

State of Florida
Department of Citrus

2022 - 2023
REVISED
OPERATING
BUDGET

October 26, 2022



FLORIDA DEPARTMENT OF CITRUS

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FLORIDA DEPARTMENT OF CITRUS

COMPARATIVE CITRUS ADVERTISING ASSESSMENTS*

2022-23 REVISED OPERATING BUDGET

	2021-22		2022-23		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	0
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

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	BEGINNING OPERATING FUND BALANCE	REVENUE	COMMITTED/ UNCOMMITTED EXPENDITURES	RESERVES	ENDING OPERATING FUND BALANCE
Florida Citrus Advertising Trust Fund	\$10,262,027	\$29,611,675	\$28,526,789	\$1,267,886	\$10,079,027

FLORIDA DEPARTMENT OF CITRUS

REVENUE BOXES (000)

2022-23 REVISED OPERATING BUDGET

	2021-22 ACTUAL REVENUE BOXES	2022-23 PRELIMINARY ESTIMATED BOXES	2022-23 REVENUE BOXES	REVENUE BOX ADJUSTMENT	2022-23 REVISED ESTIMATED BOXES	2022-23 REVENUE BOXES	% INCREASE/ DECREASE
DOMESTIC							
ORANGE:		35,000			28,000		
Non-Revenue		<u>(200)</u>			<u>(110)</u>		
Fresh	2,630		1,985	(392)		1,593	(19.7)
Processed	38,711		<u>32,815</u>	<u>(6,518)</u>		<u>26,297</u>	<u>(19.9)</u>
GRAPEFRUIT:		3,600			2,000		
Non-Revenue		<u>(80)</u>			<u>(50)</u>		
Fresh	1,789		1,799	(779)		1,020	(43.3)
Processed	1,549		<u>1,721</u>	<u>(791)</u>		<u>930</u>	<u>(46.0)</u>
SPECIALTY:		800			700		
Non-Revenue		<u>(50)</u>			<u>(40)</u>		
Fresh	438		488	(82)		406	(16.8)
Processed	<u>286</u>		<u>262</u>	<u>(8)</u>		<u>254</u>	<u>(3.1)</u>
SUBTOTAL:		39,400			30,700		
Non-Revenue		<u>(330)</u>			<u>(200)</u>		
Fresh	4,857		4,272	(1,253)		3,019	(29.3)
Processed	<u>40,546</u>		<u>34,798</u>	<u>(7,317)</u>		<u>27,481</u>	<u>(21.0)</u>
TOTAL DOMESTIC:	<u>45,403</u>		<u>39,070</u>	<u>(8,570)</u>		<u>30,500</u>	<u>(21.9)</u>
IMPORTS							
Orange	42,046		57,676	20,687		78,363	35.9
Grapefruit	<u>595</u>		<u>500</u>	<u>0</u>		<u>500</u>	<u>0.0</u>
TOTAL IMPORTS:	<u>42,641</u>		<u>58,176</u>	<u>20,687</u>		<u>78,863</u>	<u>35.6</u>
TOTAL	<u><u>88,044</u></u>		<u><u>97,246</u></u>	<u><u>12,117</u></u>		<u><u>109,363</u></u>	<u><u>12.5</u></u>

FLORIDA DEPARTMENT OF CITRUS

ESTIMATED REVENUE

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY ESTIMATED 2022-23	ADJUSTMENT	REVISED ESTIMATED 2022-23	% INCREASE/ DECREASE
Assessment on Domestic Fruit				
Orange				
Fresh	\$99,250	(\$19,600)	\$79,650	(19.7)
Processed	3,937,800	(782,160)	3,155,640	(19.9)
	<u>4,037,050</u>	<u>(801,760)</u>	<u>3,235,290</u>	(19.9)
Grapefruit				
Fresh	125,930	(54,530)	71,400	(43.3)
Processed	120,470	(55,370)	65,100	(46.0)
	<u>246,400</u>	<u>(109,900)</u>	<u>136,500</u>	(44.6)
Specialty				
Fresh	34,160	(5,740)	28,420	(16.8)
Processed	18,340	(560)	17,780	(3.1)
	<u>52,500</u>	<u>(6,300)</u>	<u>46,200</u>	(12.0)
Assessment on Import Fruit				
Orange (Opt Out)	2,307,040	827,480	3,134,520	35.9
Grapefruit	11,667	(1)	11,666	(0.0)
	<u>2,318,707</u>	<u>827,479</u>	<u>3,146,186</u>	35.7
Total Assessments	6,654,657	(90,481)	6,564,176	(1.4)
Investment Earnings	50,700	100	50,800	0.2
Gen Rev - Funds	19,125,000	0	19,125,000	0.0
Federal Grants (FAS)	<u>3,871,699</u>	<u>0</u>	<u>3,871,699</u>	0.0
TOTAL	<u>\$29,702,056</u>	<u>(\$90,381)</u>	<u>\$29,611,675</u>	(0.3)

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY DEPARTMENT

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
Administration				
Admin and Support Services	\$2,218,800	(\$10,000)	\$2,208,800	(0.5)
PALM Upgrade - Gen Rev	125,000	0	125,000	0.0
State General Revenue Charge	268,200	(3,600)	264,600	(1.3)
Scientific Research & Development				
General Operations	546,300	200	546,500	0.0
Scientific Product Research	437,000	0	437,000	0.0
New Varieties Development-Gen Rev	1,000,000	0	1,000,000	0.0
Acclerted Tree Growth Prog - Gen Rev	1,000,000	0	1,000,000	0.0
Economic and Market Research				
General Operations	434,800	0	434,800	0.0
Research Studies & Data	620,500	0	620,500	0.0
Marketing & Public Relations				
General Operations	569,400	0	569,400	0.0
Public Relations Programs	1,064,500	(983,000)	81,500	(92.3)
Public Relations Programs-Gen Rev	16,887,350	0	16,887,350	0.0
Gift Fruit Programs	57,600	(57,600)	0	(100.0)
International Marketing				
International Promotions-DOC	366,990	0	366,990	0.0
Int'l Promotions - GR - CRP	112,650	0	112,650	0.0
International Promotions-FAS	3,871,699	0	3,871,699	0.0
Total Expenditures	29,580,789	(1,054,000)	28,526,789	(3.6)
Reserves	337,266	930,620	1,267,886	275.9
TOTAL	\$29,918,055	(\$123,380)	\$29,794,675	(0.4)

