

**STATE OF FLORIDA
DEPARTMENT OF CITRUS**

**ANNUAL
FINANCIAL
REPORT**

**Fiscal Year Ended
June 30, 2012**





STATE OF FLORIDA
DEPARTMENT OF CITRUS

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FLORIDA CITRUS COMMISSION

August 2 , 2012

Florida Citrus Commission
Bartow, Florida

Submitted herewith is the Annual Financial Report of the Florida Department of Citrus for the year ending June 30, 2012. This report has been prepared in conformance with generally accepted accounting principles as prescribed in pronouncements of the Governmental Accounting Standards Board except as outlined in Note A.4. Every effort has been made to ensure that all financial transactions were conducted and records maintained in a complete and accurate manner.

Assessments were approximately the same as last year, even with a two cent decrease in tax rates; an increase in production boxes accounted for the offset. Marketing expenditures, particularly retail expenditures, were higher than last year, as budgeted. Committed but unspent disease research funds will be carried over to 2012-13. Marketing and research expenditures accounted for 92.4% of total expenditures. Details of all departmental expenditures are included in this financial report.

		<u>2010-11</u>	<u>2011-12</u>
Revenue	-Assessments	\$ 42,392,006	\$ 42,329,222
	-FAS Program	5,176,714	5,094,017
	-Sale of Building	-	1,191,036
	-Interest & Other	805,772	629,711
		<u>\$ 48,374,492</u>	<u>\$ 49,243,986</u>
Expenditures	-Marketing	\$ 33,446,024	\$ 35,056,251
	-Research	4,993,980	4,815,998
	-Disease Research	8,184,072	9,148,444
	-Other	4,421,909	4,059,430
		<u>\$ 51,045,985</u>	<u>\$ 53,080,123</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

FLORIDA DEPARTMENT OF CITRUS

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FLORIDA DEPARTMENT OF CITRUS

COMBINED BALANCE SHEET

JUNE 30, 2012

	SPECIAL REVENUE FUNDS	COMBINED GENERAL ACCOUNT GROUPS	TOTAL (MEMORANDUM ONLY)
ASSETS			
Cash and Cash Equivalents	\$1,597,508		\$1,597,508
Pooled Investments with State Treasury	22,761,677		22,761,677
Grants Receivable	1,740,309		1,740,309
Development Loans Receivable	375,769		375,769
Accounts Receivable	1,754		1,754
Interest Receivable	45,941		45,941
Prepaid Assets	34,122		34,122
Inventories	325,399		325,399
Fixed Assets at Cost			
Land		60,000	60,000
Buildings		3,554,990	3,554,990
Equipment and Autos		2,767,498	2,767,498
Other Fixed Assets		2,990	2,990
Less: Accumulated Depreciation		(2,439,468)	(2,439,468)
Total Assets	\$26,882,479	\$3,946,010	\$30,828,489
LIABILITIES			
Accounts Payable	\$7,214,119		\$7,214,119
Due to Other State Agencies	579,425		579,425
Compensated Absences - Current	43,332		43,332
Compensated Absences - Non-Current		592,151	592,151
Other Liabilities	22,800		22,800
Total Liabilities	7,859,676	592,151	8,451,827
FUND EQUITY			
Invested in General Account Groups		3,353,859	3,353,859
Committed Fund Balance			
Designated	13,302,803		13,302,803
Undesignated	5,720,000		5,720,000
Total Fund Equity	19,022,803	3,353,859	22,376,662
Total Liabilities & Fund Equity	\$26,882,479	\$3,946,010	\$30,828,489

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

FLORIDA DEPARTMENT OF CITRUS

STATEMENT OF CHANGES IN FUND BALANCE

FISCAL YEAR ENDED JUNE 30, 2012

<u>DESCRIPTION</u>	<u>FLORIDA CITRUS ADVERTISING TRUST FUND</u>
Fund Balance, July 1	\$22,136,443
Adjustments to Fund Balance	<u>722,497</u>
Fund Balance, July 1, as restated	22,858,940
Revenue	49,243,986
Expenditures	<u>53,080,123</u>
Fund Balance, June 30	
Designated	13,302,803
Undesignated	<u>5,720,000</u>
TOTAL	<u><u>\$19,022,803</u></u>

FLORIDA DEPARTMENT OF CITRUS
COMPARATIVE STATEMENT OF REVENUE AND EXPENDITURES
FISCAL YEARS ENDING JUNE 30, 2011 AND 2012

