Administrative and Budget Committee



Agenda

- Monthly Financial Summary – September 30, 2026
- Revised FY2026-27 Operating Budget Presentation
- Request for Approval of Revised Operating Budget and
- Approval of Assessment Rates, Order CIT-26-04-FOI
- Inspector General Report

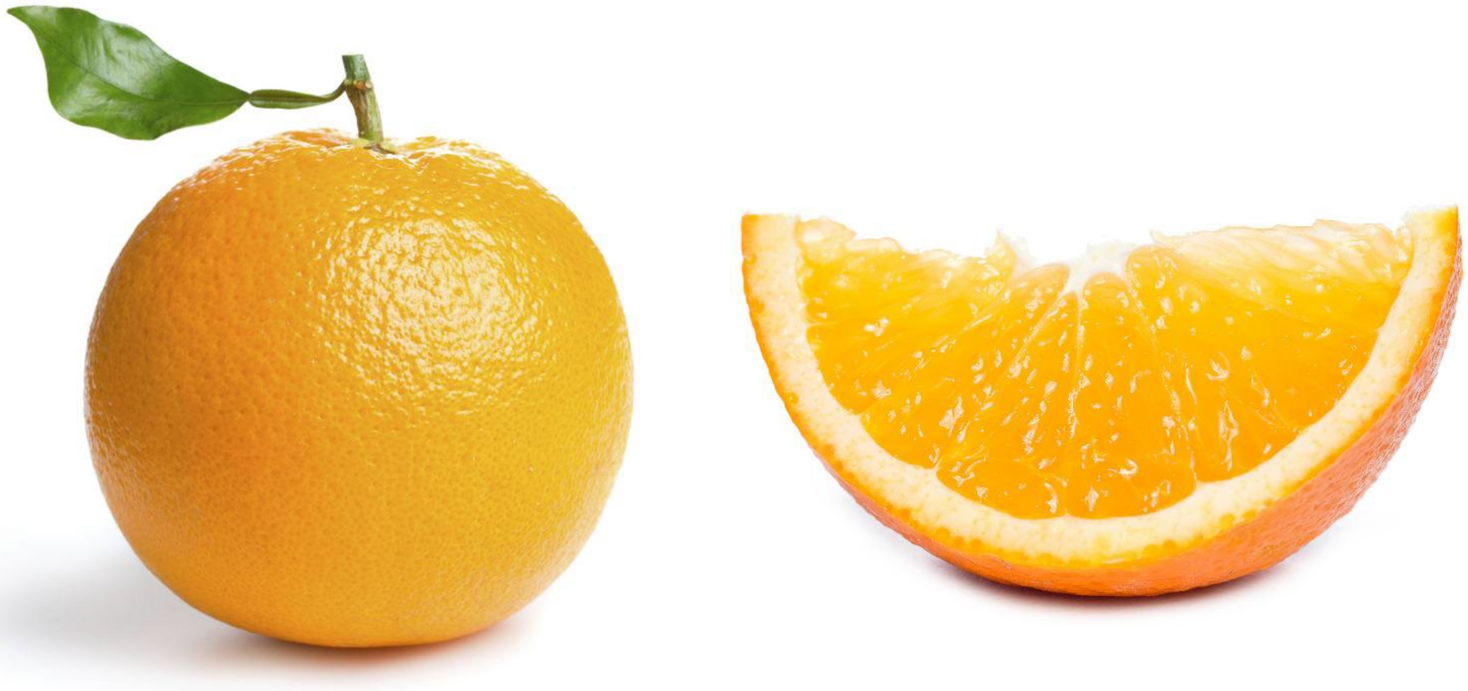
ADMINISTRATIVE AND BUDGET

Financial Executive Summary September 30, 2026

- Cash on hand - $ 12,885,577
- Revenue – $ 1,770,703
- Expenditures - $ 1,878,118
- General Operations - $ 803,990

YTD decrease of $542,200

FY2026-27 Revised Operating Budget



Revised Budget Revenue Highlights

Revenue based on boxes:

- 10.0 million orange
- 1.3 million grapefruit
- 450K specialty
- 80 MM OJ imports (425.25 million gallons)
- 600K grapefruit (3.0 million gallons)

2026-2027 Rates:

	Proposed	Max allowed per F.S. 601.15
• Fresh Orange	$0.05	$0.07
• Grapefruit	$0.07	$0.36
• Specialty	$0.07	$0.16 / $0.25
• Proc Orange	$0.12	$0.25

Revenue Box Projection (000's)

	2025-26 Actual	Preliminary Estimated	Adjust	Revised Estimated	% Increase (Decrease)
DOMESTIC					
TOTAL ORANGE BOXES	**11,925**	**10,000**	**0**	**10,000**	**0.0**
GRAPEFRUIT FORECAST					
Fresh	872	698	160	858	22.9
Processed	311	352	60	412	17.0
Non-Revenue		50		30	
TOTAL GRAPEFRUIT BOXES	**1,183**	**1,100**	**220**	**1,300**	**20.0**
SPECIALTY FORECAST					
Fresh	146	248	32	280	12.9
Processed	157	132	17	149	12.9
Non-Revenue		20		21	
TOTAL SPECIALTY BOXES	**303**	**400**	**49**	**450**	**12.3**
DOMESTIC UTILIZATION					
Fresh	2,051	1,853	192	2,045	10.4
Processed	11,360	9,527	77	9,604	0.8
TOTAL DOMESTIC BOXES	**13,411**	**11,380**	**269**	**11,649**	**2.4**
IMPORTS					
TOTAL IMPORTS	**97,521**	**80,600**	**0**	**80,600**	**0.0**
TOTAL ALL	**110,932**	**91,980**	**269**	**92,249**	**0.3**

Budget Revision After USDA Crop Forecast

Estimated Revenue:	Adjustments	Box change, (000's)
Processed Grapefruit	$ 4,200	60
Fresh Grapefruit	$ 11,200	160
Processed Specialty	$ 1,190	17
Fresh Specialty	$ 2,240	32
Carryover	$ 40,105	
Total Assessments	**$ 58,935**	269

Budget Revision after USDA crop forecast

Operating Budget Adjustments:

General Revenue Service Charge	$	740
Admin Salaries and Benefits	$	94,000
Scientific Salaries and Benefits	$	(119,000)
Marketing & PR Salaries and Benefits	$	25,000
Reserves - Processed Orange	$	39,309
Reserves - Fresh Orange	$	546
Reserves - Combined Grapefruit	$	16,111
Reserves Fresh Specialty	$	2,229
Total operating budget adjustments	**$**	**58,935**

FY26-27 Revenue Sources

General Revenue

- Marketing $ 15,000,000
- Research $ 2,650,000
- PALM $ 683,571

USDA Grants

- FAS MAP $ 3,450,785
- RAPP $ 500,000

CATF $ 5,722,324

- Assessments
- Interest & Other Income
- Use of Fund Balance

GR Funded Marketing Budget Comparison

DESCRIPTION	OCA CODE	BUDGET 2025-26	ADJ	PRELIMINARY APPROVED BUDGET 2026-27	% INCREASE/ DECREASE
GENERAL REVENUE PROGRAMS					
57 10 15 11 003					
Consumer Awareness - PR	GR010	8,452,900	3,518,468	11,971,368	41.6
Fresh Orange Promotions	GR220	317,500	857,892	1,175,392	100.+
Grapefruit Promotions - Domestic	GR230	816,500	435,292	1,251,792	53.3
Fresh Specialty Promotions		0	293,848	293,848	100.+
Gift Fruit Programs	GR270	57,600	0	57,600	0.0
FL Welcome Stations-Juice	GR080	250,000	0	250,000	0.0
International Marketing-GR					
Promotions		105,500	(105,500)	0	(100.0)
TOTAL GR PROGRAMS		**$10,000,000**	**$5,000,000**	**$15,000,000**	**50.0**

