

**STATE OF FLORIDA
DEPARTMENT OF CITRUS**

**ANNUAL
FINANCIAL
REPORT**

**Fiscal Year Ended
June 30, 2007**





STATE OF FLORIDA
DEPARTMENT OF CITRUS

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August 15, 2007

Florida Citrus Commission
Lakeland, Florida

Submitted herewith is the Annual Financial Report of the Florida Department of Citrus for the year ending June 30, 2007. This report has been prepared in conformance with generally accepted accounting principles as prescribed in pronouncements of the Governmental Accounting Standards Board. Every effort has been made to ensure that all financial transactions were conducted and records maintained in a complete and accurate manner.

Revenues were \$6.9 million greater than last year, allowing reserves to be built in the same amount. Marketing and research expenditures in 2006-07 accounted for approximately 90% of total expenditures. This is a total spending level similar to last year, with a re-allocation of \$2.2 million from marketing to research. Details of all departmental expenditures are included in this financial report.

		2005-06	2006-07
Revenue	-Assessments	\$33,285,320	\$41,764,154
	-General Revenue/ Federal Hurricane Relief	1,952,000	0
	-FAS Program	5,192,844	4,919,580
	-Interest & Other	1,822,889	2,492,176
		<u>\$42,253,053</u>	<u>\$49,175,910</u>
Expenditures	-Marketing	\$36,763,841	\$34,608,418
	-Research	4,454,192	6,684,769
	-Other	4,656,058	4,622,040
		<u>\$45,874,091</u>	<u>\$45,915,227</u>

The direction given by the Florida Citrus Commission and the cooperation of the Florida citrus industry to implement current marketing and research programs is sincerely appreciated.

Debra J. Funkhouser
Comptroller

Grow the market for the Florida citrus industry to enhance the economic well-being of the Florida citrus grower, citrus industry and the State of Florida.

FLORIDA DEPARTMENT OF CITRUS

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FLORIDA DEPARTMENT OF CITRUS

COMBINED BALANCE SHEET

JUNE 30, 2007

	SPECIAL REVENUE FUNDS	COMBINED GENERAL ACCOUNT GROUPS	TOTAL (MEMORANDUM ONLY)
ASSETS			
Cash and Cash Equivalents	\$1,507,825		\$1,507,825
Pooled Investments with State Treasury (See Note A.5.)	15,328,434		15,328,434
Grants Receivable	2,277,612		2,277,612
Development Loans Receivable	1,469,122		1,469,122
Accounts Receivable	90,953		90,953
Interest Receivable	39,944		39,944
Prepaid Assets	55,587		55,587
Inventories	532,024		532,024
Deferred Charges-Current	500,000		500,000
Fixed Assets at Cost			
Land		246,125	246,125
Buildings		763,452	763,452
Equipment and Autos		2,853,045	2,853,045
Other Fixed Assets		2,990	2,990
Less: Accumulated Depreciation		(2,928,318)	(2,928,318)
Total Assets	\$21,801,501	\$937,294	\$22,738,795
LIABILITIES			
Accounts Payable	\$6,017,745		\$6,017,745
Due to Other State Agencies	732,839		732,839
Compensated Absences - Current	65,974		65,974
Compensated Absences - Non-Current		694,826	694,826
Other Liabilities	513,900		513,900
Total Liabilities	7,330,458	694,826	8,025,284
FUND EQUITY			
Invested in General Account Groups		242,468	242,468
Fund Balances			
Designated	12,601,043		12,601,043
Undesignated	1,870,000		1,870,000
Total Fund Equity	14,471,043	242,468	14,713,511
Total Liabilities & Fund Equity	\$21,801,501	\$937,294	\$22,738,795

The accompanying notes to financial statements are an integral part of this statement.

FLORIDA DEPARTMENT OF CITRUS

STATEMENT OF CHANGES IN FUND BALANCES

FISCAL YEAR ENDED JUNE 30, 2007

<u>DESCRIPTION</u>	<u>FLORIDA CITRUS ADVERTISING TRUST FUND</u>	<u>CITRUS STABILIZATION FUND</u>	<u>TOTAL ALL FUNDS</u>
Fund Balances, July 1	\$10,751,001	\$25,870	\$10,776,871
Adjustments to Fund Balances	<u>400,609</u>	<u>32,880</u>	<u>433,489</u>
Fund Balances, July 1, as restated	11,151,610	58,750	11,210,360
Revenue	49,175,910	0	49,175,910
Expenditures	<u>45,902,327</u>	<u>12,900</u>	<u>45,915,227</u>
Fund Balances, June 30			
Designated	12,555,193	45,850	12,601,043
Undesignated	<u>1,870,000</u>	<u>0</u>	<u>1,870,000</u>
TOTAL	<u><u>\$14,425,193</u></u>	<u><u>\$45,850</u></u>	<u><u>\$14,471,043</u></u>

FLORIDA DEPARTMENT OF CITRUS
COMPARATIVE STATEMENT OF REVENUE AND EXPENDITURES
FISCAL YEARS ENDING JUNE 30, 2006 AND 2007

DESCRIPTION	JUNE 30, 2006	INCREASE/ (DECREASE)	JUNE 30, 2007
REVENUE			
Assessment on Domestic Fruit			
Orange	\$26,072,441	\$3,153,237	\$29,225,678
Grapefruit	4,608,439	4,684,306	9,292,745
Specialty	1,404,863	(229,842)	1,175,021
	<u>32,085,743</u>	<u>7,607,701</u>	<u>39,693,444</u>
Assessment on Imported Product			
Orange	1,172,348	887,765	2,060,113
Grapefruit	27,229	(16,632)	10,597
	<u>1,199,577</u>	<u>871,133</u>	<u>2,070,710</u>
Total Assessment	33,285,320	8,478,834	41,764,154
Investment Earnings	212,159	170,906	383,065
Other Income	390,743	(205,904)	184,839
Federal Appropriation - Research	1,219,987	704,285	1,924,272
Federal Appropriation - Marketing	1,952,000	(1,952,000)	0
Foreign Agricultural Service (FAS) Program	5,192,844	(273,264)	4,919,580
	<u>5,192,844</u>	<u>(273,264)</u>	<u>4,919,580</u>
TOTAL REVENUE	<u>\$42,253,053</u>	<u>\$6,922,857</u>	<u>\$49,175,910</u>
EXPENDITURES			
Commission Special Legal	\$517,659	(\$17,659)	\$500,000
Administrative and Support Services	3,026,050	(295,592)	2,730,458
State General Revenue Charge	1,112,348	279,234	1,391,582
Research & Development - General Operations	1,217,455	196,503	1,413,958
Scientific Research-Product Research	952,611	445,264	1,397,875
Scientific Research-Harvesting	961,252	1,401,367	2,362,619
Economic and Market Research	1,322,874	187,443	1,510,317
Subtotal Non-Marketing	<u>9,110,249</u>	<u>2,196,560</u>	<u>11,306,809</u>
Marketing			
Marketing/Public Relations - General Operations	1,178,467	(254,238)	924,229
Public Relations Programs	3,101,376	387,233	3,488,609
Processed Orange Advertising	20,887,288	(3,255,616)	17,631,672
Fresh Fruit	702,436	(642,492)	59,944
Consumer/Trade/Industry Comm	2,793,718	933,721	3,727,439
International Marketing	8,100,556	675,969	8,776,525
Subtotal Marketing	<u>36,763,841</u>	<u>(2,155,423)</u>	<u>34,608,418</u>
TOTAL EXPENDITURES	<u>\$45,874,090</u>	<u>\$41,137</u>	<u>\$45,915,227</u>
EXCESS (DEFICIT) OF REVENUE OVER EXPENDITURES	<u>(\$3,621,037)</u>	<u>\$6,881,720</u>	<u>\$3,260,683</u>

FLORIDA DEPARTMENT OF CITRUS

CASH FLOW STATEMENT

FISCAL YEAR ENDED JUNE 30, 2007

Operating Income (Loss) \$ (4,098,103)

Adjustments to reconcile operating income
to net cash provided by operating activities:

Net loss on disposal of assets 4,672

Depreciation expense 201,795

CASH FLOWS FROM OPERATING ACTIVITIES

Change in assets and liabilities:

(Increase) decrease in receivables 375,951

(Increase) decrease in prepaids (44,638)

(Increase) decrease in inventories 46,718

Increase (decrease) in accounts payable 2,708,756

Increase (decrease) in due to other state agencies 132,751

Increase (decrease) in compensated absences 65,974

Increase (decrease) in other liabilities (25,906)

Net cash provided (used) by operating activities (632,030)

CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES

Cash received from grants 6,843,852

Net cash provided (used) by noncapital financing activities 6,843,852

CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES

Cash receipts from sale of capital assets -

Purchase of capital assets (74,598)

Net cash (used) by capital and related financing activities (74,598)