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY CATEGORY

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
GENERAL OPERATIONS				
Salaries and Benefits	\$2,933,700	(\$27,300)	\$2,906,400	(0.9)
Other Personal Services	43,000	5,000	48,000	11.6
Travel	71,000	0	71,000	0.0
People First Initiative	9,100	1,000	10,100	11.0
Unemployment Compensation	3,600	0	3,600	0.0
Telephone	48,900	0	48,900	0.0
Postage/Freight	9,150	1,500	10,650	16.4
Data Processing	235,123	0	235,123	0.0
Supplies	5,977	0	5,977	0.0
Insurance and Bond Premiums	17,000	0	17,000	0.0
Reproduction	5,700	0	5,700	0.0
Subscriptions and Memberships	63,900	500	64,400	0.8
Training	4,300	0	4,300	0.0
Repairs and Maintenance	117,400	0	117,400	0.0
Utilities	71,000	11,000	82,000	15.5
Leases/Rent Expense	22,200	0	22,200	0.0
Promotional Items	4,800	0	4,800	0.0
Capital Equipment (OCO)	5,500	0	5,500	0.0
Office/Research Equipment	1,000	0	1,000	0.0
Miscellaneous	41,100	(1,500)	39,600	(3.6)
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	86,940	0	86,940	0.0
Subtotal General Operations	3,937,690	(9,800)	3,927,890	(0.2)
PROGRAMS*				
Legal Services	128,000	0	128,000	0.0
General Revenue Charge	268,200	(3,600)	264,600	(1.3)
Scientific Research	437,000	0	437,000	0.0
New Varieties Development	2,000,000	0	2,000,000	0.0
Economic & Market Research	620,500	0	620,500	0.0
Public Relations Programs	17,951,850	(983,000)	16,968,850	(5.5)
Gift Fruit Programs	57,600	(57,600)	0	(100.0)
International Marketing	4,054,949	0	4,054,949	0.0
PALM Upgrade	125,000	0	125,000	
Reserves	337,266	930,620	1,267,886	275.9
Subtotal Programs	25,980,365	(113,580)	25,866,785	(0.4)
TOTAL	\$29,918,055	(\$123,380)	\$29,794,675	(0.4)

*Program costs exclude general operating expenses

FLORIDA DEPARTMENT OF CITRUS

BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY 2022-23 PRELIMINARY OPERATING BUDGET

	TOTAL	PROCESSED ORANGE	PROCESSED GRAPEFRUIT	FRESH ORANGE	FRESH GRAPEFRUIT	FRESH SPECIALTY
REVENUE						
Carryover	\$216,000	\$0	\$16,000	\$40,000	\$160,000	\$0
Tax Assessments-Domestic	4,335,950	3,956,140	120,470	99,250	125,930	34,160
Tax Assessments-Imports	2,318,706	2,307,040	11,666	0	0	0
Interest/Other	50,700	47,300	1,200	1,000	900	300
PALM - Gen Rev	125,000	116,650	2,863	2,550	2,312	625
Citrus Research - Gen Rev	1,000,000	600,000	100,000	100,000	100,000	100,000
Accelerated Tree Growth Prg-Gen Rev	1,000,000	1,000,000	0	0	0	0
Marketing & PR - Gen Rev	17,000,000	16,324,850	450,663	0	224,487	0
FAS Program	3,871,699	1,165,008	648,298	100,000	1,958,393	0
BUDGETED REVENUE	\$29,918,055	\$25,516,988	\$1,351,160	\$342,800	\$2,572,022	\$135,085
EXPENDITURES						
Administration						
Admin & Support Services	\$2,218,800	\$2,070,584	\$50,811	\$45,264	\$41,047	\$11,094
State Gen Rev Charge	268,200	252,400	5,300	4,000	5,100	1,400
PALM - Gen Rev	125,000	116,650	2,862	2,550	2,313	625
Subtotal Administration	2,612,000	2,439,634	58,973	51,814	48,460	13,119
Scientific Research						
General Operations	546,300	509,807	12,510	11,145	10,106	2,732
Scientific Prod Res	437,000	427,982	3,092	2,754	2,497	675
Citrus Research - Gen Rev	1,000,000	600,000	100,000	100,000	100,000	100,000
Accelerated Tree Growth Prg-Gen Rev	1,000,000	1,000,000	0	0	0	0
Subtotal Scientific Research	2,983,300	2,537,789	115,602	113,899	112,603	103,407
Economic Research						
General Operations	434,800	405,755	9,957	8,870	8,044	2,174
Research Data & Studies	620,500	590,569	16,432	6,273	5,688	1,538
Subtotal Econ Research	1,055,300	996,324	26,389	15,143	13,732	3,712
Marketing & Public Relations						
General Operations	569,400	537,601	9,969	12,029	6,850	2,952
Public Relations Programs	1,064,500	1,058,248	1,960	2,365	1,347	580
Marketing & PR-Gen Rev	16,887,350	16,324,850	422,500	0	140,000	0
Gift Fruit Programs	57,600	0	0	31,680	17,856	8,064
Subtotal Domestic Marketing	18,578,850	17,920,699	434,429	46,074	166,053	11,596
Int'l Promotions-DOC	366,990	143,317	31,864	10,000	181,809	0
Int'l Promotions-Gen Rev	112,650	0	28,162	0	84,488	0
Int'l Promotions-FAS	3,871,699	1,165,008	648,298	100,000	1,958,393	0
Subtotal Int'l Marketing	4,351,339	1,308,325	708,323	110,000	2,224,690	0
Budgeted Expenditures	29,580,789	25,202,771	1,343,716	336,929	2,565,538	131,834
Reserves	337,266	314,217	7,443	5,871	6,484	3,251
TOTAL BUDGET	\$29,918,055	\$25,516,988	\$1,351,159	\$342,800	\$2,572,022	\$135,085

