STATE OF FLORIDA
DEPARTMENT OF CITRUS
605 EAST MAIN STREET / BOX 9010 / BARTOW, FLORIDA 33831
www.FloridaCitrus.org

SHANNON R. SHEPP
EXECUTIVE DIRECTOR
PHONE: 863-537-3999

STEVE JOHNSON
CHAIRMAN
FLORIDA CITRUS COMMISSION

Minutes of the Regular Meeting and Public Hearing
of the
**PROCESSING STATISTICS REPORTING ADVISORY COMMITTEE**

September 10, 2025

## CALL TO ORDER

The meeting of the Processing Statistics Reporting Advisory Committee of the Florida Citrus Commission was held in Bartow, Florida, on Wednesday, September 10, 2025, and was called to order by Chairman Story at 11:00 a.m.

## ROLL CALL

The following committee members were present:

Kyle Story
Melanie Burns
Les Dunson
Nicholas Kretchman
David Wheeler

The following committee members were not present:

Bill Poulton
Sean McCoy
Marty McKenna
Rick Plank

## APPROVAL OF MINUTES

Upon motion by Mr. Wheeler, seconded by Mr. Dunson, the minutes of the meeting held on March 5, 2025, were unanimously approved.

## PSRAC APPOINTMENTS

The following recommendations were made for members and officers for 2025-26 season.

PSRAC New Appointments:

- PSRAC Chairman 2025-26 Season – 1-year term based on Florida citrus season
  Les Dunson, Dunson Harvesting, Inc. (FCC Appointee)

The current Chairman, Kyle Story with Kyle Grove Service, Inc., will rotate to Vice Chairman for continuity.

The following current members of the PSRAC Committee will be presented to the FCC at the upcoming meeting for reappointments.

- Les Dunson, Dunson Harvesting, Inc., Chairman*
- Kyle Story, Story Grove Service, Vice Chairman
- Melanie Burns, Florida Citrus Mutual
- Nicholas Kretchman, The Coca-Cola, (replacing George Boerger)
- Bill Poulton, Tropicana Products, Inc.
- Sean McCoy, Florida's Natural Grower, Inc.
- TBA (replacing Marty McKenna)
- Rick Plank, Peace River Citrus Products, Inc.
- David Wheeler, Wheeler Farms

## FDOC AUDIT PLAN 2025-26

Charles Stickler, Tax Auditor, presented the FDOC audit plan for the 2025-26FY as well as highlights from the 2024-25F season.

Mr. Stickler presented an overview of the revenue audit process noting that each facility begins each season on a blank slate with an equal risk profile. Mr. Stickler reviews systems, revenue reports, and record keeping for accuracy and adequacy in addition to identifying noncompliant/non licensed dealers and expand revenue-based assessments.

Mr. Stickler also reported that the post-estimate objectives are to verify the data being reported by facilities to FDOC, ensure all qualifying post-estimate fruit processed for the season is captured and reported correctly, and to provide the industry with timely, reliable and accurate data to make informed decisions. The audit targets focus on contract dates, fruit varieties, and contract prices.

Mr. Stickler also presented audit findings for the 2024-25 season highlighting relationships between contracted parties, zero post-estimate reported, data entry errors, and multiple contracts with the same supplier.

Lastly, on the 2025-26 audit procedure, Mr. Stickler announced that he will meet with staff to determine any necessary changes since last year's audit, review contracts, compare and verify the data reported, and review fruit price verification reports.

Mr. Story noted in the 23/24 season, the Valencia final numbers were the highest in late July because a particular processor was still receiving fruit from the supplier. Mr. Story stated that even though the season had climbed up a month or two earlier, he was still receiving. Mr. Story asked if it was the supplier and not the grower. Mr. Stickler replied that that processor was still receiving fruit and processing under the same contract and therefore was still under the terms of the contract.

## ANNUAL PROCESSORS STATISTICS TRAINING FOR FACILITY PERSONNEL OVERVIEW

Dominic Couzijn, Senior Database Analyst at the Department of Citrus reported that the annual training session for processors is scheduled for October 2, 2025, at 10:00 a.m. for two hours. The purpose of the mandatory training is to reintroduce the value in reporting and adherence to F.A.C. Rule 20-3 along with other general reporting guidelines. Mr. Couzijn presented a training overview along with topics to be discussed which included 4R filing requirements, targeted training, industry scorecards, inter-cannery transfers in addition to auditing procedures and common mistakes.

## PROCESSORS STATISTICS REPORTING PROCESS & UPDATE

Mr. Couzijn presented some of the reporting challenges experienced this season with errors and delayed input forms. Mr. Couzijn noted that the reporting week begins on Sunday and ends each Saturday at 11:59 p.m. This matters as internal facility reporting mechanisms drive errors such imbalances due to timing and reporting. The most common errors are inter-cannery transfer imbalances which are often generated due to timing issues in shipping and receiving bulk goods as well as slight differences in reporting week range. FDOC tracks ICT differentials throughout the season and uses the data to identify unbalanced transfers. Mr. Couzijn reported that during the 2024-25 season, there were less ICT discrepancies because reporting personnel gained more tenure and suffered less turnover.