CASH FLOWS FROM INVESTING ACTIVITIES

Investment earnings 383,065

Net cash provided (used) by investing activities 383,065

Net increase (decrease) in cash and cash equivalents 6,520,289

Cash and cash equivalents - beginning of period 10,315,970

Cash and cash equivalents - end of period \$ 16,836,259

FLORIDA DEPARTMENT OF CITRUS

SOURCE AND USE OF FUNDS

FISCAL YEAR ENDING JUNE 30, 2007

DESCRIPTION	DOM. ASSESMTS & OTHER REV	IMPORTS	GRANTS	TOTAL
SOURCES				
Assessments	\$39,693,444	\$2,070,710		\$41,764,154
Other	557,993	9,911		567,904
Research Grants			1,924,272	1,924,272
Marketing Grants			4,919,580	4,919,580
TOTAL SOURCES	\$40,251,437	\$2,080,621	\$6,843,852	\$49,175,910
USES				
Settlement	\$0	\$500,000		\$500,000
Admin & Support Srvcs	2,005,346	725,112		2,730,458
State Gen Rev Charge	1,261,186	130,396		1,391,582
Research	4,039,765	725,113	1,919,890	6,684,769
Marketing	29,688,837	0	4,919,580	34,608,418
TOTAL USES	\$36,995,134	\$2,080,621	\$6,839,470	\$45,915,227
EXCESS/(DEFICIT)	\$3,256,303	\$0	\$4,382	\$3,260,683

Pursuant to Chapter 601.155(10) F.S. excise taxes collected on imported product (1/3 of applicable rates) were expended only for Research, Administrative and Regulatory activities. Import taxes paid for 18.4% of the Department's Research, Administrative and Regulatory activities.

FLORIDA DEPARTMENT OF CITRUS

STATEMENT OF REVENUE, EXPENDITURES AND FUND BALANCES BY FRUIT VARIETY FISCAL YEAR ENDED JUNE 30, 2007

	<u>TOTAL</u>	<u>PROCESSED ORANGE</u>	<u>PROCESSED GRAPEFRUIT</u>
Fund Balances, July 1	\$10,776,871	\$4,624,133	\$2,891,110
Adjustments to Fund Balances	433,489	244,915	50,139
Revenue	<u>49,175,910</u>	<u>33,893,260</u>	<u>7,134,328</u>
Total Available	<u>60,386,270</u>	<u>38,762,308</u>	<u>10,075,577</u>
EXPENDITURES			
Commission Special Legal Administration	500,000	500,000	0
Admin & Supp Svc	2,730,458	2,020,539	382,264
State Gen Rev Charge	1,391,582	1,035,787	189,100
Scientific Research & Development			
General Operations	1,413,958	1,046,329	197,954
Scientific Prod Res	1,397,875	863,557	234,265
Scientific Res-Harvest	2,362,619	2,008,226	354,393
Economic & Market Research	<u>1,510,317</u>	<u>1,278,854</u>	<u>122,746</u>
Subtotal Non-Marketing	<u>11,306,810</u>	<u>8,753,292</u>	<u>1,480,722</u>
Marketing & Public Relations			
General Operations	924,229	757,867	101,665
Public Relations Programs	3,488,609	1,755,861	871,720
Processed Orange Advtsg	17,631,672	17,631,672	0
Fresh Fruit	59,944	0	9,260
Consumer/Trade/Industry Comm	3,727,439	1,344,246	2,139,326
International Promotions-DOC	3,856,945	550,681	1,247,364
International Promotions-FAS	<u>4,919,580</u>	<u>783,580</u>	<u>1,103,504</u>
Subtotal Marketing	<u>34,608,417</u>	<u>22,823,907</u>	<u>5,472,840</u>
Total Expenditures	<u>\$45,915,227</u>	<u>\$31,577,199</u>	<u>\$6,953,562</u>
Fund Balances, June 30			
Designated	12,601,043	7,185,109	2,302,015
Undesignated	<u>1,870,000</u>	<u>0</u>	<u>820,000</u>
	<u>\$14,471,043</u>	<u>\$7,185,109</u>	<u>\$3,122,015</u>

FRESH ORANGE	FRESH GRAPEFRUIT	FRESH SPECIALTY	SCHOOL MARKETING
\$1,393,157	\$1,222,812	\$619,789	\$25,870
38,012	45,747	21,796	32,880
836,718	6,760,292	551,312	0
2,267,887	8,028,851	1,192,897	58,750
0	0	0	0
54,609	245,741	27,305	0
27,546	120,990	18,159	0
28,279	127,256	14,140	0
77,419	146,952	75,682	0
0	0	0	0
30,221	57,650	20,846	0
218,075	698,590	156,131	0
18,485	27,727	18,485	0
110,352	670,304	80,372	0
0	0	0	0
5,482	41,364	3,838	0
127,088	18,770	85,109	12,900
0	2,058,900	0	0
0	3,032,496	0	0
261,407	5,849,560	187,803	12,900
\$479,481	\$6,548,150	\$343,935	\$12,900
1,408,406	1,000,701	658,962	45,850
380,000	480,000	190,000	0
\$1,788,406	\$1,480,701	\$848,962	\$45,850

FLORIDA DEPARTMENT OF CITRUS

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2007

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following summary of significant accounting policies of the Department of Citrus is presented to assist the reader in interpreting the financial statements. These policies should be viewed as an integral part of the accompanying financial statements.

1. Reporting Entity

The Department of Citrus is an agency of the State of Florida.

The powers and duties of the Department of Citrus are defined in Chapter 601, Florida Statutes (the Florida Citrus Code of 1949). The Department of Citrus is a corporate body with power to contract, and be contracted with, in order to carry out the provisions and requirements of this Chapter. Lakeland, Florida, is designated as its official headquarters.

The Florida Citrus Commission is designated as the head of the Department and is composed of twelve practical citrus persons appointed by the Governor, subject to confirmation by the Senate, for a three-year term. Seven members shall be designated as grower members and five shall be designated as grower-handler members. The Commission administers the various laws which provide broad regulatory powers with respect to packing, processing, labeling, and handling of citrus fruits and products.

2. Fund Accounting

The accounts of the Department of Citrus are organized on the basis of funds and account groups, each of which is considered a separate accounting entity. The operations of each fund are accounted for with a separate set of self-balancing accounts that comprise its assets, liabilities, fund equity, revenues, and expenditures or expenses, as appropriate. Government resources are allocated to and accounted for in individual funds based upon the purposes for which they are to be spent and the means by which spending activities are controlled.

Special revenue funds (a governmental fund type) are used to account for revenues which are legally restricted to expenditures for specific purposes. Special revenue funds are established within the accounts of the Department to account for the proceeds of specific sources of revenue as follows:

a. Florida Citrus Advertising Trust Fund

The trust fund was created by Section 601.15(7), Florida Statutes, for the payment of expenditures for general overhead, administration, research and development, advertising, merchandising, public relations, and other associated activities. An excise tax per standard (1-3/5 bu.) box on grapefruit, oranges, and on other citrus varieties is levied by the Florida Citrus Commission in accordance with a sliding tax table. The excise tax is effective August 1 for the ensuing year.

b. Citrus Stabilization Fund (School Marketing Program)

Section 601.154, Florida Statutes, authorizes the Department to administer and enforce the Citrus Stabilization Act by the issuance of a marketing order. The marketing order, creating the School Marketing Program, became effective February 1, 1969, implementing the levy of an excise tax of five cents per standard (1-3/5 bu.) box of oranges grown in Florida, and terminated on January 1, 1971. The monies generated from the investment of this assessment, after deducting the state general revenue service charge, have been used to develop and expand the sale of Florida orange juice and fresh Florida oranges to schools and children in school. The fund is projected to be fully expended by June 30, 2008.

The general fixed assets account group is used to establish accounting control for general fixed assets.

The general long-term debt account group is used to establish accounting control for long-term obligations.

3. Basis of Accounting

Basis of accounting refers to when revenues, expenditures, transfers and the related assets and liabilities are recognized in the accounts and reported in the financial statements. Basis of accounting relates to the timing of the measurements made, regardless of the nature of the measurement.

The governmental funds are accounted for using the modified accrual basis of accounting. Revenue is recognized when it becomes measurable and available to finance expenditures of the current period. Under the modified accrual basis of accounting, expenditures are recognized when the related fund liability is incurred.

4. Basis of Presentation

The financial statements of the Department of Citrus have been prepared in accordance with generally accepted accounting principles as prescribed by the Governmental Accounting Standards Board (GASB). Although GASB #34 "Basic Financial Statements and Management Discussion and Analysis for State and Local Governments," eliminated the requirement to present account groups, the Department has elected to combine and present the fixed asset and long-term debt account groups.

The total column on the accompanying combined financial statement is captioned "memorandum only" to indicate that it is presented only to facilitate financial analysis. Inasmuch as the total column includes fund types and account groups that use different bases of accounting, data in this column does not present financial position in conformity with generally accepted accounting principles. Such data is not comparable to a consolidation.

5. Deposits and Investments

Cash deposits include demand deposit accounts and time deposit accounts. In addition, investments in the State of Florida, Chief Financial Office investment pool are considered to be a cash equivalent. Cash equivalents are defined as short-term, highly liquid investments.