FLORIDA DEPARTMENT OF CITRUS
BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY
2022-23 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	\$183,000	\$0	\$23,000	\$5,000	\$155,000	\$0
2021-22 Unspent Certified	0	0	0	0	0	0
Tax Assessments-Domestic	3,417,990	3,173,420	65,100	79,650	71,400	28,420
Tax Assessments-Imports	3,146,186	3,134,520	11,666	0	0	0
Interest/Other	50,800	48,600	700	700	500	300
PALM - Gen Rev	125,000	116,650	2,863	2,550	2,312	625
Citrus Research - Gen Rev	1,000,000	600,000	100,000	100,000	100,000	100,000
Accelerated Tree Growth Prg-Gen Rev	1,000,000	1,000,000	0	0	0	0
PR & Marketing - Gen Rev	17,000,000	16,267,250	450,662	34,560	238,888	8,640
FAS Program	3,871,699	1,165,008	648,298	100,000	1,958,393	0
BUDGETED REVENUE	<u>\$29,794,675</u>	<u>\$25,505,448</u>	<u>\$1,302,289</u>	<u>\$322,460</u>	<u>\$2,526,493</u>	<u>\$137,985</u>
EXPENDITURES						
Administration						
Admin & Support Services	\$2,208,800	\$2,118,239	\$28,714	\$30,923	\$19,879	\$11,044
State Gen Rev Charge	264,600	254,300	3,100	3,200	2,900	1,100
PALM - Gen Rev	125,000	119,875	1,625	1,750	1,125	625
Subtotal Administration	<u>2,598,400</u>	<u>2,492,414</u>	<u>33,439</u>	<u>35,873</u>	<u>\$23,904</u>	<u>12,769</u>
Scientific Research						
General Operations	546,500	524,094	7,105	7,651	\$4,918	2,732
Scientific Prod Res	437,000	431,465	1,755	1,890	1,215	675
Citrus Research - Gen Rev	1,000,000	600,000	100,000	100,000	100,000	100,000
Accelerated Tree Growth Prg-Gen Rev	1,000,000	1,000,000	0	0	0	0
Subtotal Scientific Research	<u>2,983,500</u>	<u>2,555,559</u>	<u>108,860</u>	<u>109,541</u>	<u>\$106,133</u>	<u>103,407</u>
Economic Research						
General Operations	434,800	416,973	5,652	6,087	\$3,913	2,174
Research Data & Studies	620,500	603,198	8,693	4,305	2,768	1,538
Subtotal Econ Research	<u>1,055,300</u>	<u>1,020,171</u>	<u>14,345</u>	<u>10,392</u>	<u>\$6,681</u>	<u>3,712</u>
Marketing & Public Relations						
General Operations	569,400	548,238	6,683	8,353	\$3,342	2,784
Public Relations Programs	81,500	78,403	978	1,223	489	408
Marketing & PR-Gen Rev	16,887,350	16,267,250	422,500	34,560	154,400	8,640
Gift Fruit Programs	0	0	0	0	0	0
Subtotal Domestic Marketing	<u>17,538,250</u>	<u>16,893,891</u>	<u>430,161</u>	<u>44,136</u>	<u>\$158,231</u>	<u>11,832</u>
Int'l Promotions-DOC	366,990	143,317	31,864	10,000	\$181,809	0
Int'l Promotions-GR CRP	112,650	0	28,162	0	84,488	0
Int'l Promotions-FAS	3,871,699	1,165,008	648,298	100,000	1,958,393	0
Subtotal Int'l Marketing	<u>4,351,339</u>	<u>1,308,325</u>	<u>708,324</u>	<u>110,000</u>	<u>\$2,224,690</u>	<u>0</u>
Budgeted Expenditures	28,526,789	24,270,359	1,295,129	309,942	2,519,639	131,720
Reserves	1,267,886	1,235,089	7,160	12,518	6,854	6,265
TOTAL BUDGET	<u>\$29,794,675</u>	<u>\$25,505,448</u>	<u>\$1,302,289</u>	<u>\$322,460</u>	<u>\$2,526,493</u>	<u>\$137,985</u>

