

State of Florida
Department of Citrus

2023 - 2024
REVISED
OPERATING
BUDGET

October 25, 2023



FLORIDA DEPARTMENT OF CITRUS

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FLORIDA DEPARTMENT OF CITRUS

COMPARATIVE CITRUS ADVERTISING ASSESSMENTS*

2023-24 REVISED OPERATING BUDGET

	2022-23		2023-24		STATUTE
	FRESH	PROCESSED	FRESH	PROCESSED	
DOMESTIC					
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)
IMPORTS					
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

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	BEGINNING OPERATING FUND BALANCE	REVENUE	COMMITTED/ UNCOMMITTED EXPENDITURES	RESERVES	ENDING OPERATING FUND BALANCE
Florida Citrus Advertising Trust Fund	\$11,126,209	\$22,989,074	\$22,694,719	\$544,147	\$10,876,417

FLORIDA DEPARTMENT OF CITRUS

REVENUE BOXES (000)

2023-24 REVISED OPERATING BUDGET

	2022-23 ACTUAL REVENUE BOXES	2023-24 PRELIMINARY ESTIMATED BOXES	2023-24 REVENUE BOXES	REVENUE BOX ADJUSTMENT	2023-24 REVISED ESTIMATED BOXES	2023-24 REVENUE BOXES	% INCREASE/ DECREASE
DOMESTIC							
ORANGE:		16,100			20,500		
Non-Revenue		(110)			(110)		
Fresh	2,630		1,272	120		1,392	9.4
Processed	38,711		14,718	4,280		18,998	29.1
GRAPEFRUIT:		1,600			1,900		
Non-Revenue		(50)			(40)		
Fresh	1,789		896	187		1,083	20.9
Processed	1,549		654	123		777	18.8
SPECIALTY:		500			500		
Non-Revenue		(40)			(40)		
Fresh	438		297	38		335	12.8
Processed	286		163	(38)		125	(23.3)
SUBTOTAL:		18,200			22,900		
Non-Revenue		(200)			(190)		
Fresh	4,857		2,465	345		2,810	14.0
Processed	40,546		15,535	4,365		19,900	28.1
TOTAL DOMESTIC:	45,403		18,000	4,710		22,710	26.2
IMPORTS							
Orange	42,046		78,363	(6,633)		71,730	(8.5)
Grapefruit	595		600	0		600	0.0
TOTAL IMPORTS:	42,641		78,963	(6,633)		72,330	(8.4)
TOTAL	88,044		96,963	(1,923)		95,040	(2.0)

FLORIDA DEPARTMENT OF CITRUS

ESTIMATED REVENUE

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY ESTIMATED 2023-24	ADJUSTMENT	REVISED ESTIMATED 2023-24	% INCREASE/ DECREASE
Assessment on Domestic Fruit				
Orange				
Fresh	\$63,600	\$6,000	\$69,600	9.4
Processed	1,766,160	513,600	2,279,760	29.1
	<u>1,829,760</u>	<u>519,600</u>	<u>2,349,360</u>	28.4
Grapefruit				
Fresh	62,720	13,090	75,810	20.9
Processed	45,780	8,610	54,390	18.8
	<u>108,500</u>	<u>21,700</u>	<u>130,200</u>	20.0
Specialty				
Fresh	20,790	2,660	23,450	12.8
Processed	11,410	(2,660)	8,750	(23.3)
	<u>32,200</u>	<u>0</u>	<u>32,200</u>	0.0
Assessment on Import Fruit				
Orange (Opt Out)	3,134,520	(265,320)	2,869,200	(8.5)
Grapefruit	14,000	0	14,000	0.0
	<u>3,148,520</u>	<u>(265,320)</u>	<u>2,883,200</u>	(8.4)
Total Assessments	5,118,980	275,980	5,394,960	5.4
Investment Earnings	102,200	43,000	145,200	42.1
Other Income	0	0	0	0.0
Gen Rev - Funds	13,650,000	0	13,650,000	0.0
Federal Grants (FAS)	<u>3,798,914</u>	<u>0</u>	<u>3,798,914</u>	0.0
TOTAL	<u>\$22,670,094</u>	<u>\$318,980</u>	<u>\$22,989,074</u>	1.4

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY DEPARTMENT

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
Administration				
Admin and Support Services	\$2,140,500	\$12,100	\$2,152,600	0.6
PALM Upgrade - Gen Rev	0	0	0	0.0
State General Revenue Charge	208,800	12,800	221,600	6.1
Scientific Research & Development				
General Operations	555,800	90,250	646,050	16.2
Scientific Product Research	321,000	0	321,000	0.0
New Varieties Development-Gen Rev	1,650,000	0	1,650,000	0.0
Acclerted Tree Growth Prog - Gen Rev	2,000,000	0	2,000,000	0.0
Economic and Market Research				
General Operations	413,800	2,100	415,900	0.5
Research Studies & Data	610,355	0	610,355	0.0
Marketing & Public Relations				
General Operations	508,500	(90,150)	418,350	(17.7)
Public Relations Programs	109,500	0	109,500	0.0
Public Relations Programs-Gen Rev	9,887,350	0	9,887,350	0.0
Gift Fruit Programs	0	0	0	0.0
International Marketing				
International Promotions-DOC	350,490	(40)	350,450	(0.0)
Int'l Promotions - GR - CRP	112,650	0	112,650	0.0
International Promotions-FAS	3,798,914	0	3,798,914	0.0
Total Expenditures	22,667,659	27,060	22,694,719	0.1
Reserves	199,435	344,712	544,147	172.8
TOTAL	\$22,867,094	\$371,772	\$23,238,866	1.6