Unless specifically exempted by statute, all cash of the state must be deposited in the State Treasury. The State Treasury, in turn, keeps the funds fully invested to maximize interest earnings. Authorized investments include certificates of deposit in Florida banks and savings and loan associations, direct obligations of the United States Treasury, obligations of federal agencies, asset-backed or mortgage-backed securities, commercial paper, bankers' acceptances, medium term corporate obligations, repurchase agreements and commingled and mutual funds.

6. Inventories

Inventories of \$532,024 are expensed using the consumption method and are valued at cost determined on a first-in, first-out basis. Inventories consist mainly of display material and reproduction and other expendable supplies held for consumption.

7. Fixed Assets

Buildings, furniture and equipment are recorded at historical cost. Land, which was donated, is recorded at the appraised value at the time it was donated. GASB #34 requires that the State have a policy on capitalization, depreciation, and useful lives of fixed assets. Fixed assets are recorded at cost and depreciated over the following useful lives:

Buildings	30 years
Equipment	3-5 years
Automobiles	5 years

8. Compensated Absences

Employees earn the right to be compensated during absences for vacation and illness. Within the limits established by law or rule, the value of unused leave benefits will be paid to employees upon separation from state service. The cost of leave benefits is normally recognized when payments are made to employees; however, a current liability of \$65,974 has been recorded in the special revenue fund for payments to be made within sixty days of the fiscal year end. In addition, a non-current liability of \$694,826 for unused vacation and vested sick leave benefits has been recorded in the general long-term debt account group.

The compensated absences amounts are based on June 30, 2007, salary rates and include employer social security and pension contributions at current rates.

B. CASH AND CASH EQUIVALENTS

Cash and cash equivalents totaling \$1,507,825 consist of cash held in the State Treasury - \$120,576; foreign currency time deposits - \$1,370,999; and local demand deposits - \$16,250.

Foreign currency time deposits consist of foreign currency held for subsequent payment of contracts with foreign entities. These funds are held in a bank which has been approved by the State of Florida, Chief Financial Office.

C. POOLED INVESTMENTS WITH STATE TREASURY

Available monies are invested through the State Board of Administration pursuant to Section 215.44, Florida Statutes. Investments totaled \$15,328,434 and are stated at cost plus interest earned and reinvested. Interest earned on these investments during the fiscal year ended June 30, 2007, totaled \$373,721. Total investment earnings for the year of \$383,065 included interest earned on foreign currency time deposits and on local demand deposits.

D. DUE FROM FEDERAL GOVERNMENT

At June 30, 2007, \$1,927,761 is due from the United States Department of Agriculture/Foreign Agricultural Service. This balance represents marketing expenditures incurred by the Department of Citrus as of June 30, 2007, not yet reimbursed by the Foreign Agricultural Service program.

An additional \$349,851 is due from other federal agencies to support grants received for several research activities. A total of \$2,277,612 is due from federal appropriations.

E. CHANGES IN GENERAL FIXED ASSETS

Changes during the year in general fixed assets are summarized below:

	Balances 7/1/06	Additions	Deletions	Balances 6/30/07
Fixed Assets at Cost				
Land	\$ 246,125	\$ 0	\$ 0	\$ 246,125
Buildings	763,452	0	0	763,452
Equipment & Autos	3,007,142	74,598	(228,695)	2,853,045
Other	2,990	0	0	2,990
Less: Accumulated Depreciation				
Buildings	(690,104)	(5,667)	0	(695,771)
Equipment & Autos	(2,257,452)	(199,328)	227,223	(2,229,557)
Other	(2,990)	0	0	(2,990)
	<u>\$ 1,069,163</u>	<u>\$ (130,397)</u>	<u>\$ (1,472)</u>	<u>\$ 937,294</u>

F. ACCOUNTS PAYABLE

Accounts payable of \$6,017,745 consist primarily of advertising and merchandising expenditures incurred in the normal course of operation of the Department.

G. DUE TO OTHER STATE AGENCIES

Amounts payable to other state agencies, totaling \$732,839, consist primarily of general revenue service charges due to the State of Florida, Chief Financial Office, and amounts due to University of Florida for various Research Projects.

H. CHANGES IN GENERAL LONG-TERM DEBT

Changes during the year in general long-term debt are summarized below:

	Balances 7/1/06	Additions	Deletions	Balances 6/30/07
Compensated absences	\$764,454	\$337,713	(\$407,341)	\$694,826
Other Liabilities Non-Current	500,000	0	(500,000)	0
Total Long-Term Debt	\$1,264,454	\$337,713	(\$907,341)	\$694,826

The liability for compensated absences at June 30, 2007, was determined in accordance with the provisions of the Governmental Accounting Standards Board *Codification*, Section C60.

Pursuant to a settlement agreement dated June 30, 2003, a \$2,000,000 long-term liability was incurred, payable annually in four equal installments beginning July, 2004. Following State CAFR requirements, the liability is recorded with an offset to Deferred Charges, - Current or - Long Term.

I. DESIGNATED FUND BALANCE

Designated fund balance represents an amount to provide adequate funds to continue normal operations during periods of minimal tax collections. At current budget levels \$15,000,000 is the target designated fund balance.

To fund a continuous level of orange juice advertising reach with no tax increase, designated fund balance was drawn down in previous years, utilizing advances from the Department of Financial Services to provide cash for continuing operations. At June 30, 2007, designated fund balance was \$12,601,043, with a projection of \$15,000,000 at June 30, 2008.

J. PRIOR PERIOD ADJUSTMENT

Adjustments were made to fund balances at July 1, 2006, totaling \$433,489. Accounts payable at June 30, 2006, were overstated by approximately \$500,000 due to recorded payables which did not materialize.

K. RETIREMENT PLANS

The Department does not administer a separate retirement plan for its employees. However, pursuant to Florida Statutes, all officers and salaried employees are, with minor exceptions, members of defined retirement plans administered by the Florida Department of Management Services, Division of Retirement. The retirement plans of the State of Florida consist of contributory and noncontributory benefit plans. The plans provide for retirement, death, and disability benefits and require contributions by employees and/or participating agencies at stated percentages of compensation set by law as determined from time to time by the State Legislature. The Department's contributions to the plans for the fiscal year ended June 30, 2007, totaled \$351,518. The plans' accounting and funding policies, actuarial present value of accumulated plan benefits, net assets available for benefits, and other plan-related matters are the responsibility of the Florida Department of Management Services, Division of Retirement, and are not computed on an individual agency basis.

L. SUPPLEMENTAL SCHEDULES

To assist the reader in analysis of these statements, the following supplemental schedules are included:

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FLORIDA DEPARTMENT OF CITRUS
COMPARATIVE EXPENDITURES - GENERAL OPERATIONS
FISCAL YEARS ENDING JUNE 30, 2006 AND 2007

	<u>Year to Date</u> <u>6/30/2006</u>	<u>Year to Date</u> <u>6/30/2007</u>	<u>Variance</u>	<u>Percent</u>
Salaries and Benefits	\$4,769,431	\$4,549,721	(\$219,710)	(4.6)
Other Personal Services	102,617	94,461	(8,156)	(7.9)
Travel	191,405	148,868	(42,537)	(22.2)
People First Initiative	37,191	37,401	210	0.6
Telephone	61,155	57,193	(3,962)	(6.5)
Postage/Freight	50,935	64,579	13,644	26.8
Data Processing	113,693	80,694	(32,999)	(29.0)
Supplies	17,695	13,423	(4,272)	(24.1)
Insurance and Bond Premiums	41,451	29,072	(12,379)	(29.9)
Reproduction	30,271	32,353	2,082	6.9
Subscriptions and Memberships	22,079	24,394	2,315	10.5
Trade Meals/Meetings	1,433	3,602	2,169	100.+
Training	1,265	1,094	(171)	(13.5)
Repairs and Maintenance	151,659	175,442	23,783	15.7
Utilities	30,044	40,534	10,490	34.9
Leases/Rent Expense	16,851	18,282	1,431	8.5
Promotional Items	0	4,621	4,621	100.+
Capital Equipment (OCO)	104,222	74,598	(29,624)	(28.4)
Office/Research Equipment	5,625	1,487	(4,138)	(73.6)
Miscellaneous	28,466	13,364	(15,102)	(53.1)
CREC Expenses	131,110	130,880	(230)	(0.2)
Research Materials	45,648	30,829	(14,819)	(32.5)
Conventions	7,159	244	(6,915)	(96.6)
Fruit Inspection Data	14,925	14,925	(1)	(0.0)
Legal Settlement	500,000	500,000	0	0.0
Legislative Programs	198,481	186,989	(11,492)	(5.8)
Consultants/Grad Assistantship	250,111	276,017	25,906	10.4
Total	<u>\$6,924,922</u>	<u>\$6,605,065</u>	<u>(\$319,857)</u>	<u>(4.6)</u>

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF PRELIMINARY, OCTOBER BUDGET REVISION AND CURRENT BUDGETS FISCAL YEAR ENDED JUNE 30, 2007