Proposed Revised Operating Budget

	Preliminary			Revised	
	Approved Budget	% of Total	Change	**Budget**	% of Total
Carryover	$813	2.9	$0	**$813**	2.9
Unspent Certified			40	**40**	0.1
Box Assessments					
Processed Orange	1,094	3.9	1	**1,096**	3.9
Grapefruit Juice/Fresh	74	0.3	15	**89**	0.3
Fresh Orange/Specialty	63	0.2	2	**65**	0.2
Imports (Opt Out)	3,214	11.4	0	**3,214**	11.5
USDA - FAS/ MAP	3,451	12.3	0	**3,451**	12.3
USDA - FAS/ RAPP	500	1.8	0	**500**	1.8
Interest/Other Inc	406	1.4	0	**406**	1.4
Gen Rev-PALM	893	3.2	(210)	**683**	2.4
Gen Rev-NVDMC & CRP	2,650	9.4	0	**2,650**	9.5
Gen Rev- Marketing	15,000	53.3	0	**15,000**	53.6
Total	**$28,157**	**100.0**	**($151)**	**$28,006**	**100.0**

Proposed Revised Operating Budget

	PRELIMINARY BUDGET 2026-27	ADJUSTMENT	REVISED BUDGET 2026-27	% INC / DECR
EXPENDITURES				
Administration				
Admin & Support Services	$2,448	$94	$2,542	3.8
State Gen Rev Charge	194	1	195	0.4
PALM - Gen Rev	893	(210)	683	(23.5)
Subtotal Administration	3,534	(116)	3,419	(3.3)
Scientific Research				
Subtotal Scientific Research	3,510	(119)	3,391	(3.4)
Economic Research				
Subtotal Econ Research	1,045	0	1,045	0.0
Marketing & Public Relations				
Subtotal Domestic Marketing	15,537	26	15,562	0.2
Subtotal Int'l Marketing	4,390	0	4,390	0.0
Budgeted Expenditures	28,017	(209)	27,807	(0.7)
Reserves	140	58	198	41.6
TOTAL BUDGET	**$28,157**	**($151)**	**$28,006**	**(0.5)**

Revised Processed Orange Revenue (000's)

	Preliminary			Revised	
	Approved Budget	% of Total	Change	**Proposed Budget**	% of Total
Revenue					
Carryover	$507	2.3	$0	**$507**	2.4
Unspent Certifed	0	0.0	38	**38**	0.2
Assessments-Dom	1,094	5.0	1	**1,096**	5.1
Assessments-Imports	3,200	14.8	0	**3,200**	14.9
Interest/Other	394	1.8	0	**394**	1.8
Gen Rev - PALM	866	4.0	(204)	**662**	3.1
Gen Rev - NVDMC/CRP	2,390	11.0	0	**2,390**	11.1
Gen Rev - Marketing	12,159	56.1	0	**12,159**	56.5
Federal Appropriations	1,083	5.0	0	**1,083**	5.0
Total	**$21,692**	100.0	($165)	**$21,528**	100.0

Revised Processed Orange Expense (000's)

	Preliminary			Revised	
	Approved Budget	% of Total	Change	**Proposed Budget**	% of Total
Expenditures					
Administration	$2,374	10.9	$91	**$2,465**	11.5
PALM - Gen Rev	$866	4.0	(204)	**$662**	3.1
State GSRC	188	0.9	0	**188**	0.9
Research					
SRD	838	3.9	(115)	**723**	3.4
New Varieties & PEP - Gen Rev	2,390	11.0	0	**2,390**	11.1
Economic	1,021	4.7	0	**1,021**	4.7
Subtotal Research	4,249	19.6	(115)	**4,134**	19.2
Marketing & Public Relations					
General Operations	437	2.0	24	**462**	2.1
Public Relations	84	0.4	0	**84**	0.4
Marketing & PR - Gen Rev	12,159	56.1	0	**12,159**	56.5
Subtotal Mktg & PR	12,680	58.5	24	**12,704**	59.0
International Marketing					
Int'l Promotions - DOC	124	0.6	0	**124**	0.6
Int'l Promotions - FAS	1,083	5.0	0	**1,083**	5.0
Subtotal Int'l Marketing	1,206	5.6	0	**1,206**	5.6
Reserves	129	0.6	39	**168**	0.8
Total Budget	**$21,692**	100.0	($165)	**$21,528**	100.0