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY CATEGORY

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
GENERAL OPERATIONS				
Salaries and Benefits	\$2,875,900	\$0	\$2,875,900	0.0
Other Personal Services	43,000	0	43,000	0.0
Travel	70,500	2,100	72,600	3.0
People First Initiative	10,300	200	10,500	1.9
Unemployment Compensation	3,600	0	3,600	0.0
Telephone	45,200	0	45,200	0.0
Postage/Freight	11,250	0	11,250	0.0
Data Processing	214,800	0	214,800	0.0
Supplies	6,700	0	6,700	0.0
Insurance and Bond Premiums	13,900	5,000	18,900	36.0
Reproduction	5,600	0	5,600	0.0
Subscriptions and Memberships	63,700	0	63,700	0.0
Training	4,300	0	4,300	0.0
Repairs and Maintenance	118,900	7,000	125,900	5.9
Utilities	82,000	0	82,000	0.0
Leases/Rent Expense	19,500	0	19,500	0.0
Promotional Items	3,000	0	3,000	0.0
Capital Equipment (OCO)	0	0	0	0.0
Office/Research Equipment	1,000	0	1,000	0.0
Miscellaneous	11,100	1,600	12,700	14.4
CREC Expenses	101,000	0	101,000	0.0
Research Materials	31,200	0	31,200	0.0
Fruit Inspection Data	100	0	100	0.0
Consultant Fees/Travel	86,940	(2,140)	84,800	(2.5)
Subtotal General Operations	3,823,490	13,760	3,837,250	0.4
PROGRAMS*				
Legal Services	75,000	0	75,000	0.0
General Revenue Charge	208,800	12,800	221,600	6.1
Scientific Research	321,000	0	321,000	0.0
New Varieties Development	3,650,000	0	3,650,000	0.0
Economic & Market Research	610,355	0	610,355	0.0
Public Relations Programs	9,996,850	0	9,996,850	0.0
Gift Fruit Programs	0	0	0	0.0
International Marketing	3,982,164	500	3,982,664	0.0
PALM Upgrade	0	0	125,000	
Reserves	199,435	344,712	544,147	172.8
Subtotal Programs	19,043,604	358,012	19,526,616	1.9
TOTAL	\$22,867,094	\$371,772	\$23,363,866	1.6

*Program costs exclude general operating expenses

FLORIDA DEPARTMENT OF CITRUS

BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY

2023-24 PRELIMINARY OPERATING BUDGET

	TOTAL	PROCESSED ORANGE	PROCESSED GRAPEFRUIT	FRESH ORANGE	FRESH GRAPEFRUIT	FRESH SPECIALTY
REVENUE						
Carryover	\$197,000	\$0	\$35,000	\$7,000	\$155,000	\$0
Tax Assessments-Domestic	1,970,460	1,777,570	45,780	63,600	62,720	20,790
Tax Assessments-Imports	3,148,520	3,134,520	14,000	0	0	0
Interest/Other	102,200	98,300	1,300	1,300	1,000	300
PALM - Gen Rev	0	0	0	0	0	0
Citrus Research - Gen Rev	1,650,000	990,000	165,000	165,000	165,000	165,000
Accelerated Tree Growth Prg-Gen Rev	2,000,000	2,000,000	0	0	0	0
Marketing & PR - Gen Rev	10,000,000	9,529,900	223,578	32,832	206,202	7,488
FAS Program	3,798,914	1,143,172	633,061	110,000	1,912,681	0
BUDGETED REVENUE	\$22,867,094	\$18,673,462	\$1,117,719	\$379,732	\$2,502,603	\$193,578
EXPENDITURES						
Administration						
Admin & Support Services	\$2,140,500	\$2,057,021	\$27,826	\$27,827	\$21,405	\$6,422
State Gen Rev Charge	208,800	200,500	2,400	2,600	2,500	800
PALM - Gen Rev	0	0	0	0	0	0
Subtotal Administration	2,349,300	2,257,521	30,226	30,427	23,905	7,222
Scientific Research						
General Operations	555,800	534,124	7,225	7,225	5,558	1,667
Scientific Prod Res	321,000	314,994	2,002	2,002	1,540	462
Citrus Research - Gen Rev	1,650,000	990,000	165,000	165,000	165,000	165,000
Accelerated Tree Growth Prg-Gen Rev	2,000,000	2,000,000	0	0	0	0
Subtotal Scientific Research	4,526,800	3,839,118	174,227	174,227	172,098	167,129
Economic Research						
General Operations	413,800	397,662	5,379	5,379	4,138	1,241
Research Data & Studies	610,355	594,288	8,579	3,744	2,880	864
Subtotal Econ Research	1,024,155	991,950	13,958	9,123	7,018	2,105
Marketing & Public Relations						
General Operations	508,500	492,050	4,487	6,481	3,490	1,994
Public Relations Programs	109,500	105,887	986	1,424	767	438
Marketing & PR-Gen Rev	9,887,350	9,529,900	195,416	32,832	121,714	7,488
Gift Fruit Programs	0	0	0	0	0	0
Subtotal Domestic Marketing	10,505,350	10,127,836	200,888	40,736	125,970	9,920
Int'l Promotions						
Int'l Promotions-DOC	350,490	136,917	30,689	10,000	172,884	0
Int'l Promotions-Gen Rev	112,650	0	28,162	0	84,488	0
Int'l Promotions-FAS	3,798,914	1,143,172	633,061	110,000	1,912,681	0
Subtotal Int'l Marketing	4,262,054	1,280,089	691,912	120,000	2,170,053	0
Budgeted Expenditures						
Budgeted Expenditures	22,667,659	18,496,513	1,111,213	374,513	2,499,044	186,376
Reserves	199,435	176,949	6,506	5,219	3,559	7,202
TOTAL BUDGET	\$22,867,094	\$18,673,462	\$1,117,719	\$379,732	\$2,502,603	\$193,578

