Administrative and Budget Committee

Presented to

Florida Citrus Commission

March 18, 2026

Agenda

- February Monthly Financial Summary &
  Request for Budget adjustment
- FY 2026-27 Budget Process Overview
- Fiscal Policy Update (FP # 308, Delegation of Authority)
- PALM Update
- Inspector General Report

Financial Executive Summary
February 28, 2026

- Cash on Hand $ 12,950,657

  YTD Decrease $114,587

- Revenue $ 8,646,512
- Expenditures $ 8,905,978
- General Operations $ 2,517,913

YTD Spending by Funding Source

As of February 28, 2026

Millions:		% of total
$3.04	Citrus Advertising Trust Fund (CATF)	34%
4.45	General Revenue (GR)	50%
1.42	FAS MAP/ RAPP	16%
$8.91		100%

Request for Budget Action

MARKETING AND PUBLIC RELATIONS

	APPROVED BUDGET 2025-26	Change	REVISED BUDGET 2025-26	% INC / DECR
General Revenue Appropriation:				
Consumer Awareness - PR	8,637	(184.0)	8,453	(2.1)
Fresh Orange Promotions	200	117.5	318	58.8
Grapefruit Promotions -Domestic	750	66.5	817	8.9
	9,587	0	9,587	0.0

Staff recommends approval of this budget adjustment

FY 2026-27 Operating Budget Process & Assumptions

Budget Process Overview

- March - April 2026
  - Revenue forecast using FCC/EMRD input
  - Directors develop business unit budgets
- May 2026 – Preliminary budget presented
  - Preliminary operating budget presented
  - Commission discussion and recommendation
  - Staff revises based on FCC direction
- June 2026 – Preliminary budget approval
  - FCC approves Preliminary Operating Budget
- October 2026 – Revised budget based on season's first UDSA forecast
  - FCC approves assessment rates for FY26-27 season
  - FCC approves Revised Operating Budget

FY2026-27 Budget Discussion

- Crop size
  - The most current USDA crop forecast (as of January)

- EMRD utilization for Fresh/Processed projections

- Imports – EMRD forecast (with commissioner input)

	Revenue Box Projection
DOMESTIC	
TOTAL ORANGE BOXES	**12,000**
TOTAL GRAPEFRUIT BOXES	**1,200**
TOTAL SPECIALTY BOXES	**400**

DOMESTIC UTILIZATION	
Fresh	2,051
Processed	11,360
TOTAL DOMESTIC BOXES	**13,411**

IMPORTS	
Orange	96,521
Grapefruit	1,000
TOTAL IMPORTS	**97,521**

FY2026-27 Budget Discussion

- Assessment Rates
  - $0.12 Processed Orange
  - $0.05 Fresh Orange
  - $0.07 All Grapefruit
  - $0.07 All Specialty
  - Rates are not set until October

- Use of Fund Balance

Projected Fund Balance at 6/30/26

Fund Balance Analysis by Fruit Variety

Fiscal Year Ended June 30, 2025 (Actual) and 2026 (Projected)

	TOTAL	Processed Orange	Fresh Orange	All Grapefruit	Fresh Specialty
Fund Balance, 06/30/2025	**$13,344**	**$10,963**	**$657**	**$1,476**	**$248**
Projected Use FY 2025-26	**(910)**	**(683)**	**(18)**	**(209)**	**0**
Projected FB, 06/30/2026	**$12,434**	**$10,280**	**$639**	**$1,267**	**$248**
Minimum per Policy	7,157	5,735	183	1,214	24
Proj Over/(Under)	**5,277**	**4,545**	**456**	**53**	**224**

Fiscal Policy 308

- Fiscal Policy #308 delegates the commission's authority as "Head of the Department" for specific responsibilities to appropriate positions within the department.

- This policy outlines the delegated responsibilities for the Executive Director, Deputy Executive Director, and the Comptroller.

Staff recommends approval

Florida PALM Project Update

- What is PALM?
  - **P**lanning, **A**ccounting, and **L**edger **M**anagement
  - Replaces FLAIR, the state's legacy mainframe accounting system
- Funded with General Revenue
- Current Activities
  - Revenue System Remediation – RFP posted 3/10/2026
  - Agency-wide User Acceptance Testing began February 2026
  - Staff are participating in testing remotely
  - Project Go-live – January 2027

Inspector General Report