Revised Grapefruit Revenue (000's)

	Preliminary			Revised	
	Approved Budget	% of Total	Change	**Proposed Budget**	% of Total
Revenue					
Carryover	$290	6.5	$0	**$290**	6.5
Unspent Certified	0	0.0	1	**1**	0.0
Assessments-Dom	74	1.6	15	**89**	2.0
Assessments-Imp	14	0.3	0	**14**	0.3
Interest/Other	7	0.2	0	**7**	0.2
Gen Rev - PALM	15	0.3	(4)	**12**	0.3
Gen Rev - NVDMC	130	2.9	0	**130**	2.9
Gen Rev - Marketing	1,335	29.9	0	**1,335**	29.9
Federal Appropriations	2,593	58.2	0	**2,593**	58.0
Total	**$4,458**	100.0	$13	**$4,471**	100.0

Revised Grapefruit Expense (000's)

	Preliminary			Revised	
	Approved Budget	% of Total	Change	**Proposed Budget**	% of Total
Expenditures					
Administration	$42	0.9	$2	**$43**	1.0
Gen Rev - PALM	15	0.3	(4)	**12**	0.3
State GSRC	4	0.1	1	**4**	0.1
Research					
SRD	12	0.3	(2)	**10**	0.2
NVDMC	130	2.9	0	**130**	2.9
EMRD	15	0.3	0	**15**	0.3
Subtotal Research	158	3.5	(2)	**156**	3.5
Domestic Marketing					
General Operations	7	0.2	(0)	**7**	0.2
Public Relations	1	0.0	0	**1**	0.0
Marketing & PR - Gen Rev	1,335	29.9	1	**1,336**	29.9
Subtotal Marketing	1,344	30.2	0	**1,344**	30.1
International Marketing					
Int'l Promotions-DOC/GR	298	6.7	0	**298**	6.7
Int'l Promotions - FAS	2,213	49.6	0	**2,213**	49.5
Int'l Promotions-RAPP	380	8.5	0	**380**	8.5
Subtotal Int'l Marketing	2,891	64.9	0	**2,891**	64.7
Reserves	4	0.1	16	**20**	0.5
Total Budget	**$4,458**	100.0	13	**$4,471**	100.0

Revised Fresh Orange Revenue (000's)

	Preliminary			Revised	
	Approved Budget	% of Total	Change	**Proposed Budget**	% of Total
Revenue					
Carryover	$16	1.0	$0	**$16**	1.0
Unspent Certifed	0	0.0	1	**1**	0.0
Assessments	45	2.8	0	**45**	2.8
Interest/Other	4	0.3	0	**4**	0.3
PALM - Gen Rev	9	0.6	(2)	**7**	0.4
Citrus Research - Gen Rev	65	4.0	0	**65**	4.0
PR & Marketing - Gen Rev	1,204	74.4	0	**1,204**	74.5
FAS Programs	275	17.0	0	**275**	17.0
Total	**$1,619**	100.0	($2)	**$1,617**	100.0

Revised Fresh Orange Expense (000's)