FLORIDA DEPARTMENT OF CITRUS
COMPARISON OF OPERATING BUDGET - ALL VARIETY
2023-24 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
REVENUE				
Carryover	\$197,000	\$0	\$197,000	0.0
2021-22 Unspent Certified	0	52,791	52,791	100.+
Tax Assessments-Domestic	1,970,460	541,300	2,511,760	27.5
Tax Assessments-Imports	3,148,520	(265,320)	2,883,200	(8.4)
Interest/Other	102,200	43,000	145,200	42.1
PALM - Gen Rev	0	0	0	0.0
Citrus Research - Gen Rev	1,650,000	0	1,650,000	0.0
Accelerated Tree Growth Prg-Gen Rev	2,000,000	0	2,000,000	0.0
PR & Marketing - Gen Rev	10,000,000	(1)	10,000,000	(0.0)
FAS Program	3,798,914	0	3,798,914	0.0
BUDGETED REVENUE	\$22,867,094	\$371,771	\$23,238,865	1.6
EXPENDITURES				
Administration				
Admin & Support Services	\$2,140,500	\$12,100	\$2,152,600	0.6
State Gen Rev Charge	208,800	12,800	221,600	6.1
PALM - Gen Rev	0	0	0	0.0
Subtotal Administration	2,349,300	24,900	2,374,200	1.1
Scientific Research				
General Operations	555,800	90,250	646,050	16.2
Scientific Prod Res	321,000	0	321,000	0.0
Citrus Research - Gen Rev	1,650,000	0	1,650,000	0.0
Accelerated Tree Growth Prg-Gen Rev	2,000,000	0	2,000,000	0.0
Subtotal Scientific Research	4,526,800	90,250	4,617,050	2.0
Economic Research				
General Operations	413,800	2,100	415,900	0.5
Research Data & Studies	610,355	0	610,355	0.0
Subtotal Econ Research	1,024,155	2,100	1,026,255	0.2
Marketing & Public Relations				
General Operations	508,500	(90,150)	418,350	(17.7)
Public Relations Programs	109,500	0	109,500	0.0
Marketing & PR-Gen Rev	9,887,350	0	9,887,350	0.0
Gift Fruit Marketing	0	0	0	0.0
Subtotal Domestic Marketing	10,505,351	(90,150)	10,415,200	(0.9)
Int'l Promotions-DOC	350,490	(40)	350,450	(0.0)
Int'l Promotions - Gen Rev	112,650	0	112,650	0.0
Int'l Promotions-FAS	3,798,914	0	3,798,914	0.0
Subtotal Int'l Marketing	4,262,054	(40)	4,262,014	(0.0)
Budgeted Expenditures	22,667,660	27,059	22,694,718	0.1
Reserves	199,435	344,712	544,147	172.8
TOTAL BUDGET	\$22,867,094	\$371,771	\$23,238,865	1.6