FLORIDA DEPARTMENT OF CITRUS
COMPARISON OF OPERATING BUDGET - ALL VARIETY
2022-23 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
REVENUE				
Carryover	\$216,000	(\$33,000)	\$183,000	(15.3)
2021-22 Unspent Certified	0	0	0	100.+
Tax Assessments-Domestic	4,335,950	(917,960)	3,417,990	(21.2)
Tax Assessments-Imports	2,318,706	827,480	3,146,186	35.7
Interest/Other	50,700	100	50,800	0.2
PALM - Gen Rev	125,000	0	125,000	0.0
Citrus Research - Gen Rev	1,000,000	0	1,000,000	0.0
Accelerated Tree Growth Prg-Gen Rev	1,000,000	0	1,000,000	0.0
PR & Marketing - Gen Rev	17,000,000	0	17,000,000	0.0
FAS Program	3,871,699	0	3,871,699	0.0
BUDGETED REVENUE	\$29,918,055	(\$123,380)	\$29,794,675	(0.4)
EXPENDITURES				
Administration				
Admin & Support Services	\$2,218,800	(\$10,000)	\$2,208,800	(0.5)
State Gen Rev Charge	268,200	(3,600)	264,600	(1.3)
PALM - Gen Rev	125,000	(0)	125,000	(0.0)
Subtotal Administration	2,612,000	(13,600)	2,598,400	(0.5)
Scientific Research				
General Operations	546,300	200	546,500	0.0
Scientific Prod Res	437,000	0	437,000	0.0
Citrus Research - Gen Rev	1,000,000	0	1,000,000	0.0
Accelerated Tree Growth Prg-Gen Rev	1,000,000	0	1,000,000	0.0
Subtotal Scientific Research	2,983,300	200	2,983,500	0.0
Economic Research				
General Operations	434,800	0	434,800	0.0
Research Data & Studies	620,500	0	620,500	0.0
Subtotal Econ Research	1,055,300	0	1,055,300	0.0
Marketing & Public Relations				
General Operations	569,400	(0)	569,400	(0.0)
Public Relations Programs	1,064,500	(983,000)	81,500	(92.3)
Marketing & PR-Gen Rev	16,887,350	0	16,887,350	0.0
Gift Fruit Marketing	57,600	(57,600)	0	(100.0)
Subtotal Domestic Marketing	18,578,850	(1,040,600)	17,538,250	(5.6)
Int'l Promotions-DOC	366,990	0	366,990	0.0
Int'l Promotions - Gen Rev	112,650	0	112,650	0.0
Int'l Promotions-FAS	3,871,699	0	3,871,699	0.0
Subtotal Int'l Marketing	4,351,339	0	4,351,339	0.0
Budgeted Expenditures	29,580,789	(1,054,000)	28,526,789	(3.6)
Reserves	337,266	930,620	1,267,886	275.9
TOTAL BUDGET	\$29,918,055	(\$123,380)	\$29,794,675	(0.4)

FLORIDA DEPARTMENT OF CITRUS
COMPARISON OF PROCESSED ORANGE OPERATING BUDGET
2022-23 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
REVENUE				
Carryover	\$0	\$0	\$0	0.0
2021-22 Unspent Certified				0.0
Tax Assessments-Domestic	3,956,140	(782,720)	3,173,420	(19.8)
Tax Assessments-Imports	2,307,040	827,480	3,134,520	35.9
Interest/Other	47,300	1,300	48,600	2.7
PALM - Gen Rev	116,650	0	116,650	0.0
Citrus Research - Gen Rev	600,000	0	600,000	0.0
Accelerated Tree Growth Prg-Gen Rev	1,000,000	0	1,000,000	0.0
PR & Marketing - Gen Rev	16,324,850	(57,600)	16,267,250	(0.4)
FAS Program	1,165,008	0	1,165,008	0.0
BUDGETED REVENUE	\$25,516,988	(\$11,540)	\$25,505,448	(0.0)
EXPENDITURES				
Administration				
Admin & Support Services	\$2,070,584	\$47,655	\$2,118,239	2.3
State Gen Rev Charge	252,400	1,900	254,300	0.8
PALM - Gen Rev	116,650	3,225	119,875	2.8
Subtotal Administration	2,439,634	52,780	2,492,414	2.2
Scientific Research				
General Operations	509,807	14,287	524,094	2.8
Scientific Prod Res	427,982	3,483	431,465	0.8
Citrus Research - Gen Rev	600,000	0	600,000	0.0
Accelerated Tree Growth Prg-Gen Rev	1,000,000	0	1,000,000	0.0
Subtotal Scientific Research	2,537,789	17,770	2,555,559	0.7
Economic Research				
General Operations	405,755	11,218	416,973	2.8
Research Data & Studies	590,569	12,629	603,198	2.1
Subtotal Econ Research	996,324	23,847	1,020,171	2.4
Marketing & Public Relations				
General Operations	537,601	10,637	548,238	2.0
Public Relations Programs	1,058,248	(979,845)	78,403	(92.6)
Marketing & PR-Gen Rev	16,324,850	(57,600)	16,267,250	(0.4)
Subtotal Domestic Marketing	17,920,699	(1,026,808)	16,893,891	(5.7)
Int'l Promotions-DOC	143,317	0	143,317	0.0
Int'l Promotions - Gen Rev	0	0	0	0.0
Int'l Promotions-FAS	1,165,008	0	1,165,008	0.0
Subtotal Int'l Marketing	1,308,325	0	1,308,325	0.0
Budgeted Expenditures	25,202,771	(932,412)	24,270,359	(3.7)
Reserves	314,217	920,872	1,235,089	100.+
TOTAL BUDGET	\$25,516,988	(\$11,540)	\$25,505,448	(0.0)

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF COMBINED GRAPEFRUIT OPERATING BUDGET

