

FY 2026-2027 Florida Citrus: August 21, 2026

FDOC DOMESTIC OJ MARKETING CAMPAIGN



OVERVIEW

BUDGET: \$12.16M

Advertising
Attributed Sales Goal
\$52-56 Million

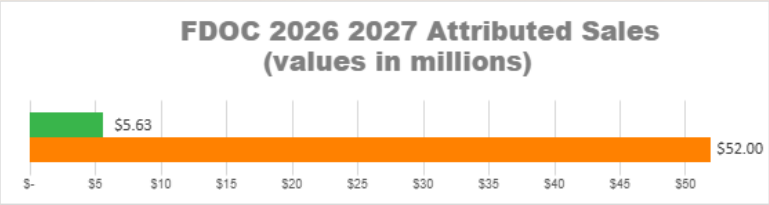
% To Goal (\$52M)
10.84%

Advertising
Attributed Sales
\$5,634,350

FY2024-25 Annual FDOC
Generic Promotion Return
on Investment (ROI)*
\$1.69 - \$2.23

*Benefits of FDOC Generic Promotion on Demand for OJ, Annual ROI Study, UF-FAMRC

ATTRIBUTED SALES



ATTRIBUTED SALES BY PARTNER

Criteo**	Instacart	Walmart	Performance Marketing
\$279,880	\$1,529,573	N/A	\$3,824,897

AUDITED POST ESTIMATE

(Week-ending March 28, 2026)

Early/Mid-Season

No Estimate for 25-26

Valencia

\$2.77977

Grapefruit

White: No Estimate for 25-26
Red/Pink: \$3.75000 (Final)

Average Price Per Pounds Solids

CROP FORECAST

(July 2026)

Florida Oranges

12.92 Million Boxes

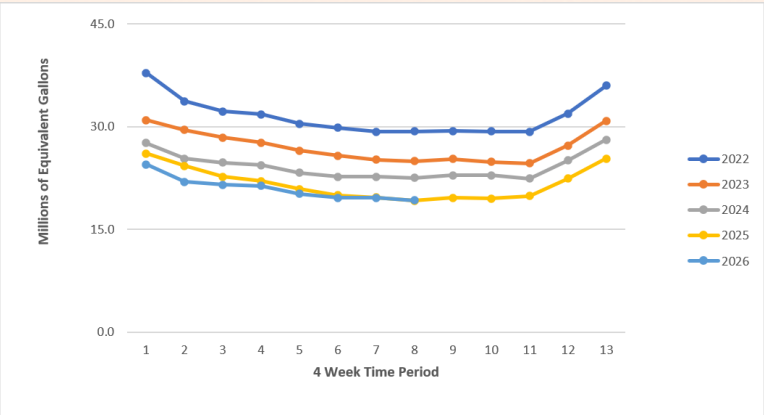
Florida Grapefruit

1.35 Million Boxes

Florida Specialty

460,000 Boxes

U.S. TOTAL OJ VOLUME SALES



TOTAL U.S. – XAOC SYTD 2025-26 IN GALLONS

(SYTD – August 8, 2026)

REGION	GALLONS	PRICE PER EQ
South TL OJ	100,270,559	\$11.51
Midwest TL OJ	48,882,288	\$11.68
West TL OJ	43,355,297	\$11.86
Northeast TL OJ	43,643,684	\$12.65
TOTAL U.S. TL OJ	236,045,625	\$11.82

FDOC CITRUS JUICE STATISTICS

Florida Processors' Statistics Report Summary (Oct-Sep)
Season-to-Date Packaged and Bulk Movement
W/E August 01, 2026, Processors' Statistics Report #44

	2024-25	2025-26	% CHANGE
SSOJ (NFC) (Millions SSG)	237.3	227.7	-4.0%
FCOJ (Millions SSG)	191.5	156.8	-18.1%
SSGJ (NFC) (Millions SSG)	7.7	7.2	-6.1%
FCGJ (Millions SSG)	0.9	1.1	23.9%

*Data Source: 2022-2026 FDOC Custom Database – Nielsen Answers on Demand (AOD) and Nielsen IQ Discover

**Includes these retailers: Albertsons, Meijer, Walgreens, Shipt