Next, Mr. Couzijn explained the importance of facility scorecards as it facilitates communication between EMRD and the facilities to understand the unique challenges before each of them. Mr. Couzijn reported that the percentage of input forms received timely has increased since last year. Additionally, the number of input forms received without errors have increased as well. Lastly, the post-estimate input forms received on time has increased from 89.4% in 2023/24 season to 91.5% during the 2024/25 season.

Lastly, Mr. Couzijn was happy to announce that the processor data collection system has been updated to a faster, modern SQL-based process with the potential to remediate a lot of reporting issues.

Dr. Zansler added that the new process provides Mr. Couzijn with a full list of errors as all the input forms go into it. Historically, this process was done manually, one facility at a time and that is how the inter-cannery transfer imbalances would build up over time. Also, while there has always been a certain amount of imbalance allowed, this process has made that number go down drastically.

## 2024/2025 FLORIDA PROCESSOR STATISTICS TRENDS

Dr. Zansler shared the 2024/25 Florida Processor Statistics trend highlights.

This season, about 90.6% of Florida's crops were processed. Additionally, a higher share of that crop was utilized into FCOJ. Out of 12.15M boxes, about 11M boxes were processed this season and 7.16M boxes went into single strength orange juice. That was down 44.7% compared to 2022/23 season.

Dr. Zansler reported that net pound solids from fruit was down 41.2% compared to last year and has declined 79.3% since the 2021/22 season. Additionally, Florida Processors obtained 35.98M net pounds solids from fruit compared to 61.22M new pounds solids last season.

Box utilization into FCOJ has increased by 11% compared to last year. This shift in utilization could have been attributed to the decline in crops. Florida Processors processed 3.85M boxes into concentrate which represented 35% of total processed boxes.

In terms of net pounds solids from FCOJ, this season it is up by 9.7% compared to last season which is still only a 9.7% decline since the 2021/22 season. Overall, net pounds solids from fruit are equivalent to 17.8 million gallons. Florida Processors obtained 18.3 million net pounds solids from fruit compared to 16.7 net pounds solids this time last year.

Dr. Zansler stated that FL processors, in any given season, must obtain their juice from Florida fruit or imports. Overall, Florida Processors OJ receipts are down by 1.1% compared to last season. There has been an increase in receipts in NFC and a decrease in receipts of FCOJ from FL processors fruit. Globally, orange juice supply is down by 22% with the leading sources of juice coming from Brazil and Mexico. Dr. Zansler shared that Brazil has displaced most of its exports to Europe in favor over the U.S. market. NFC movement has seen a decrease of 8% and a 41% increase of NFC pack. In terms of FCOJ movement the impact there is a 13% decline.

Florida processed grapefruit utilization is down 35.8% compared to last year. Of the 375K boxes, 99.5% of Florida grapefruit was utilized into NFC, down 6% compared to last season. Single source grapefruit juice net pounds solids from fruit is down 40.3% year-over-year and has declined by 75.6% since the 2021/22 season. Single source grapefruit juice net pounds from fruit are equivalent to 1.46 million SSE gallons. Dr. Zansler also shared that this season so far, there are 1,510,993 net pounds solids compared to 2,530,127 net pounds solids same time last season.

Overall, global supplies utilizing grapefruit juice into process is also down 24.5% which is attributed to a decline in imports. NFC grapefruit juice movement will decline 8% by the end of the season. Overall movement is down by more than 40-50%.

Dr. Zansler announced that the final outlook will be available following the FCC meeting. Additionally, Dr. Zansler released the audited post-estimate report schedule of release for the 2025-26 season.

Mrs. Melanie Burns questioned if they should be looking at protocols for reporting requirements and recalled a minimum box requirement in order to be part of post-estimate. Mrs. Burn also asked if any of that need to be updated. Dr. Zansler replied that she believes there is a minimum box requirement for processed fruit, but in terms of juice movement and receipts, those facilities would still be reporting to us today. Dr. Zansler stated she would look into it and see if there's a facility indication. Mrs. Burns stated that she believed years ago, if they fell below a certain amount they did not have to be reported.

Mrs. Lisa Jensen stated that FDACS did upgrade and update that threshold to be 200,000 pounds solid. Mrs. Jensen also shared that at FDACS there is a responsibility not to report volume 3.

Dr. Zansler recalled the language being revised to anyone who fell below the 200,000-pounds boxes being able to request to be removed. Facilities have the option to request that request be reviewed. “Additionally, in terms of the number of facilities, we amended rule 20-3 to ensure that we do not report on the number of facilities in any given season that are reporting processed fruit to us. There are 18 reporting facilities that are trading in juice licensed fruit dealers that are reporting to us in the 24-25

season. That will be getting an update very soon on the 25-26 season to see if that number changes to 17 with the merger of two facilities," said Dr. Zansler.

## NEXT MEETING

Mr. Story announced the next committee meeting is tentatively scheduled for March 4, 2026, at 11:00 a.m. at the Florida Department of Citrus.

## ADJOURNMENT

With no other business to come, the Processing Statistics Reporting Advisory Council, the meeting was adjourned at 11:43 a.m.

_____
Kyle Story, Chairman

_____
Date