FLORIDA DEPARTMENT OF CITRUS
BUDGETED REVENUE AND EXPENDITURES BY FRUIT VARIETY
2023-24 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	\$197,000	\$0	\$35,000	\$7,000	\$155,000	\$0
2022-23 Unspent Certified	52,791	29,169	4,857	4,916	13,802	47
Tax Assessments-Domestic	2,511,760	2,288,510	54,390	69,600	75,810	23,450
Tax Assessments-Imports	2,883,200	2,869,200	14,000	0	0	0
Interest/Other	145,200	138,800	2,100	2,100	1,700	500
Citrus Research - Gen Rev	1,650,000	990,000	165,000	165,000	165,000	165,000
Accelerated Tree Growth Prg-Gen Rev	2,000,000	2,000,000	0	0	0	0
PR & Marketing - Gen Rev	10,000,000	9,529,900	261,554	34,560	165,346	8,640
FAS Program	3,798,914	1,143,172	633,061	110,000	1,912,682	0
BUDGETED REVENUE	<u>\$23,238,865</u>	<u>\$18,988,751</u>	<u>\$1,169,962</u>	<u>\$393,176</u>	<u>\$2,489,339</u>	<u>\$197,637</u>
EXPENDITURES						
Administration						
Admin & Support Services	\$2,152,600	\$2,057,886	\$31,213	\$31,213	\$24,755	\$7,534
State Gen Rev Charge	221,600	211,900	2,800	2,900	3,100	900
Subtotal Administration	<u>2,374,200</u>	<u>2,269,786</u>	<u>34,013</u>	<u>34,113</u>	<u>\$27,855</u>	<u>8,434</u>
Scientific Research						
General Operations	646,050	617,624	9,368	9,368	\$7,430	2,261
Scientific Prod Res	321,000	314,224	2,233	2,233	1,771	539
Citrus Research - Gen Rev	1,650,000	990,000	165,000	165,000	165,000	165,000
Accelerated Tree Growth Prg-Gen Rev	2,000,000	2,000,000	0	0	0	0
Subtotal Scientific Research	<u>4,617,050</u>	<u>3,921,848</u>	<u>176,601</u>	<u>176,601</u>	<u>\$174,201</u>	<u>167,800</u>
Economic Research						
General Operations	415,900	397,600	6,031	6,031	\$4,783	1,456
Research Data & Studies	610,355	592,848	9,011	4,176	3,312	1,008
Subtotal Econ Research	<u>1,026,255</u>	<u>990,448</u>	<u>15,042</u>	<u>10,207</u>	<u>\$8,095</u>	<u>2,464</u>
Marketing & Public Relations						
General Operations	418,350	401,199	5,717	6,125	\$4,084	1,225
Public Relations Programs	109,500	104,901	1,533	1,643	1,095	329
Marketing & PR-Gen Rev	9,887,350	9,529,900	233,392	34,560	80,858	8,640
Subtotal Domestic Marketing	<u>10,415,200</u>	<u>10,036,000</u>	<u>240,642</u>	<u>42,327</u>	<u>\$86,037</u>	<u>10,193</u>
Int'l Promotions						
Int'l Promotions-DOC	350,450	136,925	30,800	10,000	\$172,725	0
Int'l Promotions-GR	112,650	0	28,162	0	84,488	0
Int'l Promotions-FAS	3,798,914	1,143,172	633,061	110,000	1,912,682	0
Subtotal Int'l Marketing	<u>4,262,014</u>	<u>1,280,097</u>	<u>692,023</u>	<u>120,000</u>	<u>\$2,169,894</u>	<u>0</u>
Budgeted Expenditures	22,694,718	18,498,179	1,158,320	383,247	2,466,081	188,891
Reserves	544,147	490,572	11,642	9,929	23,258	8,746
TOTAL BUDGET	<u>\$23,238,865</u>	<u>\$18,988,751</u>	<u>\$1,169,962</u>	<u>\$393,176</u>	<u>\$2,489,339</u>	<u>\$197,637</u>

FLORIDA DEPARTMENT OF CITRUS
COMPARISON OF PROCESSED ORANGE OPERATING BUDGET
2023-24 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
REVENUE				
Carryover	\$0	\$0	\$0	0.0
2022-23 Unspent Certified	\$0	\$29,169	\$29,169	100.0
Tax Assessments-Domestic	1,777,570	510,940	2,288,510	28.7
Tax Assessments-Imports	3,134,520	(265,320)	2,869,200	(8.5)
Interest/Other	98,300	40,500	138,800	41.2
PALM - Gen Rev	0	0	0	0.0
Citrus Research - Gen Rev	990,000	0	990,000	0.0
Accelerated Tree Growth Prg-Gen Rev	2,000,000	0	2,000,000	0.0
PR & Marketing - Gen Rev	9,529,900	0	9,529,900	0.0
FAS Program	1,143,172	0	1,143,172	0.0
BUDGETED REVENUE	\$18,673,462	\$315,289	\$18,988,751	1.7
EXPENDITURES				
Administration				
Admin & Support Services	\$2,057,021	\$865	\$2,057,886	0.0
State Gen Rev Charge	200,500	11,400	211,900	5.7
PALM - Gen Rev	0	0	0	0.0
Subtotal Administration	2,257,521	12,265	2,269,786	0.5
Scientific Research				
General Operations	534,124	83,499	617,624	15.6
Scientific Prod Res	314,994	(770)	314,224	(0.2)
Citrus Research - Gen Rev	990,000	0	990,000	0.0
Accelerated Tree Growth Prg-Gen Rev	2,000,000	0	2,000,000	0.0
Subtotal Scientific Research	3,839,118	82,729	3,921,848	2.2
Economic Research				
General Operations	397,662	(62)	397,600	(0.0)
Research Data & Studies	594,288	(1,440)	592,848	(0.2)
Subtotal Econ Research	991,950	(1,502)	990,448	(0.2)
Marketing & Public Relations				
General Operations	492,050	(90,850)	401,199	(18.5)
Public Relations Programs	105,887	(986)	104,901	(0.9)
Marketing & PR-Gen Rev	9,529,900	0	9,529,900	0.0
Subtotal Domestic Marketing	10,127,837	(91,836)	10,036,000	(0.9)
Int'l Promotions-DOC	136,917	8	136,925	0.0
Int'l Promotions - Gen Rev	0	0	0	0.0
Int'l Promotions-FAS	1,143,172	0	1,143,172	0.0
Subtotal Int'l Marketing	1,280,089	8	1,280,097	0.0
Budgeted Expenditures	18,496,515	1,664	18,498,179	0.0
Reserves	176,947	313,625	490,572	100.+
TOTAL BUDGET	\$18,673,462	\$315,289	\$18,988,751	1.7

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF COMBINED GRAPEFRUIT OPERATING BUDGET