	July 1, 2006 Operating Budget	Adjustment	October 25, 2006 Budget Revision	Current Budget	Variance	Percent
REVENUE						
Carryover	\$1,180,000	\$0	\$1,180,000	\$1,180,000	\$0	0.0
Tax Assessments-Domestic	45,249,590	(6,283,390)	38,966,200	38,404,940	(561,260)	(1.4)
Tax Assessments-Import	1,686,784	733,333	2,420,117	2,053,450	(366,667)	(15.2)
Interest/Other	300,100	0	300,100	300,100	0	0.0
Federal Approp-Research	2,836,800	126,800	2,963,600	2,199,736	(763,864)	(25.8)
FAS Program-MAP05	852,053	69,285	921,338	918,260	(3,078)	(0.3)
FAS Program	5,168,947	(69,285)	5,099,662	4,702,740	(396,922)	(7.8)
Utl Schl Mktg Principal	25,870	32,880	58,750	58,750	0	0.0
TOTAL REVENUE	\$57,300,144	(\$5,390,377)	\$51,909,767	\$49,817,976	(\$2,091,791)	(4.0)
EXPENDITURES						
Commission Special Legal Administration	\$515,000	\$0	\$515,000	\$500,000	(\$15,000)	(2.9)
Admin and Support Services	3,225,700	(326,200)	2,899,500	2,811,500	(88,000)	(3.0)
State General Revenue Charge	1,556,500	(183,100)	1,373,400	1,391,600	18,200	1.3
Scientific research & Development						
General Operations	1,418,500	(40,900)	1,377,600	1,416,300	38,700	2.8
Scientific Research-Processed	2,006,700	(83,050)	1,923,650	1,946,098	22,448	1.2
Scientific Research-Harvesting	2,587,800	0	2,587,800	2,367,188	(220,612)	(8.5)
Economic and Market Research	1,712,900	(136,900)	1,576,000	1,569,900	(6,100)	(0.4)
Marketing & Public Relations						
Gen Ops-Mktg/PR/Dom Advertising	1,243,600	(317,800)	925,800	927,600	1,800	0.2
Public Relations Programs	3,165,000	656,550	3,821,550	3,769,150	(52,400)	(1.4)
Processed Orange Advertising	21,862,300	(3,654,400)	18,207,900	17,673,280	(534,620)	(2.9)
Fresh Fruit	3,086,400	(2,396,400)	690,000	185,620	(504,380)	(73.1)
Consumer/Trade/Industry Comm	2,531,870	1,386,625	3,918,495	3,983,795	65,300	1.7
International Promotions-DOC	4,020,000	(23,300)	3,996,700	3,981,700	(15,000)	(0.4)
International Promotions-FAS	6,021,000	0	6,021,000	5,621,000	(400,000)	(6.6)
Subtotal	54,953,270	(5,118,875)	49,834,395	48,144,731	(1,689,664)	(3.4)
FCC Required Reserves	2,346,874	(271,502)	2,075,372	1,673,245	(402,127)	(19.4)
TOTAL BUDGET	\$57,300,144	(\$5,390,377)	\$51,909,767	\$49,817,976	(\$2,091,791)	(4.0)

FLORIDA DEPARTMENT OF CITRUS
TEN-YEAR HISTORY OF OPERATIONS (000's)
FISCAL YEARS AS INDICATED

	1997-98		1998-99		1999-00		2000-01		2001-02		2002-03		2003-04		2004-05		2005-06		2006-07	
		%		%		%		%		%		%		%		%		%		%
Revenue Boxes																				
Domestic	304,504		242,056		286,934		275,758		287,085		249,799		283,503		168,053		167,204		167,204	
Imports	22,153		31,653		24,987		19,830		14,831		24,412		19,587		22,869		20,009		20,009	
Begin Fund Balance	\$22,539		\$22,494		\$16,911		\$21,742		\$18,296		\$23,534		\$20,335		\$14,312		\$13,521		\$10,777	
Adjustment	854		753		934		730		1,982		2,048		1,141		874		878		433	
Revenue																				
Assessments	64,976	93	54,093	93	64,796	93	59,667	91	54,137	90	47,914	88	48,460	89	30,394	60	33,285	80	41,764	85
Other	5,530	7	7,256	7	5,024	7	5,760	9	6,040	10	6,447	12	6,072	11	19,865	40	8,967	20	7,412	15
Total Revenue	<u>70,506</u>	100	<u>61,349</u>	100	<u>69,820</u>	100	<u>65,427</u>	100	<u>60,177</u>	100	<u>54,361</u>	100	<u>54,532</u>	100	<u>50,259</u>	100	<u>42,252</u>	100	<u>49,176</u>	100
Expenditures																				
Marketing																				
Domestic-PO*	37,321	52	31,021	46	32,203	49	34,049	49	30,164	53	31,918	54	33,537	54	32,972	64	25,896	57	21,502	47
Domestic-PG	6,228	9	6,804	10	6,206	13	9,175	13	3,408	6	3,506	6	4,121	7	501	1	636	1	3,122	7
Domestic-Fresh	5,656	8	7,088	10	5,217	6	4,389	6	2,948	5	3,446	6	2,911	5	2,246	4	2,131	5	1,207	3
International	11,165	15	12,099	18	9,788	14	9,949	14	8,590	15	8,463	14	9,708	16	6,520	13	8,101	18	8,777	19
Research																				
Econ & Mkt Res	1,265	2	1,222	2	1,478	2	1,380	2	1,317	3	1,223	2	1,374	2	1,164	2	1,323	3	1,510	3
Scientific Res	3,272	5	3,179	5	3,134	5	3,174	5	3,447	6	3,151	5	3,588	6	2,722	5	2,170	5	2,812	6
Harvesting	791	1	948	1	2,117	2	1,665	2	1,750	3	1,111	2	1,266	2	794	2	961	2	2,363	5
Administrative	3,538	5	3,517	5	3,620	6	3,805	6	3,479	6	5,159	8	3,576	6	3,988	7	3,544	7	3,230	7
Gen Rev Svc Chrg	2,169	3	1,807	3	2,160	3	2,017	3	1,818	3	1,631	3	1,615	2	1,017	2	1,112	2	1,392	3
Total Expenditures	<u>71,405</u>	100	<u>67,685</u>	100	<u>65,923</u>	100	<u>69,603</u>	100	<u>56,921</u>	100	<u>59,608</u>	100	<u>61,696</u>	100	<u>51,924</u>	100	<u>45,874</u>	100	<u>45,915</u>	100
Surplus/(Deficit)	<u>(899)</u>		<u>(6,336)</u>		<u>3,897</u>		<u>(4,176)</u>		<u>3,256</u>		<u>(5,247)</u>		<u>(7,164)</u>		<u>(1,665)</u>		<u>(3,622)</u>		<u>3,261</u>	
End Fund Balance	<u>\$22,494</u>		<u>\$16,911</u>		<u>\$21,742</u>		<u>\$18,296</u>		<u>\$23,534</u>		<u>\$20,335</u>		<u>\$14,312</u>		<u>\$13,521</u>		<u>\$10,777</u>		<u>\$14,471</u>	
Cash on Hand	\$27,837		\$21,723		\$27,559		\$23,222		\$27,720		\$23,629		\$17,817		\$16,137		\$10,316		\$16,836	
Salaries & Benefits	\$7,857		\$8,179		\$7,907		\$8,581		\$6,366		\$6,325		\$6,646		\$5,565		\$4,769		\$4,550	
# Employees	141		137		141		110		94		92		93		64		62		55	

* Includes School Marketing Expenditures

FLORIDA DEPARTMENT OF CITRUS

SCHEDULE OF TAX RATES*

FISCAL YEARS ENDING JUNE 30, 2006 AND 2007

	2005-2006		2006-2007		STATUTE
	FRESH	PROCESSED	FRESH	PROCESSED	
<u>DOMESTIC</u>					
Orange	\$ 0.200	\$ 0.185	\$ 0.160	\$ 0.220	601.15(3a)
Grapefruit	\$ 0.250	\$ 0.240	\$ 0.350	\$ 0.350	601.15(3a)
All Other Varieties	\$ 0.200	\$ 0.185	\$ 0.160	\$ 0.220	601.15(3a)
<u>IMPORTS</u>					
Orange		\$ 0.185		\$ 0.220	601.155(2)
Grapefruit		\$ 0.240		\$ 0.350	601.155(2)

*Rates are per 1-3/5 bushel equivalent, and are effective August 1 each fiscal year.

