000	0.0
Influencer Engagement	PR041	200,000	(25,000)	175,000	(12.5)
Performance Mktg-Digital/Social	PR045	636,000	0	636,000	0.0
Subtotal Processed Orange		1,036,000	(25,000)	1,011,000	(2.4)
IN-STATE PROGRAMS					
57 10 15 12 008					
Industry Grower Relations - AV	PR081	35,000	40,000	75,000	114.3
Subtotal In-State Programs		35,000	40,000	75,000	114.3
FRESH FRUIT					
57 10 16 11 007					
Gift Fruit Programs	RM070	57,600	0	57,600	0.0
Subtotal Fresh Fruit		57,600	0	57,600	0.0
TOTAL PR PROGRAMS - CATF		\$2,358,600	(\$25,000)	\$2,333,600	(1.1)
SUBTOTALS BY FUNDING SOURCE					
PR & Domestic Marketing - CATF		\$2,896,800	(\$25,000)	\$2,871,800	
PR & Domestic Marketing - GR		16,887,350	0	16,887,350	
Total		\$19,784,150	(\$25,000)	\$19,759,150	

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
INTERNATIONAL MARKETING					
GENERAL OPERATIONS					
57 10 18 10 001					
Salaries and Benefits	11000	\$188,000	\$0	\$188,000	0.0
Employee Travel - Orange Juice	26002	2,000	0	2,000	0.0
Employee Travel - PO/PG/FG	26006	3,000	0	3,000	0.0
57 10 18 10 002					
Promotional Items	IM100	1,500	0	1,500	0.0
Mailing & Delivery Services	13420	2,500	0	2,500	0.0
Banking Services (Foreign Currency)	13450	1,500	0	1,500	0.0
Postage	21000	100	0	100	0.0
Telephone	22100	1,000	0	1,000	0.0
Promotional Materials Printing	23006	1,000	0	1,000	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		206,750	0	206,750	0.0
FAS ADMINISTRATION					
57 10 18 10 003					
Evaluations-DOC	IM01D	5,000	0	5,000	0.0
Evaluations-FAS	IM01F	45,000	0	45,000	0.0
Consultant Fee-DOC	1313D	80,300	0	80,300	0.0
FAS Annual Workshop-DOC	26005	2,500	0	2,500	0.0
Subtotal FAS Administration		\$132,800	\$0	\$132,800	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
CANADIAN PROMOTIONS					
Fresh & Processed Grapefruit					
57 10 18 10 103					
Promotions-DOC-CRP	GR100	\$13,400	\$0	\$13,400	0.0
Promotions-FAS	1335F	225,870	0	225,870	0.0
Subtotal Canada-Fresh & Proc Gft		239,270	0	239,270	0.0
Processed Orange					
57 10 18 10 104					
Promotions-DOC	1335D	22,800	0	22,800	0.0
Promotions-FAS	1335F	543,040	0	543,040	0.0
Subtotal Canada-Proc Orange		565,840	0	565,840	0.0
Fresh Orange - ATP					
57 10 18 10 105					
Promotions-DOC	1335D	10,807	0	10,807	0.0
Promotions-ATP	1335A	108,067	(9,267)	98,800	(8.6)
Subtotal Canada-Fresh Orange		118,874	(9,267)	109,607	(7.8)
		\$923,984	(\$9,267)	\$914,717	(1.0)
EUROPEAN PROMOTIONS					
France - Promotions					
Fresh & Processed Grapefruit					
57 10 18 11 203					
Promotions-DOC-CRP	GR100	\$15,300	\$0	\$15,300	0.0
Promotions-FAS	1335F	400,000	0	400,000	0.0
Total France Promo-Fresh & Proc Gft		415,300	0	415,300	0.0
Europe - Retail					
Fresh & Processed Grapefruit					
57 10 18 11 300					
Promotions-DOC-CRP	GR100	10,200	0	10,200	0.0
Promotions-FAS	1335F	297,800	0	297,800	0.0
Total Europe Retail-Fresh & Proc Gft		308,000	0	308,000	0.0
TOTAL EUROPEAN PROMOTIONS		\$723,300	\$0	\$723,300	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2021-22 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2021-22	ADJUSTMENT	REVISED BUDGET 2021-22	% INCREASE/ DECREASE
ASIAN PROMOTIONS					
JAPAN					
Fresh & Processed Grapefruit					
57 10 18 12 103					
Promotions-DOC-CRP	GR100	\$66,300	\$0	\$66,300	0.0
Promotions-FAS	1335F	1,230,155	0	1,230,155	0.0
Total Japan-Fresh & Proc Grft		1,296,455	0	1,296,455	0.0
KOREA					
Fresh & Processed Grapefruit					
57 10 18 13 103					
Promotions-DOC-CRP	GR100	7,450	0	7,450	0.0
Promotions-FAS	1335F	291,820	0	291,820	0.0
Total Korea-Fresh & Proc Grft		299,270	0	299,270	0.0
Processed Orange					
57 10 18 13 104					
Promotions-DOC	1335D	30,300	0	30,300	0.0
Promotions-FAS	1335F	510,090	0	510,090	0.0
Total Korea-Processed Orange		540,390	0	540,390	0.0
TOTAL ASIAN PROMOTIONS		2,136,115	0	2,136,115	0.0
TOTAL INTERNATIONAL MARKETING		\$4,122,949	(\$9,267)	\$4,113,682	(0.2)
SUBTOTALS BY FUNDING SOURCE					
Int'l Marketing-DOC		\$358,457	\$0	\$358,457	
Int'l Marketing-GR		\$112,650	0	\$112,650	
Int'l Marketing-FAS		3,543,775	0	3,543,775	
Int'l Marketing-ATP		108,067	(9,267)	98,800	
Total		\$4,122,949	(\$9,267)	\$4,113,682	