2023-24 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
REVENUE				
Carryover	\$190,000	\$0	\$190,000	0.0
2022-23 Unspent Certified	0	18,659	18,659	100.+
Tax Assessments-Domestic	108,500	21,700	130,200	20.0
Tax Assessments-Imports	14,000	0	14,000	0.0
Interest/Other	2,300	1,500	3,800	65.2
PALM - Gen Rev	0	0	0	0.0
Citrus Research - Gen Rev	330,000	0	330,000	0.0
Accelerated Tree Growth Prg-Gen Rev	0	0	0	0.0
PR & Marketing - Gen Rev	429,780	(2,881)	426,900	1.0
FAS Program	2,545,742	0	2,545,742	0.0
BUDGETED REVENUE	\$3,620,322	\$38,979	\$3,659,301	1.1
EXPENDITURES				
Administration				
Admin & Support Services	\$49,231	\$6,737	\$55,968	13.7
State Gen Rev Charge	4,900	1,000	5,900	20.4
PALM - Gen Rev	0	0	0	0.0
Subtotal Administration	54,131	7,737	61,868	14.3
Scientific Research				
General Operations	12,783	4,013	16,797	31.4
Scientific Prod Res	3,542	462	4,004	0.0
Citrus Research - Gen Rev	330,000	0	330,000	0.0
Accelerated Tree Growth Prg-Gen Rev	0	0	0	0.0
Subtotal Scientific Research	346,325	4,475	350,801	1.3
Economic Research				
General Operations	9,517	1,296	10,813	13.6
Research Data & Studies	11,459	864	12,323	7.5
Subtotal Econ Research	20,976	2,160	23,136	10.3
Marketing & Public Relations				
General Operations	7,976	1,825	9,801	22.9
Public Relations Programs	1,752	876	2,628	50.0
Marketing & PR-Gen Rev	317,130	(2,880)	314,250	(0.9)
Gift Fruit Marketing	0	0	0	0.0
Subtotal Domestic Marketing	326,858	(179)	326,679	(0.1)
Int'l Promotions-DOC	203,573	(48)	203,525	(0.0)
Int'l Promotions-Gen Rev	112,650	(1)	112,650	(0.0)
Int'l Promotions-FAS	2,545,742	0	2,545,742	0.0
Subtotal Int'l Marketing	2,861,965	(49)	2,861,917	(0.0)
Budgeted Expenditures	3,610,257	14,144	3,624,401	0.4
Reserves	10,065	24,835	34,900	246.7
TOTAL BUDGET	\$3,620,322	\$38,979	\$3,659,301	1.1

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF FRESH ORANGE OPERATING BUDGET

2023-24 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
REVENUE				
Carryover	\$7,000	\$0	\$7,000	0.0
2022-23 Unspent Certified	0	4,916	4,916	100.+
Tax Assessments-Domestic	63,600	6,000	69,600	9.4
Interest/Other	1,300	800	2,100	61.5
PALM - Gen Rev	0	0	0	0.0
Citrus Research - Gen Rev	165,000	0	165,000	0.0
Accelerated Tree Growth Prg-Gen Rev	0	0	0	0.0
PR & Marketing - Gen Rev	32,832	1,728	34,560	(99.9)
FAS Program	110,000	0	110,000	0.0
BUDGETED REVENUE	\$379,732	\$13,444	\$393,176	3.5
EXPENDITURES				
Administration				
Admin & Support Services	\$27,827	\$3,386	\$31,213	12.2
State Gen Rev Charge	2,600	300	2,900	11.5
PALM - Gen Rev	0	0	0	0.0
Subtotal Administration	30,427	3,686	34,113	12.1
Scientific Research				
General Operations	7,225	2,143	9,368	29.7
Scientific Prod Res	2,002	231	2,233	0.0
Citrus Research - Gen Rev	165,000	0	165,000	0.0
Accelerated Tree Growth Prgm	0	0	0	0.0
Subtotal Scientific Research	174,227	2,374	176,601	1.4
Economic Research				
General Operations	5,379	651	6,031	12.1
Research Data & Studies	3,744	432	4,176	11.5
Subtotal Econ Research	9,123	1,083	10,207	11.9
Marketing & Public Relations				
General Operations	6,480	(355)	6,125	(5.5)
Public Relations Programs	1,424	219	1,643	15.4
Marketing & PR - Gen Rev	32,832	1,728	34,560	(99.9)
Gift Fruit Marketing	0	0	0	0.0
Subtotal Domestic Marketing	40,736	1,591	42,327	3.9
Int'l Promotions-DOC	10,000	0	10,000	0.0
Int'l Promotions-GR	0	0	0	0.0
Int'l Promotions-FAS	110,000	0	110,000	0.0
Subtotal Int'l Marketing	120,000	0	120,000.0	0.0
Budgeted Expenditures	374,513	8,734	383,247	2.3
Reserves	5,219	4,710	9,929	90.2
TOTAL BUDGET	\$379,732	\$13,444	\$393,176	3.5

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF FRESH SPECIALTY OPERATING BUDGET

2023-24 REVISED OPERATING BUDGET

	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
REVENUE				
Carryover	\$0	\$0	\$0	0.0
2022-23 Unspent Certified	0	47	47	0.0
Tax Assessments-Domestic	20,790	2,660	23,450	12.8
Interest/Other	300	200	500	66.7
PALM - Gen Rev	0	0	0	0.0
Citrus Research - Gen Rev	165,000	0	165,000	0.0
PR & Marketing - Gen Rev	7,488	1,152	8,640	0.0
BUDGETED REVENUE	\$193,578	\$4,059	\$197,637	2.1
EXPENDITURES				
Administration				
Admin & Support Services	\$6,422	\$1,112	\$7,534	17.3
State Gen Rev Charge	800	100	900	12.5
PALM - Gen Rev	-	-	-	0.0
Subtotal Administration	7,222	1,212	8,434	16.8
Scientific Research				
General Operations	1,667	-	2,261	0.0
Scientific Prod Res	462	77	539	16.7
Citrus Research - Gen Rev	165,000	-	165,000	0.0
Subtotal Scientific Research	167,129	77	167,800	0.0
Economic Research				
General Operations	1,241	215	1,456	17.3
Research Data & Studies	864	144	1,008	16.7
Subtotal Econ Research	2,105	359	2,464	17.0
Marketing & Public Relations				
General Operations	1,994	(769)	1,225	(38.5)
Public Relations Programs	438	(109)	329	(24.9)
Marketing & PR - Gen Rev	7,488	1,152	8,640	0.0
Gift Fruit Marketing	-	-	-	0.0
Subtotal Domestic Marketing	9,920	274	10,194	2.8
Budgeted Expenditures	186,376	2,516	188,892	1.3
Reserves	7,202	1,544	8,746	21.4
TOTAL BUDGET	\$193,578	\$4,060	\$197,637	2.1