FLORIDA DEPARTMENT OF CITRUS

COMPARATIVE SCHEDULE OF REVENUE BOXES

FISCAL YEARS ENDING JUNE 30, 2006 AND 2007

	ACTUAL REVENUE BOXES 2005-2006	ESTIMATED REVENUE BOXES 2006-2007	ACTUAL REVENUE BOXES 2006-2007		
			2005-2006 PAID IN 2006-2007	2006-2007 PAID IN 2006-2007	TOTAL
DOMESTIC					
ORANGE:					
Fresh	4,996,514	4,600,000	351,429	4,728,784	5,080,213
Processed	136,003,529	124,500,000	8,729,884	121,744,355	130,474,239
GRAPEFRUIT:					
Fresh	6,431,671	10,200,000	52,935	10,335,116	10,388,051
Processed	12,502,170	16,300,000	64,997	16,133,198	16,198,195
SPECIALTY:					
Fresh	4,000,657	3,251,000	21,995	3,387,502	3,409,497
Processed	3,269,007	2,199,000	(17,799)	2,872,343	2,854,544
TOTAL DOMESTIC					
Fresh	15,428,842	18,051,000	426,359	18,451,402	18,877,761
Processed	151,774,706	142,999,000	8,777,082	140,749,896	149,526,978
	167,203,548	161,050,000	9,203,441	159,201,298	168,404,739
IMPORTS					
Orange	19,669,787	28,000,000	7,144,133	22,067,365	29,211,498
Grapefruit	339,250	1,000	10,015	83,959	93,974
TOTAL IMPORTS	20,009,037	28,001,000	7,154,148	22,151,324	29,305,472
TOTAL	187,212,585	189,051,000	16,357,589	181,352,622	197,710,211

FLORIDA DEPARTMENT OF CITRUS

BUDGETED REVENUE

FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	BUDGETED 2006-2007	REVENUE TO DATE	% TO BUDGETED
Assessment on Domestic Fruit			
Orange			
Fresh	\$736,000	\$826,891	100.+
Processed	27,390,000	28,398,787	100.+
	<u>28,126,000</u>	<u>29,225,678</u>	100.+
Grapefruit			
Fresh	3,570,000	3,630,526	100.+
Processed	5,705,000	5,662,219	99.3
	<u>9,275,000</u>	<u>9,292,745</u>	100.+
Specialty			
Fresh	520,160	546,399	100.+
Processed	483,780	628,623	100.+
	<u>1,003,940</u>	<u>1,175,022</u>	100.+
Assessment on Import Fruit			
Orange	2,053,333	2,060,113	100.+
Grapefruit	117	10,597	100.+
	<u>2,053,450</u>	<u>2,070,710</u>	100.+
Total Assessments	40,458,390	41,764,154	100.+
Investment Earnings	157,500	383,065	100.+
Other Income	142,600	184,839	100.+
Federal Appropriation - Research	2,199,736	1,924,272	87.5
Foreign Agricultural Svc Funds - Prior Year	918,260	918,256	100.0
Foreign Agricultural Svc Funds	<u>4,702,740</u>	<u>4,001,324</u>	85.1
TOTAL	<u><u>\$48,579,226</u></u>	<u><u>\$49,175,910</u></u>	100.+

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY CATEGORY

FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
GENERAL OPERATIONS				
Salaries and Benefits	\$4,554,400	\$4,549,721	99.9	\$4,679
Other Personal Services	105,000	94,461	90.0	10,539
Travel	155,700	148,868	95.6	6,832
People First Initiative	38,800	37,401	96.4	1,399
Telephone	67,300	57,193	85.0	10,107
Postage/Freight	71,500	64,579	90.3	6,921
Data Processing	89,200	80,694	90.5	8,506
Supplies	22,700	13,423	59.1	9,277
Insurance and Bond Premiums	30,700	29,072	94.7	1,628
Reproduction	32,700	32,353	98.9	347
Subscriptions and Memberships	32,000	24,394	76.2	7,607
Trade Meals/Meetings	4,200	3,602	85.8	598
Training	2,000	1,094	54.7	906
Repairs and Maintenance	187,800	175,442	93.4	12,358
Utilities	40,600	40,534	99.8	66
Leases/Rent Expense	21,400	18,282	85.4	3,118
Promotional Items	5,000	4,621	92.4	379
Capital Equipment (OCO)	85,600	74,598	87.1	11,002
Office/Research Equipment	4,200	1,487	35.4	2,713
Miscellaneous	17,900	13,364	74.7	4,536
CREC Expenses	130,900	130,880	100.0	20
Research Materials	30,900	30,829	99.8	71
Conventions	300	244	81.3	56
Fruit Inspection Data	20,000	14,925	74.6	5,076
Legal Settlement	500,000	500,000	100.0	0
Legislative Programs	190,400	186,989	98.2	3,411
Consultants/Grad Assistantship	311,100	276,017	88.7	35,083
Subtotal General Operations	<u>6,752,300</u>	<u>6,605,065</u>	97.8	<u>147,235</u>
PROGRAMS*				
Legal Services	141,500	140,851	99.5	649
General Revenue Charge	1,391,600	1,391,582	100.0	18
Scientific Research	4,283,086	3,742,350	87.4	540,736
Economic & Market Research	803,100	762,585	95.0	40,515
Public Relations Programs	3,774,150	3,489,048	92.4	285,102
Processed Orange Advertising	17,673,280	17,631,672	99.8	41,608
Fresh Fruit Advertising	185,620	59,944	32.3	125,676
Consumer/Trade/Industry Comm.	3,983,795	3,727,439	93.6	256,356
International Marketing	9,156,300	8,364,690	91.4	791,610
Reserves	1,673,245	0	0.0	1,673,245
Subtotal Programs	<u>43,065,676</u>	<u>39,310,161</u>	91.3	<u>3,755,515</u>
TOTAL GENERAL OPERATIONS	<u>\$49,817,976</u>	<u>\$45,915,227</u>	92.2	<u>\$3,902,749</u>

*Program costs exclude general operating expenses

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY DEPARTMENT

FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
Commission Special Legal	\$500,000	\$500,000	100.0	\$0
Administration				
Admin and Support Services	2,811,500	2,730,458	97.1	81,042
State General Revenue Charge	1,391,600	1,391,582	100.0	18
Scientific Research & Development				
General Operations	1,416,300	1,413,958	99.8	2,342
Scientific Product Research	1,946,098	1,397,875	71.8	548,223
Scientific Research-Harvesting	2,367,188	2,362,619	99.8	4,569
Economic and Market Research	1,569,900	1,510,317	96.2	59,583
Marketing & Public Relations				
General Operations	927,600	924,229	99.6	3,371
Public Relations Programs	3,769,150	3,488,609	92.6	280,541
Processed Orange Advertising	17,673,280	17,631,672	99.8	41,608
Fresh Fruit	185,620	59,944	32.3	125,676
Consumer/Trade/Industry Comm	3,983,795	3,727,439	93.6	256,356
International Marketing				
International Promotions-DOC	3,981,700	3,856,945	96.9	124,755
International Promotions-FAS	5,621,000	4,919,580	87.5	701,420
Total Expenditures	48,144,731	45,915,227	95.4	2,229,504
Reserves	1,673,245	0	0.0	1,673,245
TOTAL	\$49,817,976	\$45,915,227	92.2	\$3,902,749

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2007

<u>DESCRIPTION</u>	<u>OBJECT CODE</u>	<u>APPROVED BUDGET</u>	<u>YEAR TO DATE EXPENDITURES</u>	<u>% TO DATE</u>	<u>UNEXPENDED BALANCE</u>
COMMISSION SPECIAL LEGAL					
57 10 10 07 001 Settlement	491000	<u>\$500,000</u>	<u>\$500,000</u>	100.0	<u>\$0</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
ADMINISTRATIVE AND SUPPORT SERVICES					
GENERAL OPERATIONS					
57 10 10 08 001					
Commissioners Comp (OPS)	123001	\$7,500	\$4,656	62.1	\$2,844
Commissioners Travel	261071	19,200	19,168	99.8	32
57 10 10 09 001					
Salaries and Benefits	110000	1,207,800	1,207,759	100.0	41
Employee Travel	261010	30,500	27,739	90.9	2,761
57 10 10 09 002					
Fruit Inspection Data	132601	20,000	14,925	74.6	5,076
Training	132800	2,000	1,094	54.7	906
Employment Advertising	133200	7,700	7,668	99.6	32
Consultant Fee	139900	51,000	51,000	100.0	0
People First	131910	18,000	16,697	92.8	1,303
Unemployment Compensation	165010	4,000	2,591	64.8	1,409
Telephone	221000	36,000	30,813	85.6	5,187
Office Supplies	380011	4,000	1,811	45.3	2,189
Office Equipment	381000	4,000	1,287	32.2	2,713
Property Insurance	411041	2,700	2,484	92.0	216
Casualty Insurance	415001	24,000	23,997	100.0	3
Subscriptions	492000	3,500	2,083	59.5	1,417
Memberships	493000	6,600	6,557	99.3	43
State Awards	498000	2,000	412	20.6	1,588
Miscellaneous	499000	2,000	197	9.9	1,803
Trade Meals	499001	1,500	1,019	67.9	481
Office Equipment (OCO)	512000	5,000	2,308	46.2	2,692
Administrative Reserves	899005	200	0	0.0	200
Subtotal General Operations		<u>\$1,459,200</u>	<u>\$1,426,265</u>	97.7	<u>\$32,935</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
LEGAL AND REGULATORY					
GENERAL OPERATIONS					
57 10 10 10 001					
Salaries and Benefits	110000	\$214,700	\$214,658	100.0	\$42
Employee Travel	261010	2,000	422	21.1	1,578
Subtotal General Operations		216,700	215,080	99.3	1,620
LEGAL SERVICES					
57 10 10 10 002					
Court Reporting Fees	131400	1,000	513	51.3	488
Legal Srv-G Counsel	131602	81,200	81,185	100.0	16
Legal Srv-Adv Claims	131610	25,000	25,000	100.0	0
Legal Srv-Other	131611	300	267	88.9	33
Legal Srv-Trademark	131699	22,900	22,866	99.9	34
Legal Advertising	133100	2,000	1,977	98.9	23
Miscellaneous	499000	9,100	9,044	99.4	56
Subtotal Legal Services		141,500	140,851	99.5	649
GOVERNMENT & REGULATORY					
57 10 10 10 003					
Legislative Consultant	131313	171,400	171,321	100.0	79
Legislative Programs	133416	19,000	15,668	82.5	3,332
Subtotal Government & Regulatory		190,400	186,989	98.2	3,410.69
Total Legal and Regulatory		\$548,600	\$542,921	99.0	\$5,679