2022-23 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
REVENUE				
Carryover	\$176,000	\$2,000	\$178,000	1.1
2021-22 Unspent Certified	0	0	0	100.+
Tax Assessments-Domestic	246,400	(109,900)	136,500	(44.6)
Tax Assessments-Imports	11,666	(0)	11,666	(0.0)
Interest/Other	2,100	(900)	1,200	(42.9)
PALM - Gen Rev	5,175	0	5,175	0.0
Citrus Research - Gen Rev	200,000	0	200,000	0.0
Accelerated Tree Growth Prg-Gen Rev	0	0	0	0.0
PR & Marketing - Gen Rev	675,150	14,400	689,550	1.0
FAS Program	2,606,691	0	2,606,691	0.0
BUDGETED REVENUE	\$3,923,182	(\$94,400)	\$3,828,782	(2.4)
EXPENDITURES				
Administration				
Admin & Support Services	\$91,858	(\$43,264)	\$48,594	(47.1)
State Gen Rev Charge	10,400	(4,400)	6,000	(42.3)
PALM - Gen Rev	5,175	(2,425)	2,750	(46.9)
Subtotal Administration	107,433	(50,090)	57,344	(46.6)
Scientific Research				
General Operations	22,616	(10,594)	12,022	(46.8)
Scientific Prod Res	5,589	(2,619)	2,970	0.0
Citrus Research - Gen Rev	200,000	0	200,000	0.0
Accelerated Tree Growth Prg-Gen Rev	0	0	0	0.0
Subtotal Scientific Research	228,205	(13,213)	214,992	(5.8)
Economic Research				
General Operations	18,001	(8,435)	9,566	(46.9)
Research Data & Studies	22,120	(10,661)	11,460	(48.2)
Subtotal Econ Research	40,121	(19,096)	21,026	(47.6)
Marketing & Public Relations				
General Operations	16,819	(6,794)	10,025	(40.4)
Public Relations Programs	3,307	(1,840)	1,467	(55.6)
Marketing & PR-Gen Rev	562,500	14,400	576,900	2.6
Gift Fruit Marketing	17,856	(17,856)	0	(100.0)
Subtotal Domestic Marketing	600,482	(12,090)	588,392	(2.0)
Int'l Promotions-DOC	213,673	0	213,673	0.0
Int'l Promotions-Gen Rev	112,650	0	112,650	0.0
Int'l Promotions-FAS	2,606,691	0	2,606,691	0.0
Subtotal Int'l Marketing	2,933,014	0	2,933,014	0.0
Budgeted Expenditures	3,909,255	(94,487)	3,814,768	(2.4)
Reserves	13,927	87	14,014	0.6
TOTAL BUDGET	\$3,923,182	(\$94,400)	\$3,828,782	(2.4)

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF FRESH ORANGE OPERATING BUDGET

2022-23 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
REVENUE				
Carryover	\$40,000	(\$35,000)	\$5,000	(87.5)
2021-22 Unspent Certified	0	0	0	100.+
Tax Assessments-Domestic	99,250	(19,600)	79,650	(19.7)
Interest/Other	1,000	(300)	700	(30.0)
PALM - Gen Rev	2,550	0	2,550	0.0
Citrus Research - Gen Rev	100,000	0	100,000	0.0
Accelerated Tree Growth Prg-Gen Rev	0	0	0	0.0
PR & Marketing - Gen Rev	0	34,560	34,560	100.+
FAS Program	100,000	0	100,000	0.0
BUDGETED REVENUE	\$342,800	(\$20,340)	\$322,460	(5.9)
EXPENDITURES				
Administration				
Admin & Support Services	\$45,264	(\$14,341)	\$30,923	(31.7)
State Gen Rev Charge	4,000	(800)	3,200	(20.0)
PALM - Gen Rev	2,550	(800)	1,750	(31.4)
Subtotal Administration	51,814	(15,941)	35,873	(30.8)
Scientific Research				
General Operations	11,145	(3,494)	7,651	(31.4)
Scientific Prod Res	2,754	(864)	1,890	0.0
Citrus Research - Gen Rev	100,000	0	100,000	0.0
Accelerated Tree Growth Prgm	0	0	0	0.0
Subtotal Scientific Research	113,899	(4,358)	109,541	(3.8)
Economic Research				
General Operations	8,870	(2,783)	6,087	(31.4)
Research Data & Studies	6,273	(1,968)	4,305	(31.4)
Subtotal Econ Research	15,143	(4,751)	10,392	(31.4)
Marketing & Public Relations				
General Operations	12,029	(3,676)	8,353	(30.6)
Public Relations Programs	2,365	(1,143)	1,223	(48.3)
Marketing & PR - Gen Rev	0	34,560	34,560	100.+
Gift Fruit Marketing	31,680	(31,680)	0	(100.0)
Subtotal Domestic Marketing	46,074	(1,938)	44,136	(4.2)
Int'l Promotions-DOC	10,000	0	10,000	0.0
Int'l Promotions-GR	0	0	0	0.0
Int'l Promotions-FAS	100,000	0	100,000	0.0
Subtotal Int'l Marketing	110,000	0	110,000.0	0.0
Budgeted Expenditures	336,929	(26,987)	309,942	(8.0)
Reserves	5,871	6,647	12,518	113.2
TOTAL BUDGET	\$342,800	(\$20,340)	\$322,460	(5.9)

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF FRESH SPECIALTY OPERATING BUDGET

2022-23 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
REVENUE				
Carryover	\$0	\$0	\$0	0.0
2021-22 Unspent Certified	0	0	0	0.0
Tax Assessments-Domestic	34,160	(5,740)	28,420	(16.8)
Interest/Other	300	0	300	0.0
PALM - Gen Rev	625	0	625	0.0
Citrus Research - Gen Rev	100,000	0	100,000	0.0
PR & Marketing - Gen Rev	0	8,640	8,640	0.0
BUDGETED REVENUE	\$135,085	\$2,900	\$137,985	2.1
EXPENDITURES				
Administration				
Admin & Support Services	\$11,094	(\$50)	\$11,044	(0.5)
State Gen Rev Charge	1,400	(300)	1,100	(21.4)
PALM - Gen Rev	625	-	625	0.0
Subtotal Administration	13,119	(350)	12,769	(2.7)
Scientific Research				
General Operations	2,732	-	2,732	0.0
Scientific Prod Res	675	-	675	0.0
Citrus Research - Gen Rev	100,000	-	100,000	0.0
Subtotal Scientific Research	103,407	-	103,407	0.0
Economic Research				
General Operations	2,174	-	2,174	0.0
Research Data & Studies	1,538	-	1,538	0.0
Subtotal Econ Research	3,712	-	3,712	0.0
Marketing & Public Relations				
General Operations	2,952	(167)	2,785	(5.7)
Public Relations Programs	580	(173)	408	(29.7)
Marketing & PR - Gen Rev	-	8,640	8,640	0.0
Gift Fruit Marketing	8,064	(8,064)	-	(100.0)
Subtotal Domestic Marketing	11,596	236	11,832	2.0
Budgeted Expenditures	131,834	(114)	131,720	(0.1)
Reserves	3,251	3,014	6,265	92.7
TOTAL BUDGET	\$135,085	\$2,900	\$137,985	2.1