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
STATE GENERAL REVENUE CHARGE					
57 10 00 00 000					
Florida Citrus Advertising					
Trust Fund	88040	<u>\$208,800</u>	<u>\$12,800</u>	<u>\$221,600</u>	6.1
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	1,552,700	0	1,552,700	0.0
Temporary Employee (OPS)	12100	12,000	0	12,000	0.0
Employee Travel - All Variety	26000	<u>10,000</u>	<u>0</u>	<u>10,000</u>	0.0
Subtotal		1,583,700	0	1,583,700	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	4,800	100	4,900	2.1
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	10,500	5,000	15,500	47.6
Property Insurance	4100P	3,400	0	3,400	0.0
Subscriptions	49200	8,500	0	8,500	0.0
Memberships	49300	800	0	800	0.0
Miscellaneous	49900	<u>2,300</u>	<u>0</u>	<u>2,300</u>	0.0
Subtotal General Operations		<u>1,660,200</u>	<u>5,100</u>	<u>1,665,300</u>	0.3
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	32,000	0	32,000	0.0
Legal Srv - General Counsel	1316G	30,000	0	30,000	0.0
Legal Srv - Trademarks	1316T	10,000	0	10,000	0.0
Legal Advertising	13310	2,000	0	2,000	0.0
Miscellaneous	29000	2,000	0	2,000	0.0
Subscriptions	49200	<u>3,000</u>	<u>0</u>	<u>3,000</u>	0.0
Total Legal Services		<u>\$80,000</u>	<u>\$0</u>	<u>\$80,000</u>	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
SUPPORT SERVICES					
57 10 10 12 002					
Ground Maintenance	13290	\$8,000	\$0	\$8,000	0.0
Mailing & Delivery Services	13420	800	0	800	0.0
Shredding Services	13421	500	0	500	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	67,500	7,000	74,500	10.4
Maintenance - Equipment	2410E	400	0	400	0.0
Building Utilities	27100	82,000	0	82,000	0.0
Building Supplies	3410B	4,000	0	4,000	0.0
Fuel	36410	1,500	0	1,500	0.0
Copy Equipment Rental	44200	7,200	0	7,200	0.0
Rental - Office Equipment	44400	1,000	0	1,000	0.0
Subtotal Support Services		189,900	7,000	196,900	3.7
IT SERVICES					
57 10 10 14 002					
Cloud Computing Migration	1327C	92,600	0	92,600	0.0
Training	13280	1,800	0	1,800	0.0
DP Services - Other	22300	58,000	10,000	68,000	17.2
DP Equipment	3410E	12,000	(5,000)	7,000	(41.7)
Data Processing Supplies	3410S	1,000	0	1,000	0.0
Data Processing Software	53100	45,000	(5,000)	40,000	(11.1)
Subtotal IT Services		210,400	0	210,400	0.0
Total Support & IT Services		400,300	7,000	407,300	1.7
TOTAL ADMIN, SUPPORT & IT SERVICES		\$2,140,500	\$12,100	\$2,152,600	0.6
*SUBTOTALS BY FUNDING SOURCE					
Admin & Support Svcs - CATF		2,140,500	12,100	2,152,600	
Admin & Support Svcs - GR		-	-	-	
Total		\$2,140,500	\$12,100	\$2,152,600	

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
SCIENTIFIC RESEARCH					
GENERAL OPERATIONS					
57 10 12 10 001					
Salaries and Benefits	11000	\$328,000	\$90,000	\$418,000	27.4
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	2,700	250	2,950	9.3
Postage	21000	400	0	400	0.0
Telephone	22100	800	0	800	0.0
Reproduction	23000	100	0	100	0.0
Repairs & Maintenance	24101	40,000	0	40,000	0.0
Office Supplies	34101	500	0	500	0.0
Research Materials - Internal	34103	20,000	0	20,000	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	1,000	0	1,000	0.0
Subscriptions	49200	200	0	200	0.0
Memberships	49300	33,000	0	33,000	0.0
Miscellaneous	49900	1,000	0	1,000	0.0
TOTAL GENERAL OPERATIONS		555,800	90,250	646,050	16.2
MEDICAL RESEARCH					
57 10 12 11 005					
Skin Health - OJ	SR094	67,000	0	67,000	0.0
Clinical/Analytical Study - OJ	SR098	100,000	0	100,000	0.0
USF-Registered Dietician	SR150	154,000	0	154,000	0.0
Subtotal Medical Research		321,000	0	321,000	0.0
TOTAL SCIENTIFIC RESEARCH		\$876,800	\$90,250	\$967,050	10.3