FLORIDA DEPARTMENT OF CITRUS
INTERNATIONAL MARKETING
2021-22 REVISED BUDGET BY VARIETY/FUNDING SOURCE

	<u>TOTAL</u>	<u>PROCESSED ORANGE</u>	<u>PROCESSED GRAPEFRUIT</u>	<u>FRESH ORANGE</u>	<u>FRESH GRAPEFRUIT</u>	<u>TOTAL GRAPEFRUIT</u>
DEPARTMENT OF CITRUS						
General Operations	\$206,750	\$62,975	\$20,700	\$0	\$123,075	\$143,775
FAS Administration	87,800	26,340	8,780	0	52,680	61,460
Canadian Marketing	47,007	22,800	3,350	10,807	10,050	13,400
European Promotions	25,500	0	6,375	0	19,125	25,500
Asian Promotions	104,050	30,300	18,438	0	55,313	73,750
Subtotal DOC	471,107	142,415	57,642	10,807	260,243	317,885
FOREIGN AGRICULTURAL SERVICE PROGRAM						
FAS Administration	45,000	13,500	4,500	0	27,000	31,500
Canadian Marketing	768,910	543,040	56,468	0	169,403	225,870
European Promotions	697,800	0	174,450	0	523,350	697,800
Asian Promotions	2,032,065	510,090	380,494	0	1,141,481	1,521,975
Subtotal FAS	3,543,775	1,066,630	615,911	0	1,861,234	2,477,145
Agricultural Trade Promotion Program (ATP)						
Canadian Marketing	98,800	0	0	98,800	0	0
Subtotal ATP	98,800	0	0	98,800	0	0
TOTAL INTERNATIONAL MARKETING	\$4,113,682	\$1,209,045	\$673,554	\$109,607	\$2,121,476	\$2,795,030
		29.4%	16.4%	2.7%	51.6%	
Percent DOC Contribution	13%	13%	9%	100%	14%	13%

FLORIDA DEPARTMENT OF CITRUS

SUMMARY STATEMENT OF RESERVES - ALL FUNDS

2021-22 REVISED OPERATING BUDGET

<u>DESCRIPTION</u>	<u>OCA CODE</u>	<u>PRELIMINARY BUDGET 2021-22</u>	<u>ADJUSTMENT</u>	<u>REVISED BUDGET 2021-22</u>	<u>% INCREASE/ DECREASE</u>	<u>% OF REVENUE</u>	<u>EQUIVALENT BOXES</u>
57 10 00 10 005							
Processed Orange	830PO	\$220,367	\$1,396	\$221,763	0.6	3%	1,848,025
Fresh Orange	830FO	5,285	6,932	12,217	131.2	10%	244,340
Combined Grapefruit	830FG	12,791	16,215	29,006	126.8	11%	414,371
Fresh Specialty	830FS	3,627	(926)	2,701	(25.5)	7%	38,586
		<u>\$242,070</u>	<u>\$23,617</u>	<u>\$265,687</u>	9.8		<u>2,545,322</u>