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
STATE GENERAL REVENUE CHARGE					
57 10 00 00 000					
Florida Citrus Advertising Trust Fund	88040	<u>\$268,200</u>	<u>(\$3,600)</u>	<u>\$264,600</u>	(1.3)
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	1,580,000	(27,300)	1,552,700	(1.7)
Temporary Employee (OPS)	12100	7,000	5,000	12,000	71.4
Employee Travel - All Variety	26000	10,000	0	10,000	0.0
Subtotal		<u>1,606,000</u>	<u>(22,300)</u>	<u>1,583,700</u>	(1.4)
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	3,800	800	4,600	21.1
Unemployment Compensation	16500	3,600	0	3,600	0.0
Telephone	22100	38,000	0	38,000	0.0
Office Supplies	34101	1,000	0	1,000	0.0
Office Equipment	34102	1,000	0	1,000	0.0
Casualty Insurance	4100C	13,600	0	13,600	0.0
Property Insurance	4100P	3,400	0	3,400	0.0
Subscriptions	49200	8,000	500	8,500	6.3
Memberships	49300	800	0	800	0.0
Miscellaneous	49900	2,000	0	2,000	0.0
Subtotal General Operations		<u>1,683,800</u>	<u>(21,000)</u>	<u>1,662,800</u>	(1.2)
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	10,000	0	10,000	0.0
Legal Srv - General Counsel	1316G	100,000	0	100,000	0.0
Legal Srv - Trademarks	1316T	15,000	0	15,000	0.0
Legal Advertising	13310	2,000	0	2,000	0.0
Miscellaneous	29000	2,000	0	2,000	0.0
Total Legal Services		<u>\$130,000</u>	<u>\$0</u>	<u>\$130,000</u>	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
SUPPORT SERVICES					
57 10 10 12 002					
Ground Maintenance	13290	\$8,000	\$0	\$8,000	0.0
Mailing & Delivery Services	13420	1,000	0	1,000	0.0
Shredding Services	13421	800	0	800	0.0
Warehouse Services	13991	8,000	0	8,000	0.0
Postage	21000	2,500	0	2,500	0.0
Reproduction	23000	5,000	0	5,000	0.0
Maintenance - Auto	2410A	1,500	0	1,500	0.0
Maintenance - Building	2410B	55,000	0	55,000	0.0
Maintenance - Equipment	2410E	400	0	400	0.0
Building Utilities	27100	71,000	11,000	82,000	15.5
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		168,700	11,000	179,700	6.5
IT SERVICES					
57 10 10 14 002					
Cloud Computing Migration	1327C	82,000	0	82,000	0.0
Training	13280	1,800	0	1,800	0.0
DP Services - Other	22300	65,000	0	65,000	0.0
DP Equipment	3410E	36,000	0	36,000	0.0
Data Processing Supplies	3410S	1,000	0	1,000	0.0
Auditorium Technology Upgrades(OCO)	5160A	5,500	0	5,500	0.0
Data Processing Software	53100	45,000	0	45,000	0.0
Subtotal IT Services		236,300	0	236,300	0.0
Total Support & IT Services		405,000	11,000	416,000	2.7
GENERAL REVENUE PROGRAM					
57 10 10 15 002					
Revenue Sys - PALM Upgrade	GR001	125,000	0	125,000	0.0
Total General Revenue Program		125,000	0	125,000	
TOTAL ADMIN, SUPPORT & IT SERVICES		\$2,343,800	(\$10,000)	\$2,333,800	(0.4)
*SUBTOTALS BY FUNDING SOURCE					
Admin & Support Svcs - CATF		2,218,800	(10,000)	2,208,800	
Admin & Support Svcs - GR		125,000	-	125,000	
Total		\$2,343,800	(\$10,000)	\$2,333,800	