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
SCIENTIFIC SPONSORED RESEARCH					
GENERAL REVENUE PROGRAMS					
57 10 12 11 003					
New Varieties Development-AV	GR090	1,650,000	-	1,650,000	0.0
TOTAL NVDC - GENERAL REVENUE		<u>1,650,000</u>	<u>0</u>	<u>1,650,000</u>	0.0
57 10 15 11 003					
Accelerated Tree Growth Program	GR110	2,000,000	-	2,000,000	0.0
TOTAL TREE GROWTH		<u>2,000,000</u>	<u>0</u>	<u>2,000,000</u>	0.0
TOTAL GENERAL REVENUE		3,650,000	0	3,650,000	
TOTAL SCIENTIFIC & SPONSORED RESEARCH		<u><u>\$4,526,800</u></u>	<u><u>\$90,250</u></u>	<u><u>\$4,617,050</u></u>	2.0
SUBTOTALS BY FUNDING SOURCE					
Scientific Research - CATF		\$876,800	\$90,250	\$967,050	
Scientific Research - GR		<u>3,650,000</u>	<u>0</u>	<u>3,650,000</u>	
Total		<u><u>\$4,526,800</u></u>	<u><u>\$90,250</u></u>	<u><u>\$4,617,050</u></u>	

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
ECONOMIC AND MARKET RESEARCH					
GENERAL OPERATIONS					
57 10 13 10 001					
Salaries and Benefits	11000	\$365,000	\$0	\$365,000	0.0
Temporary Employee (OPS)	12100	20,000	0	20,000	0.0
Employee Travel - All Variety	26000	15,000	500	15,500	3.3
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	0	1,600	1,600	100.0
TOTAL GENERAL OPERATIONS		413,800	2,100	415,900	0.5
RESEARCH DATA & STUDIES					
57 10 13 12 003					
Processed Retail Sales-A.C. Nielsen	ER010	322,355	0	322,355	0.0
FL Agri Market Research Center - AV	ER020	223,000	0	223,000	0.0
Economic Impact Analysis - AV	ER025	32,000	0	32,000	0.0
Other Data Purchases - AV	ER035	8,000	0	8,000	0.0
Survey's - Toluna - AV	ER060	25,000	0	25,000	0.0
Subtotal Research Data & Studies		610,355	0	610,355	0.0
TOTAL ECON & MKT RESEARCH		\$1,024,155	\$2,100	\$1,026,255	0.2

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
MARKETING AND PUBLIC RELATIONS					
GENERAL OPERATIONS					
57 10 15 10 001					
Salaries and Benefits	11000	\$460,200	(\$90,000)	\$370,200	(19.6)
Employee Travel - All Variety	26000	2,500	0	2,500	0.0
Employee Travel - Orange Juice	26002	10,000	0	10,000	0.0
57 10 15 10 002					
Promotional Materials	13350	3,000	0	3,000	0.0
Mailing & Delivery Services	13420	3,000	0	3,000	0.0
People First	15800	2,800	(150)	2,650	(5.4)
Postage	21000	100	0	100	0.0
Telephone	22100	3,000	0	3,000	0.0
Office Supplies	34101	700	0	700	0.0
Subscriptions	49200	1,000	0	1,000	0.0
Memberships	49300	16,000	0	16,000	0.0
Digital Asset Management	53101	6,200	0	6,200	0.0
TOTAL GENERAL OPERATIONS		\$508,500	(\$90,150)	\$418,350	(17.7)
GENERAL REVENUE PROGRAMS					
57 10 15 11 003					
Consumer Awareness - PR	GR010	9,342,400	0	9,342,400	0.0
FL Welcome Stations-Juice	GR080	250,000	0	250,000	0.0
Grapefruit Promotions-Domestic	GR230	237,350	0	237,350	0.0
Gift Fruit Programs	GR270	57,600	0	57,600	0.0
TOTAL GENERAL REVENUE PROGRAMS		\$9,887,350	\$0	\$9,887,350	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
PUBLIC RELATIONS					
CORPORATE - ALL VARIETIES					
57 10 15 12 003					
Policy Issues	PR017	\$34,500	\$0	\$34,500	0.0
Subtotal Corporate - All Varieties		34,500	0	34,500	0.0
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
TOTAL PR PROGRAMS - CATF					
		\$109,500	\$0	\$109,500	0.0
SUBTOTALS BY FUNDING SOURCE					
PR & Domestic Marketing - CATF		\$618,000	(\$90,150)	\$527,850	
PR & Domestic Marketing - GR		9,887,350	0	9,887,350	
Total		\$10,505,350	(\$90,150)	\$10,415,200	

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
INTERNATIONAL MARKETING					
GENERAL OPERATIONS					
57 10 18 10 001					
Salaries and Benefits	11000	\$170,000	\$0	\$170,000	0.0
Employee Travel - Orange Juice	26002	3,000	500	3,500	16.7
Employee Travel - Grapefruit	26003	15,000	1,100	16,100	7.3
57 10 18 10 002					
Mailing & Delivery Services	13420	4,000	0	4,000	0.0
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		197,750	1,600	199,350	0.8
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	(2,140)	80,000	(2.6)
FAS Annual Workshop-DOC	26005	2,500	500	3,000	20.0
Subtotal FAS Administration		\$134,640	(\$1,640)	\$133,000	(1.2)