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
SUPPORT SERVICES					
GENERAL OPERATIONS					
57 10 10 12 001					
Salaries and Benefits	110000	\$425,700	\$424,000	99.6	\$1,700
Temporary Employees (OPS)	121000	3,800	3,776	99.4	24
Janitorial Services (OPS)	132100	200	0	0.0	200
Employee Travel	261010	2,500	1,601	64.1	899
57 10 10 12 002					
Grounds Maintenance	132900	10,000	8,758	87.6	1,242
Shredding Service	139902	1,700	1,293	76.1	407
Postage	225000	13,000	9,136	70.3	3,864
Freight	227000	8,600	8,591	99.9	9
Maintenance - Equipment	241020	14,000	10,730	76.6	3,270
- Building	241022	67,700	67,682	100.0	18
- Auto	241023	7,500	3,866	51.5	3,634
- Boiler Replacement	241026	22,000	21,923	99.7	77
Lakeland Bldg Utilities	271001	40,600	40,534	99.8	66
Fuel	371000	2,000	1,277	63.9	723
Office Supplies	380011	2,000	408	20.4	1,592
Reproduction	399002	32,300	32,230	99.8	70
Distribution Supplies	399005	3,000	1,178	39.3	1,822
Building Supplies	399007	6,000	3,034	50.6	2,966
Copy Equipment Rental	442000	11,400	11,261	98.8	139
Rental-Office Equipment	444000	10,000	7,022	70.2	2,978
57 10 10 12 003					
DP Services - Gainesville	132709	3,000	1,839	61.3	1,161
DP Services - Other	132710	30,000	26,508	88.4	3,492
Data Processing Maint	241024	3,500	2,522	72.0	978
DP Equipment	381000	21,700	21,652	99.8	48
Data Processing Supplies	391000	31,000	28,174	90.9	2,826
DP Equipment (OCO)	516000	30,500	22,279	73.0	8,221
Subtotal Support Services		803,700	761,273	94.7	42,427
TOTAL ADMIN & SUPPORT SERVICES		\$2,811,500	\$2,730,458	97.1	\$81,042

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES
FISCAL YEAR ENDED JUNE 30, 2007

<u>DESCRIPTION</u>	<u>OBJECT CODE</u>	<u>APPROVED BUDGET</u>	<u>YEAR TO DATE EXPENDITURES</u>	<u>% TO DATE</u>	<u>UNEXPENDED BALANCE</u>
STATE GENERAL REVENUE CHARGE					
57 10 00 00 000					
Florida Citrus Advertising					
Trust Fund	880700	<u>\$1,391,600</u>	<u>\$1,391,582</u>	100.0	<u>\$18</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
SCIENTIFIC RESEARCH AND DEVELOPMENT					
GENERAL OPERATIONS					
57 10 12 10 001					
Salaries and Benefits	110000	\$1,029,200	\$1,029,121	100.0	\$79
Temporary Employees (OPS)	121000	32,100	32,080	99.9	20
Temp Employ Srvcs (OPS)	132200	24,000	23,952	99.8	48
Employee Travel	261010	22,000	21,941	99.7	59
57 10 12 10 002					
People First	131910	11,000	10,927	99.3	73
Telephone	221000	15,500	15,340	99.0	160
Postage	225000	300	178	59.4	122
Freight	227000	4,500	4,401	97.8	99
Repairs & Maintenance	241011	56,900	56,879	100.0	21
Office Supplies	380011	2,200	2,154	97.9	46
Equipment	381000	200	200	100.0	0
Research Materials	399010	30,900	30,829	99.8	71
CREC Operations	433000	130,900	130,880	100.0	20
Subscriptions	492000	1,000	310	31.0	690
Memberships	493000	3,900	3,246	83.2	654
Miscellaneous	499000	1,600	1,510	94.4	90
Equipment (OCO)	519001	50,100	50,011	99.8	89
TOTAL GENERAL OPERATIONS		\$1,416,300	\$1,413,958	99.8	\$2,342

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
SCIENTIFIC PRODUCT RESEARCH					
SCIENTIFIC SPONSORED RESEARCH					
57 10 12 11 003					
Citrus Research Coordinator	132602	\$80,000	\$75,000	93.8	\$5,000
Hi Resolution Space Imagery Phase I *	132607	84,200	83,782	99.5	418
Hi Resolution Space Imagery Phase II *	132609	238,000	237,978	100.0	22
Hi Resolution Space Imagery Phase III*	132610	196,448	164,796	83.9	31,652
Product Samples-Audit	132640	10,000	0	0.0	10,000
Waste Stream-Fed*	132681	247,700	0	0.0	247,700
New Variety Development-All Variety	132692	115,500	81,229	70.3	34,271
New Variety Development-GJ/FG	132694	33,800	0	0.0	33,800
New Variety Development Fee	132697	76,250	63,501	83.3	12,750
New Variety Development-FO	132698	114,000	45,000	39.5	69,000
New Variety Development-FS	132699	114,000	45,000	39.5	69,000
Consultant Travel	261041	2,700	0	0.0	2,700
Subtotal Scientific Sponsored Research		<u>1,312,598</u>	<u>796,286</u>	60.7	<u>516,312</u>
MEDICAL RESEARCH					
57 10 12 11 005					
UF - Rampersaud	132603	99,400	98,655	99.3	745
Cardiovascular Study-INRA (OJ)	132606	95,700	95,606	99.9	94
Consultant Fee	132621	20,000	17,000	85.0	3,000
Drug Interaction	132623	50,000	24,121	48.2	25,879
Drug Interaction-Fed*	132631	70,900	70,847	99.9	53
OJ & Fast Sood - SUNY	132648	109,000	108,895	99.9	105
GF/GFJ Weight Management	132655	186,000	185,761	99.9	240
Consultant Travel	261041	2,500	704	28.2	1,796
Subtotal Medical Research		<u>633,500</u>	<u>601,589</u>	95.0	<u>31,911</u>
TOTAL SCIENTIFIC PRODUCT RESEARCH		<u>\$1,946,098</u>	<u>\$1,397,875</u>	71.8	<u>\$548,223</u>

* \$837,248 received from USDA/ARS/NASA Grant

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
HARVESTING PROGRAM					
HARVESTING RESEARCH					
57 10 12 15 003					
Abscission Registration (Fed Approp)	132630	\$1,257,260	\$1,257,259	100.0	\$1
QAPP (Fed Approp)	132630	105,228	105,228	100.0	0
Abscission Registration-Consultant Fee	132634	240,000	240,000	100.0	0
Abscission Registration-DOC	132635	759,700	759,692	100.0	8
Public Relations	133404	5,000	440	8.8	4,560
TOTAL HARVESTING PROGRAM		2,367,188	2,362,619	99.8	4,569
TOTAL SCIENTIFIC RESEARCH		\$5,729,586	\$5,174,453	90.3	\$555,133

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
ECONOMIC AND MARKET RESEARCH					
GENERAL OPERATIONS					
57 10 13 10 001					
Salaries and Benefits	110000	\$584,500	\$583,148	99.8	\$1,352
Temporary Employees (OPS)	121000	35,000	27,667	79.0	7,333
Employee Travel	261010	15,000	14,710	98.1	290
57 10 13 10 002					
Graduate Assistantship	132620	27,500	27,500	100.0	0
Telephone	221000	2,500	1,638	65.5	862
Postage	225000	2,100	2,036	97.0	64
Office Supplies	380011	1,500	644	42.9	856
Reproduction	399002	400	123	30.7	277
Copy Equipment Rental	442000	2,700	2,567	95.1	133
Subscriptions	492000	3,200	2,534	79.2	666
Memberships	493000	300	275	91.7	25
Miscellaneous	499000	1,800	1,771	98.4	29
Trade Meals	499001	900	806	89.5	94
Subtotal General Operations		677,400	665,420	98.2	11,980
RESEARCH DATA & STUDIES					
57 10 13 12 003					
Consultant Fee	131314	74,400	69,300	93.1	5,100
Processed Retail Sales-A.C.Nielsen	132611	398,700	398,602	100.0	98
Consumer Tracking Study-DDC	132612	122,500	122,500	100.0	0
Processed Consumer Research	132614	19,000	15,680	82.5	3,320
Fresh Fruit Data	132616	40,000	29,926	74.8	10,075
Copy Testing	132628	43,000	43,000	100.0	0
Proc Consumer Res - Spectra	132671	114,900	114,878	100.0	22
Proc Print Tracking - Market Track	132673	9,000	9,000	100.0	0
On-line Tracking	132675	36,000	29,000	80.6	7,000
Consultant Travel	261041	15,000	13,012	86.7	1,988
Uncommitted - FO/FS	899025	20,000	0	0.0	20,000
Subtotal Research Data & Studies		892,500	844,897	94.7	47,603
TOTAL ECON & MKT RESEARCH		\$1,569,900	\$1,510,317	96.2	\$59,583