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
SCIENTIFIC RESEARCH					
GENERAL OPERATIONS					
57 10 12 10 001					
Salaries and Benefits	11000	\$302,500	\$0	\$302,500	0.0
Temporary Employee (OPS)	12100	5,000	0	5,000	0.0
Employee Travel - All Variety	26000	12,000	0	12,000	0.0
57 10 12 10 002					
Mailing & Delivery Services	13420	100	0	100	0.0
People First	15800	2,500	200	2,700	8.0
Postage	21000	100	0	100	0.0
Telephone	22100	1,500	0	1,500	0.0
Reproduction	23000	200	0	200	0.0
Repairs & Maintenance	24101	50,000	0	50,000	0.0
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	0	200	0.0
Memberships	49300	32,000	0	32,000	0.0
Miscellaneous	49900	1,500	0	1,500	0.0
TOTAL GENERAL OPERATIONS		546,300	200	546,500	0.0
MEDICAL RESEARCH					
57 10 12 11 005					
Skin Health - OJ	SR094	67,000	0	67,000	0.0
Glycemia, Energy, Behavior - OJ	SR095	35,000	0	35,000	0.0
Clinical/Analytical Study - OJ	SR098	200,000	0	200,000	0.0
USF-Registered Dietician	SR150	135,000	0	135,000	0.0
Subtotal Medical Research		437,000	0	437,000	0.0
TOTAL SCIENTIFIC RESEARCH		\$983,300	\$200	\$983,500	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
SCIENTIFIC SPONSORED RESEARCH					
GENERAL REVENUE PROGRAMS					
57 10 12 11 003					
New Varieties Development-AV	GR090	1,000,000	-	1,000,000	0.0
TOTAL NVDC - GENERAL REVENUE		<u>1,000,000</u>	<u>0</u>	<u>1,000,000</u>	0.0
57 10 15 11 003					
Accelerated Tree Growth Program	GR110	1,000,000	-	1,000,000	0.0
TOTAL TREE GROWTH		<u>1,000,000</u>	<u>0</u>	<u>1,000,000</u>	0.0
TOTAL GENERAL REVENUE		2,000,000	0	2,000,000	
TOTAL SCIENTIFIC & SPONSORED RESEARCH		<u>\$2,983,300</u>	<u>\$200</u>	<u>\$2,983,500</u>	0.0
SUBTOTALS BY FUNDING SOURCE					
Scientific Research - CATF		\$983,300	\$200	\$983,500	
Scientific Research - GR		<u>2,000,000</u>	<u>0</u>	<u>2,000,000</u>	
Total		<u>\$2,983,300</u>	<u>\$200</u>	<u>\$2,983,500</u>	

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
ECONOMIC AND MARKET RESEARCH					
GENERAL OPERATIONS					
57 10 13 10 001					
Salaries and Benefits	11000	\$350,000	\$0	\$350,000	0.0
Temporary Employee (OPS)	12100	25,000	0	25,000	0.0
Employee Travel - All Variety	26000	15,000	0	15,000	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	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
Data Analytics Software	53102	31,000	0	31,000	0.0
TOTAL GENERAL OPERATIONS		434,800	0	434,800	0.0
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	240,500	0	240,500	0.0
Economic Impact Analysis - AV	ER025	32,000	0	32,000	0.0
Other Data Purchases - AV	ER035	10,000	0	10,000	0.0
Survey's - Toluna - AV	ER060	25,000	0	25,000	0.0
Subtotal Research Data & Studies		620,500	0	620,500	0.0
TOTAL ECON & MKT RESEARCH		\$1,055,300	\$0	\$1,055,300	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
MARKETING AND PUBLIC RELATIONS					
GENERAL OPERATIONS					
57 10 15 10 001					
Salaries and Benefits	11000	\$513,200	\$0	\$513,200	0.0
Employee Travel - All Variety	26000	2,000	0	2,000	0.0
Employee Travel - Orange Juice	26002	12,500	0	12,500	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	677	0	677	0.0
Subscriptions	49200	1,000	0	1,000	0.0
Memberships	49300	17,700	0	17,700	0.0
Digital Asset Management	53101	6,123	0	6,123	0.0
TOTAL GENERAL OPERATIONS		\$569,400	\$0	\$569,400	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	11,387,350	(57,600)	11,329,750	(0.5)
Grapefruit Promotions-Domestic-CRP	GR030	500,000	0	500,000	0.0
Gift Fruit Programs - CRP	GR070	0	57,600	57,600	100.0
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

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
PUBLIC RELATIONS					
CORPORATE - ALL VARIETIES					
57 10 15 12 003					
Policy Issues	PR017	\$34,500	(\$28,000)	\$6,500	(81.2)
Subtotal Corporate - All Varieties		34,500	(28,000)	6,500	(81.2)
PROCESSED ORANGE					
57 10 15 12 004					
Performance Mktg-Digital/Social	PR045	955,000	(955,000)	0	(100.0)
Subtotal Processed Orange		955,000	(955,000)	0	(100.0)
IN-STATE PROGRAMS					
57 10 15 12 008					
Industry Grower Relations - AV	PR081	75,000	0	75,000	0.0
Subtotal In-State Programs		75,000	0	75,000	0.0
FRESH FRUIT					
57 10 16 11 007					
Gift Fruit Programs	RM070	57,600	(57,600)	0	(100.0)
Subtotal Fresh Fruit		57,600	(57,600)	0	(100.0)
TOTAL PR PROGRAMS - CATF		\$1,122,100	(\$1,040,600)	\$81,500	(92.7)
SUBTOTALS BY FUNDING SOURCE					
PR & Domestic Marketing - CATF		\$1,691,500	(\$1,040,600)	\$650,900	
PR & Domestic Marketing - GR		16,887,350	0	16,887,350	
Total		\$18,578,850	(\$1,040,600)	\$17,538,250	