	Preliminary			Revised	
	Approved Budget	% of Total	Change	**Proposed Budget**	% of Total
Expenditures					
Admin & Supp Services	$24	1.5	$1	**$25**	1.6
Gen Rev - PALM	9	0.6	(2)	**7**	0.4
State GSRC	2	0.1	(0)	**2**	0.1
Research					
Scientific	7	0.5	(1)	**6**	0.4
NVDMC	65	4.0	0	**65**	4.0
Economic	7	0.4	(0)	**7**	0.4
Subtotal Research	79	4.9	(1)	**78**	4.8
Domestic Marketing					
General Operations	4	0.3	0	**5**	0.3
Public Relations	1	0.1	0	**1**	0.1
Marketing & PR - Gen Rev	1,204	74.4	0	**1,204**	74.5
Subtotal Marketing	1,209	74.7	0	**1,210**	74.8
International Marketing					
Int'l Promotions - DOC	18	1.1	0	**18**	1.1
Int'l Promotions - FAS, RAPP	275	17.0	0	**275**	17.0
Subtotal Int'l Marketing	293	18.1	0	**293**	18.1
Reserves	2	0.2	1	**3**	0.2
Total Budget	**$1,619**	100.0	($2)	**$1,617**	100.0

Revised Fresh Specialty Fruit (000's)

	Approved Budget	% of Total	Change	**Proposed Budget**	% of Total
Revenue					
Carryover	$0	0.0	$0	**$0**	0.0
Unspent Certified	0		0	**0**	0.0
Assessments	17	4.5	2	**20**	5.0
Interest/Other	1	0.3	0	**1**	0.3
PALM & Citrus Research - GR	68	17.4	(1)	**67**	17.2
PR & Marketing - Gen Rev	302	77.8	0	**302**	77.4
Total	**$388**	22.2	$2	**$390**	22.6
Expenditures					
Admin & Supp Services	$7	1.9	$0	**$8**	2.0
Gen Rev - PALM	3	0.7	(1)	**2**	0.5
State GSRC	1	0.2	0	**1**	0.2
Research					
SRD	2	0.6	(0)	**2**	0.5
NVDMC	65	16.7	0	**65**	16.7
Economic	2	0.5	0	**2**	0.5
Subtotal Research	69	17.8	(0)	**69**	17.7
Domestic Marketing					
General Operations	1	0.3	0	**1**	0.4
Public Relations	0	0.1	0	**0**	0.1
Marketing & PR - Gen Rev	302	0.0	0	**302**	77.4
Subtotal Marketing	303	78.2	0	**304**	77.9
Reserves	5	1.2	2	**7**	1.8
Total Budget	**$388**	100.0	$2	**$390**	100.0

ADMINISTRATIVE AND BUDGET

Budgeted Reserves (000's)

Description	June Prelim	Adjustment	October revised	% of Rev	Equiv. Boxes
Processed Orange	$129	$39	$168	4%	1.4M
Fresh Orange	2	1	3	6%	56K
Combined Grapefruit	4	16	20	20%	293K
Fresh Specialty	5	2	7	35%	99K
	$140		**$198**		

Fund Balance Analysis by Fruit Variety
Fiscal Year Ending June 30, 2027- Projected

	TOTAL	Processed Orange	Fresh Orange	All Grapefruit	Fresh Specialty
Fund Balance, 06/30/2026	**$13,670**	**$11,493**	**$611**	**$1,307**	**$259**
Adj (FY 2025-26 unspent cert)	**40**	**38**	**1**	**1**	**0**
FY 2026-27 Planned Use	**813**	**507**	**16**	**290**	**0**
Projected FB, 06/30/2027	**$12,897**	**$11,024**	**$595**	**$1,018**	**$259**
Minimum per Policy	6,785	5,164	379	1,151	91
Proj Over/(Under)	**$6,112**	**$5,860**	**$216**	**($133)**	**$168**

ADMINISTRATIVE AND BUDGET

Staff Recommendations

Staff respectfully requests approval of the following:

1. **Assessment rates for FY2026-27 (CIT-25-04-FOI)**
    - $0.05 Fresh Orange
    - $0.07 Processed & Fresh Grapefruit
    - $0.07 Processed & Fresh Specialty
    - $0.12 Processed Orange

2. **Move the additional revenues to reserves**

3. **FY2026-27 Revised Operating Budget**

Inspector General Report




Thank You!