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
CANADIAN PROMOTIONS					
Fresh & Processed Grapefruit					
57 10 18 10 103					
Promotions-GR	GR200	\$15,000	\$0	\$15,000	0.0
Promotions-FAS	1335F	281,225	0	281,225	0.0
Subtotal Canada-Fresh & Proc Gft		296,225	0	296,225	0.0
Processed Orange					
57 10 18 10 104					
Promotions-DOC	1335D	22,800	0	22,800	0.0
Promotions-FAS	1335F	581,310	0	581,310	0.0
Subtotal Canada-Proc Orange		604,110	0	604,110	0.0
Fresh Orange					
57 10 18 10 105					
Promotions-DOC	1335D	10,000	0	10,000	0.0
Promotions-FAS	1335F	110,000	0	110,000	0.0
Subtotal Canada-Fresh Orange		120,000	0	120,000	0.0
		\$1,020,335	\$0	\$1,020,335	0.0
EUROPEAN PROMOTIONS					
France - Promotions					
Fresh & Processed Grapefruit					
57 10 18 11 203					
Promotions-GR	GR200	\$19,650	\$0	\$19,650	0.0
Promotions-FAS	1335F	560,490	0	560,490	0.0
Total France Promo-Fresh & Proc Gft		580,140	0	580,140	0.0
Europe - Retail					
Fresh & Processed Grapefruit					
57 10 18 11 300					
Promotions-GR	GR200	24,000	0	24,000	0.0
Promotions-FAS	1335F	420,887	0	420,887	0.0
Total Europe Retail-Fresh & Proc Gft		444,887	0	444,887	0.0
TOTAL EUROPEAN PROMOTIONS		\$1,025,027	\$0	\$1,025,027	0.0

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE
ASIAN PROMOTIONS					
JAPAN					
Fresh & Processed Grapefruit					
57 10 18 12 103					
Promotions-GR	GR200	\$34,000	\$0	\$34,000	0.0
Promotions-FAS	1335F	821,506	0	821,506	0.0
Total Japan-Fresh & Proc Grft		855,506	0	855,506	0.0
KOREA					
Fresh & Processed Grapefruit					
57 10 18 13 103					
Promotions-GR	GR200	20,000	0	20,000	0.0
Promotions-FAS	1335F	430,134	0	430,134	0.0
Total Korea-Fresh & Proc Grft		450,134	0	450,134	0.0
Processed Orange					
57 10 18 13 104					
Promotions-DOC	1335D	30,300	0	30,300	0.0
Promotions-FAS	1335F	548,362	0	548,362	0.0
Total Korea-Processed Orange		578,662	0	578,662	0.0
TOTAL ASIAN PROMOTIONS		1,884,302	0	1,884,302	0.0
TOTAL INTERNATIONAL MARKETING		\$4,262,054	(\$40)	\$4,262,014	(0.0)
SUBTOTALS BY FUNDING SOURCE					
Int'l Marketing-DOC		\$350,490	(\$40)	\$350,450	
Int'l Marketing-GR		\$112,650	0	\$112,650	
Int'l Marketing-FAS		3,798,914	0	3,798,914	
Total		\$4,262,054	(\$40)	\$4,262,014	

FLORIDA DEPARTMENT OF CITRUS
INTERNATIONAL MARKETING
2023-24 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	\$199,350	\$57,425	\$22,000	\$0	\$119,925	\$141,925
FAS Administration	88,000	26,400	8,800	0	52,800	61,600
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	84,300	30,300	13,500	0	40,500	54,000
Subtotal DOC	463,100	136,925	58,962	10,000	257,213	316,175
FOREIGN AGRICULTURAL SERVICE PROGRAM						
FAS Administration	45,000	13,500	4,500	0	27,000	31,500
Canadian Marketing	972,535	581,310	70,306	110,000	210,919	281,225
European Promotions	981,377	0	245,344	0	736,033	981,377
Asian Promotions	1,800,002	548,362	312,910	0	938,730	1,251,640
Subtotal FAS	3,798,914	1,143,172	633,061	110,000	1,912,682	2,545,742
TOTAL INTERNATIONAL MARKETING	<u><u>\$4,262,014</u></u>	<u><u>\$1,280,097</u></u>	<u><u>\$692,023</u></u>	<u><u>\$120,000</u></u>	<u><u>\$2,169,894</u></u>	<u><u>\$2,861,917</u></u>
		30.0%	16.2%	2.8%	50.9%	
Percent DOC Contribution	<u><u>12%</u></u>	<u><u>12%</u></u>	<u><u>9%</u></u>	<u><u>100%</u></u>	<u><u>13%</u></u>	<u><u>12%</u></u>

FLORIDA DEPARTMENT OF CITRUS

SUMMARY STATEMENT OF RESERVES - ALL FUNDS

2023-24 REVISED OPERATING BUDGET

DESCRIPTION	OCA CODE	PRELIMINARY BUDGET 2023-24	ADJUSTMENT	REVISED BUDGET 2023-24	% INCREASE/ DECREASE	% OF REVENUE	EQUIVALENT BOXES
57 10 00 10 005							
Processed Orange	830PO	\$176,949	\$313,623	\$490,572	177.2	10%	4,088,100
Fresh Orange	830FO	5,219	4,710	9,929	90.2	14%	198,580
Combined Grapefruit	830FG	10,065	24,835	34,900	246.7	24%	498,571
Fresh Specialty	830FS	7,202	1,544	8,746	21.4	37%	124,943
		\$199,435	\$344,712	\$544,147	172.8		4,910,194