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
MARKETING AND PUBLIC RELATIONS					
GENERAL OPERATIONS					
57 10 15 10 001					
Salaries and Benefits	110000	\$816,800	\$816,799	100.0	\$1
Temporary Employees (OPS)	121000	2,400	2,330	97.1	70
Employee Travel	261010	42,000	41,524	98.9	476
57 10 15 10 002					
Coupon Redemption	133407	300	267	89.0	33
People First	131910	9,800	9,777	99.8	23
Audio-Visual Services	139915	1,000	833	83.3	167
Telephone	221000	5,300	5,212	98.3	88
Postage	225000	8,000	7,343	91.8	657
Freight	227000	30,000	29,574	98.6	426
Office Supplies	380011	1,800	1,433	79.6	367
Audio-Visual Supplies	399018	3,000	2,887	96.2	113
Conventions	449002	300	244	81.3	56
Subscriptions	492000	600	595	99.2	5
Memberships	493000	3,900	3,100	79.5	800
Miscellaneous	499000	600	534	88.9	66
Trade Meals	499001	1,800	1,777	98.7	23
TOTAL GENERAL OPERATIONS		\$927,600	\$924,228	99.6	\$3,372

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
PUBLIC RELATIONS					
CORPORATE - ALL VARIETIES					
57 10 15 12 003					
PR/Mar Comm (Fed Approp)	133409	\$23,990	\$23,990	100.0	\$0
Florida Workshops	133423	50,000	18,112	36.2	31,888
Collaboration w/Partners	133482	32,500	32,500	100.0	0
Grower Communication	133483	50,000	50,000	100.0	0
Website	133486	91,400	91,330	99.9	70
Corp & Public Affairs	133487	155,450	110,954	71.4	44,496
Monitoring Report	133489	140,000	140,000	100.0	0
Subtotal Corporate - All Varieties		543,340	466,886	85.9	76,454
PROCESSED ORANGE					
57 10 15 12 004					
Planning & Development	133411	112,000	112,000	100.0	0
Health Initiative	133417	1,038,000	1,020,000	98.3	18,000
Subtotal Processed Orange		1,150,000	1,132,000	98.4	18,000
FRESH GRAPEFRUIT/PROCESSED GRAPEFRUIT					
57 10 15 12 005					
Planning & Development	133411	50,000	40,000	80.0	10,000
Health Initiative - Grapefruit Juice	133421	500,000	486,640	97.3	13,360
Health Initiative - Fresh Grapefruit	133429	400,000	400,000	100.0	0
Drug Interaction	133442	400,000	357,618	89.4	42,382
Subtotal Grapefruit		1,350,000	1,284,258	95.1	65,742
FRESH FRUIT					
57 10 15 12 006					
Planning & Development	133411	35,000	35,000	100.0	0
Gift Fruit	133426	299,400	286,400	95.7	13,000
Subtotal Fresh Fruit		334,400	321,400	96.1	13,000
IN-STATE PROGRAMS					
57 10 15 12 008					
Fresh Florida Promotions	133425	75,000	11,702	15.6	63,298
FL Welcome Stations-Juice	133434	180,000	180,000	100.0	0
PR/Mar Comm/In-state-PO(Fed App)	133435	38,210	38,210	100.0	0
Industry Grower Relations-AV	133454	98,200	54,152	55.1	44,048
Subtotal In-State Programs		391,410	284,064	72.6	107,346
TOTAL PUBLIC RELATIONS PROGRAMS		\$3,769,150	\$3,488,608	92.6	\$280,542

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
DOMESTIC ADVERTISING					
PROCESSED ORANGE ADVERTISING					
57 10 16 11 004					
Research	133420	\$43,000	\$38,634	89.8	\$4,366
Online Media	133441	1,140,000	1,140,000	100.0	0
TV 1st Quarter - Summer	133443	2,087,400	2,087,283	100.0	117
TV 2nd Quarter - Fall	133444	4,306,700	4,306,670	100.0	30
TV 3rd Quarter - Winter	133445	4,107,500	4,093,981	99.7	13,519
TV 4th Quarter - Spring	133447	2,941,000	2,925,703	99.5	15,297
Production & Hard Costs	133457	1,500,180	1,497,667	99.8	2,513
Agency Fee	133499	1,475,000	1,475,000	100.0	0
Agency Travel	261088	72,500	66,734	92.0	5,766
TOTAL PROCESSED ORANGE ADVERTISING		17,673,280	17,631,672	99.8	41,608
FRESH GRAPEFRUIT/GRAPEFRUIT JUICE PROMOTIONS					
57 10 16 11 006					
Opportunistic Buys - Grft Juice	133471	100,720	9,260	9.2	91,460
Opportunistic Buys - Fresh Grft	133477	34,300	32,409	94.5	1,891
Subtotal Fresh Grft/Grft Juice Promotions		135,020	41,670	30.9	93,350
FRESH FRUIT ADVERTISING					
57 10 16 11 007					
Planning & Development	133411	30,000	0	0.0	30,000
Gift Fruit-Agency Fee	133456	3,000	3,000	100.0	0
Gift Fruit Printing	230005	17,600	15,274	86.8	2,326
Subtotal Fresh Fruit Advertising		50,600	18,274	36.1	32,326
TOTAL FRESH FRUIT/GRFT JUICE ADV		\$185,620	\$59,944	32.3	\$125,676

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
CONSUMER/TRADE/INDUSTRY COMMUNICATIONS					
PROCESSED COMMUNICATIONS					
57 10 17 11 003					
Coupon Programs - GJ	133407	\$2,047,000	\$2,011,401	98.3	\$35,599
Planning & Development	133411	25,000	0	0.0	25,000
Retail Orange Juice	133476	349,680	298,866	85.5	50,814
Subtotal Processed Communications		2,421,680	2,310,267	95.4	111,413
FRESH ALL VARIETY					
57 10 17 11 005					
Consumer Promo - FO/FS	133446	44,000	25,770	58.6	18,230
Fund Raising	133488	40,000	38,306	95.8	1,694
In-store Promotions-FO/FS	133493	229,900	161,851	70.4	68,049
Agency Fee - FO/FS	133499	16,000	5,040	31.5	10,960
Subtotal Fresh All Variety		329,900	230,967	70.0	98,933
FOODSERVICE COMMUNICATIONS					
57 10 17 11 009					
Foodservice (Fed Approp)	133408	107,265	107,265	100.0	0
Planning & Development	133411	61,100	61,025	99.9	75
Foodservice Juice	133424	165,100	165,015	99.9	85
Subtotal Foodservice Communications		333,465	333,305	100.0	160
SCHOOLS					
57 10 17 11 010					
School-All Florida (SMFT)	133480	58,750	12,900	22.0	45,850
OTHER					
57 10 17 12 004					
Tampa Bay Buc's Program	133484	840,000	840,000	100.0	0
TOTAL CONSUMER/TRADE/INDUSTRY COMM.		3,983,795	3,727,439	93.6	256,356
TOTAL PR & DOMESTIC MARKETING		\$26,539,445	\$25,831,891	97.3	\$614,203

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
INTERNATIONAL MARKETING					
GENERAL OPERATIONS					
57 10 18 10 001					
Salaries and Benefits	110000	\$275,700	\$274,236	99.5	\$1,464
Employee Travel	261020	22,500	21,762	96.7	738
57 10 18 10 002					
Promotional Items	133428	5,000	4,621	92.4	379
Telephone	221000	8,000	4,190	52.4	3,810
Postage	225000	1,000	267	26.7	733
Freight	227000	4,000	3,052	76.3	948
Promotional Materials Printing	230001	31,300	31,243	99.8	57
Office Supplies	380011	2,500	343	13.7	2,157
Subscriptions	492000	2,000	1,943	97.1	57
Memberships	493000	7,000	3,750	53.6	3,250
Miscellaneous	499000	700	172	24.5	528
Subtotal General Operations		359,700	345,579	96.1	14,121
FAS ADMINISTRATION					
57 10 18 10 003					
Consultant Fee-DOC	131300	118,000	97,500	82.6	20,500
Evaluations-DOC	133449	15,000	0	0.0	15,000
World Trade Atlas-FAS	133450	21,000	21,000	100.0	0
Evaluations-FAS-MAP05	133467	23,750	23,750	100.0	0
Evaluations - FAS	133469	111,250	82,500	74.2	28,750
FAS Annual Workshop-DOC	262810	2,000	900	45.0	1,100
Consultant Travel-DOC	263088	2,000	750	37.5	1,250
Subtotal FAS Administration		293,000	226,400	77.3	66,600
PUBLIC RELATIONS PLANNING					
57 10 18 10 004					
Promotions-DOC	133446	\$15,000	\$9,560	63.7	\$5,440