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% 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	4,000	0	4,000	0.0
Employee Travel - Grapefruit	26003	12,500	0	12,500	0.0
57 10 18 10 002					
Mailing & Delivery Services	13420	2,500	1,500	4,000	60.0
Banking Services (Foreign Currency)	13450	1,500	(1,500)	0	(100.0)
Postage	21000	100	0	100	0.0
Telephone	22100	1,000	0	1,000	0.0
Subscriptions	49200	150	0	150	0.0
Memberships	49300	4,000	0	4,000	0.0
Miscellaneous	49900	500	0	500	0.0
Subtotal General Operations		214,250	0	214,250	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	82,140	0	82,140	0.0
FAS Annual Workshop-DOC	26005	2,500	0	2,500	0.0
Subtotal FAS Administration		\$134,640	\$0	\$134,640	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
CANADIAN PROMOTIONS					
Fresh & Processed Grapefruit					
57 10 18 10 103					
Promotions-DOC-CRP	GR100	\$15,000	\$0	\$15,000	0.0
Promotions-FAS	1335F	266,225	0	266,225	0.0
Subtotal Canada-Fresh & Proc Gft		281,225	0	281,225	0.0
Processed Orange					
57 10 18 10 104					
Promotions-DOC	1335D	22,800	0	22,800	0.0
Promotions-FAS	1335F	592,228	0	592,228	0.0
Subtotal Canada-Proc Orange		615,028	0	615,028	0.0
Fresh Orange					
57 10 18 10 105					
Promotions-DOC	1335D	10,000	0	10,000	0.0
Promotions-FAS	1335F	100,000	0	100,000	0.0
Subtotal Canada-Fresh Orange		110,000	0	110,000	0.0
		\$1,006,253	\$0	\$1,006,253	0.0
EUROPEAN PROMOTIONS					
France - Promotions					
Fresh & Processed Grapefruit					
57 10 18 11 203					
Promotions-DOC-CRP	GR100	\$26,650	\$0	\$26,650	0.0
Promotions-FAS	1335F	535,490	0	535,490	0.0
Total France Promo-Fresh & Proc Gft		562,140	0	562,140	0.0
Europe - Retail					
Fresh & Processed Grapefruit					
57 10 18 11 300					
Promotions-DOC-CRP	GR100	17,000	0	17,000	0.0
Promotions-FAS	1335F	395,887	0	395,887	0.0
Total Europe Retail-Fresh & Proc Gft		412,887	0	412,887	0.0
TOTAL EUROPEAN PROMOTIONS		\$975,027	\$0	\$975,027	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2022-23 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2022-23	ADJUSTMENT	REVISED BUDGET 2022-23	% INCREASE/ DECREASE
ASIAN PROMOTIONS					
JAPAN					
Fresh & Processed Grapefruit					
57 10 18 12 103					
Promotions-DOC-CRP	GR100	\$34,000	\$0	\$34,000	0.0
Promotions-FAS	1335F	972,455	0	972,455	0.0
Total Japan-Fresh & Proc Grft		1,006,455	0	1,006,455	0.0
KOREA					
Fresh & Processed Grapefruit					
57 10 18 13 103					
Promotions-DOC-CRP	GR100	20,000	0	20,000	0.0
Promotions-FAS	1335F	405,134	0	405,134	0.0
Total Korea-Fresh & Proc Grft		425,134	0	425,134	0.0
Processed Orange					
57 10 18 13 104					
Promotions-DOC	1335D	30,300	0	30,300	0.0
Promotions-FAS	1335F	559,280	0	559,280	0.0
Total Korea-Processed Orange		589,580	0	589,580	0.0
TOTAL ASIAN PROMOTIONS		2,021,169	0	2,021,169	0.0
TOTAL INTERNATIONAL MARKETING		\$4,351,339	\$0	\$4,351,339	0.0
SUBTOTALS BY FUNDING SOURCE					
Int'l Marketing-DOC		\$366,990	\$0	\$366,990	
Int'l Marketing-GR		\$112,650	0	\$112,650	
Int'l Marketing-FAS		3,871,699	0	3,871,699	
Total		\$4,351,339	\$0	\$4,351,339	

FLORIDA DEPARTMENT OF CITRUS
INTERNATIONAL MARKETING
2022-23 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	\$214,250	\$63,325	\$22,900	\$0	\$128,025	\$150,925
FAS Administration	89,640	26,892	8,964	0	53,784	62,748
Canadian Marketing	47,800	22,800	3,750	10,000	11,250	15,000
European Promotions	43,650	0	10,913	0	32,738	43,650
Asian Promotions	43,800	30,300	13,500	0	0	13,500
Subtotal DOC	<u>439,140</u>	<u>143,317</u>	<u>60,026</u>	<u>10,000</u>	<u>0</u>	<u>285,823</u>
FOREIGN AGRICULTURAL SERVICE PROGRAM						
FAS Administration	45,000	13,500	4,500	0	27,000	31,500
Canadian Marketing	958,453	592,228	66,556	100,000	199,669	266,225
European Promotions	931,377	0	232,844	0	698,533	931,377
Asian Promotions	1,936,869	559,280	344,397	0	1,033,192	1,377,589
Subtotal FAS	<u>3,871,699</u>	<u>1,165,008</u>	<u>648,298</u>	<u>100,000</u>	<u>1,958,393</u>	<u>2,606,691</u>
TOTAL INTERNATIONAL MARKETING	<u>\$4,310,839</u>	<u>\$1,308,325</u>	<u>\$708,324</u>	<u>\$110,000</u>	<u>\$1,958,393</u>	<u>\$2,892,514</u>
		30.3%	16.4%	2.6%	45.4%	
Percent DOC Contribution	<u>11%</u>	<u>12%</u>	<u>9%</u>	<u>100%</u>	<u>0%</u>	<u>11%</u>

FLORIDA DEPARTMENT OF CITRUS

SUMMARY STATEMENT OF RESERVES - ALL FUNDS

2022-23 REVISED OPERATING BUDGET

<u>DESCRIPTION</u>	<u>OCA CODE</u>	<u>PRELIMINARY BUDGET 2022-23</u>	<u>ADJUSTMENT</u>	<u>REVISED BUDGET 2022-23</u>	<u>% INCREASE/ DECREASE</u>	<u>% OF REVENUE</u>	<u>EQUIVALENT BOXES</u>
57 10 00 10 005							
Processed Orange	830PO	\$314,217	\$920,872	\$1,235,089	293.1	20%	10,292,408
Fresh Orange	830FO	5,871	6,647	12,518	113.2	16%	250,360
Combined Grapefruit	830FG	13,927	87	14,014	0.6	10%	200,200
Fresh Specialty	830FS	3,251	3,014	6,265	92.7	22%	89,500
		<u>\$337,266</u>	<u>\$930,620</u>	<u>\$1,267,886</u>	275.9		<u>10,832,468</u>