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
CANADIAN PROMOTIONS					
General Operations					
57 10 18 10 100					
Consultant Travel-DOC	263088	\$16,000	\$8,111	50.7	\$7,889
Fresh Grapefruit					
57 10 18 10 101					
Promotions-DOC	133448	58,100	58,100	100.0	0
Promotions-FAS-MAP05	133461	1,800	1,800	100.0	0
Promotions-FAS	133465	25,100	24,186	96.4	914
Subtotal Canada-Fresh Grapefruit		85,000	84,086	98.9	914
Processed Grapefruit					
57 10 18 10 102					
Promotions-DOC	133446	100,000	99,997	100.0	3
Promotions-FAS-MAP05	133461	1,500	1,500	100.0	0
Promotions-FAS	133463	28,500	22,362	78.5	6,138
Subtotal Canada-Proc Grapefruit		130,000	123,859	95.3	6,141
Processed Orange					
57 10 18 10 104					
Promotions-DOC	133446	455,000	454,957	100.0	43
Promotions-FAS-MAP05	133461	185,788	185,788	100.0	0
Promotions-FAS	133463	689,212	572,342	83.0	116,870
Subtotal Canada-Proc Orange		1,330,000	1,213,087	91.2	116,913
TOTAL CANADIAN PROMOTIONS		\$1,561,000	\$1,429,142	91.6	\$131,858

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
EUROPEAN PROMOTIONS					
GENERAL OPERATIONS					
57 10 18 11 003					
Consultant Travel-DOC	263088	\$18,000	\$2,496	13.9	\$15,504
BENELUX					
Fresh Grapefruit					
57 10 18 11 101					
Promotions-DOC	133446	10,600	10,591	99.9	9
Promotions-FAS-MAP05	133461	62,531	62,531	100.0	0
Promotions-FAS	133463	114,669	102,027	89.0	12,642
Subtotal Benelux-Fresh Grapefruit		187,800	175,149	93.3	12,651
Processed Grapefruit					
57 10 18 11 102					
Promotions-DOC	133446	34,900	34,802	99.7	98
Promotions-FAS-MAP05	133461	11,238	11,238	100.0	0
Promotions-FAS	133463	11,562	11,455	99.1	107
Subtotal Benelux-Proc Grapefruit		57,700	57,495	99.6	205
Total Benelux		245,500	232,644	94.8	12,856
FRANCE					
Fresh Grapefruit					
57 10 18 11 201					
Promotions-DOC	133446	86,900	86,899	100.0	1
Promotions-FAS-MAP05	133461	199,220	199,220	100.0	0
Promotions-FAS	133463	148,880	148,880	100.0	0
Subtotal France-Fresh Grapefruit		435,000	434,999	100.0	1
Processed Grapefruit					
57 10 18 11 202					
Promotions-DOC	133446	190,000	190,000	100.0	0
Promotions-FAS-MAP05	133461	42,525	42,525	100.0	0
Promotions-FAS	133463	52,475	52,475	100.0	0
Subtotal France-Proc Grapefruit		285,000	285,000	100.0	0
Total France		\$720,000	\$719,999	100.0	\$1

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
SWEDEN					
Fresh Grapefruit					
57 10 18 11 401					
Promotions-DOC	133446	\$16,800	\$15,744	93.7	\$1,056
Promotions-FAS-MAP05	133461	50,377	50,376	100.0	1
Promotions-FAS	133463	30,223	27,256	90.2	2,967
Subtotal Sweden-Fresh Grapefruit		97,400	93,376	95.9	4,024
Processed Grapefruit					
57 10 18 11 402					
Promotions-DOC	133446	2,600	2,281	87.7	319
Promotions-FAS-MAP05	133461	6,061	6,060	100.0	1
Promotions-FAS	133463	3,339	2,735	81.9	604
Subtotal Sweden-Proc Grapefruit		12,000	11,076	92.3	924
Total Sweden		109,400	104,452	95.5	4,948
UNITED KINGDOM					
Fresh Grapefruit					
57 10 18 11 501					
Promotions-DOC	133446	89,400	76,813	85.9	12,587
Promotions-FAS-MAP05	133461	68,095	68,095	100.0	0
Promotions-FAS	133463	177,505	174,000	98.0	3,505
Subtotal UK-Fresh Grapefruit		335,000	318,907	95.2	16,093
Processed Grapefruit					
57 10 18 11 502					
Promotions-DOC	133446	150,800	144,810	96.0	5,991
Promotions-FAS-MAP05	133461	22,300	22,300	100.0	0
Promotions-FAS	133463	71,900	70,770	98.4	1,130
Subtotal UK-Proc Grapefruit		245,000	237,879	97.1	7,121
Total United Kingdom		580,000	556,787	96.0	23,213
TOTAL EUROPEAN PROMOTIONS		\$1,672,900	\$1,616,378	96.6	\$56,522

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2007

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
ASIAN PROMOTIONS					
General Expenses-Japan					
57 10 18 12 003					
Agency Fee-DOC	131303	\$300,000	\$300,000	100.0	\$0
Agency Fee-FAS	131363	300,000	300,000	100.0	0
Consultant Travel	263088	20,000	1,257	6.3	18,743
Trade Meetings	499088	5,000	0	0.0	5,000
Total General Expenses-Japan		625,000	601,257	96.2	23,743
JAPAN					
Fresh Grapefruit					
57 10 18 12 101					
Promotions-DOC	133446	1,422,200	1,422,200	100.0	0
Promotions-FAS-MAP05	133461	183,601	183,601	100.0	0
Promotions-FAS	133463	2,080,199	1,753,262	84.3	326,937
Subtotal Japan-Fresh Grapefruit		3,686,000	3,359,063	91.1	326,937
Processed Grapefruit					
57 10 18 12 102					
Promotions-DOC	133446	493,700	493,600	100.0	101
Promotions-FAS-MAP05	133461	59,473	59,472	100.0	1
Promotions-FAS	133463	836,927	636,075	76.0	200,852
Subtotal Japan-Proc Grapefruit		1,390,100	1,189,147	85.5	200,953
Total Japan		5,076,100	4,548,210	89.6	527,890
TOTAL ASIAN PROMOTIONS		5,701,100	5,149,467	90.3	551,633
TOTAL INTERNATIONAL MARKETING		\$9,602,700	\$8,776,525	91.4	\$826,175
* SUBTOTALS BY FUNDING SOURCE					
Int'l Mktg-DOC		\$3,981,700	\$3,856,945	96.9	\$124,755
Int'l Mktg-FAS		5,621,000	4,919,580	87.5	701,420
		\$9,602,700	\$8,776,525	91.4	\$826,175

FLORIDA DEPARTMENT OF CITRUS

INTERNATIONAL MARKETING

2006-2007 BUDGET BY VARIETY/FUNDING SOURCE

	<u>TOTAL</u>	<u>PROCESSED ORANGE</u>	<u>PROCESSED GRAPEFRUIT</u>	<u>FRESH GRAPEFRUIT</u>
DEPARTMENT OF CITRUS				
General Operations	\$345,579	\$69,116	\$120,953	\$155,510
FAS Administration	99,151	19,830	34,703	44,618
Public Relations Planning	9,560	1,912	3,346	4,302
Canadian Marketing	621,164	459,823	101,619	59,722
European Promotions	564,435	0	372,641	191,794
Asian Promotions	<u>2,217,056</u>	<u>0</u>	<u>614,102</u>	<u>1,602,954</u>
Subtotal DOC	<u>3,856,945</u>	<u>550,681</u>	<u>1,247,364</u>	<u>2,058,900</u>
FOREIGN AGRICULTURAL SERVICE PROGRAM				
FAS Administration (Prior Year)	82,500	16,500	28,875	37,125
FAS Administration	44,750	8,950	15,663	20,138
Canadian Marketing	807,977	758,130	23,862	25,986
European Promotions	1,051,943	0	219,558	832,385
Asian Promotions	2,932,410	0	815,547	2,116,863
New Markets	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Subtotal FAS	<u>4,919,580</u>	<u>783,580</u>	<u>1,103,504</u>	<u>3,032,496</u>
TOTAL INTERNATIONAL MARKETING	<u><u>\$8,776,525</u></u>	<u><u>\$1,334,261</u></u>	<u><u>\$2,350,868</u></u>	<u><u>\$5,091,396</u></u>
Percent DOC Contribution	<u>78%</u>	<u>70%</u>	<u>113%</u>	<u>68%</u>