DESCRIPTION	JUNE 30, 2011	INCREASE/ (DECREASE)	JUNE 30, 2012
REVENUE			
Assessment on Domestic Fruit			
Orange	\$33,084,414	\$303,110	\$33,387,524
Grapefruit	6,926,582	(682,583)	6,243,999
Specialty	1,212,984	(186,542)	1,026,442
	<u>41,223,980</u>	<u>(566,016)</u>	<u>40,657,964</u>
Assessment on Imported Product			
Orange	1,167,234	504,023	1,671,257
Grapefruit	792	(792)	0
	<u>1,168,026</u>	<u>503,231</u>	<u>1,671,257</u>
Total Assessment	42,392,006	(62,784)	42,329,222
Investment Earnings	511,339	(16,475)	494,864
Other Income	39,433	(10,379)	29,054
Sale of Building	0	1,191,036	1,191,036
Federal Appropriation - Research	255,000	(149,206)	105,794
Foreign Agricultural Service (FAS) Program	5,176,714	(82,697)	5,094,017
	<u>5,176,714</u>	<u>(82,697)</u>	<u>5,094,017</u>
TOTAL REVENUE	<u>\$48,374,492</u>	<u>\$869,492</u>	<u>\$49,243,985</u>
EXPENDITURES			
Administrative and Support Services	\$2,630,309	(\$332,505)	\$2,297,804
State General Revenue Charge	1,705,379	56,247	1,761,626
Research & Development - General Operations	1,689,718	(218,414)	1,471,304
Scientific Product Research	1,308,091	(269,667)	1,038,424
Disease Research	8,184,072	964,372	9,148,444
Scientific Research-Harvesting	265,727	544,346	810,073
Economic and Market Research	1,730,444	(234,247)	1,496,197
Subtotal Non-Marketing	<u>17,513,741</u>	<u>510,132</u>	<u>18,023,872</u>
Marketing			
Marketing/Public Relations - General Operations	959,171	(94,050)	865,121
Public Relations Programs	3,265,750	493,588	3,759,338
Processed Orange Advertising	15,709,606	397,616	16,107,222
Fresh Fruit/Grft Juice Advertising	1,480,079	33,637	1,513,716
Consumer/Trade/Industry Comm	3,545,544	965,262	4,510,806
International Marketing	8,485,873	(185,825)	8,300,048
Subtotal Marketing	<u>33,446,023</u>	<u>1,610,228</u>	<u>35,056,251</u>
Extraordinary Expenditures	86,221	(86,221)	0
TOTAL EXPENDITURES	<u>\$51,045,985</u>	<u>\$2,034,139</u>	<u>\$53,080,123</u>
EXCESS (DEFICIT) OF REVENUE OVER EXPENDITURES	<u>(\$2,671,493)</u>	<u>(\$1,164,644)</u>	<u>(\$3,836,137)</u>

FLORIDA DEPARTMENT OF CITRUS

CASH FLOW STATEMENT

FOR THE FISCAL YEAR ENDED JUNE 30, 2012

Increase (Decrease) in Cash and Cash Equivalents:

Cash Flows from Operating Activities:

Receipts from Tax Assessments	\$ 42,327,468
Receipts for Department of Agriculture-Inspection Fees	36,484
Other Miscellaneous Receipts	29,560
Payments to Vendors	(45,787,903)
Employment Related Payments	(4,385,950)
Payments for General Revenue Service Charge	(1,900,066)
Payments to Department of Agriculture-Inspection Fees	(35,989)
Net Cash Provided by (Used in) Operating Activities	<u>(9,716,396)</u>

Noncapital Financing Activities - Proceeds from Grants 6,052,709

Capital and Related Financing Activities

Additions of Capital Assets	(37,325)
Proceeds from Sale of Assets	1,191,036
Net Cash Flowed Provided by Capital and Related Financing Activities	<u>1,153,711</u>

Investing Activities - Net Investment Income 503,120

Net Change in Cash and Cash Equivalents (2,006,856)

Cash and Cash Equivalents at Beginning of Year 26,366,041

Cash and Cash Equivalents at End of Year \$ 24,359,185

Reconciliation of Operating Income (Loss) to Net Cash Provided by (Used In) Operating Activities:

Net Income (Loss) per Financial Statements	\$ (3,836,137)
Deduct Proceeds from Grants	(6,052,709)
Deduct Proceeds from Capital Activities	(1,153,711)
Deduct Net Proceeds from Investments	(503,120)
Net Income (Loss) from Operating Activities	<u>(11,545,677)</u>

Adjustments Not Affecting Cash:

Prior Period Adjustments 722,497

(Increase) Decrease in Assets and

Increase (Decrease) in Liabilities:

Accounts Receivable	889,510
Prepaid Items	(1,107)
Inventory	(99,855)
Accounts Payable	444,307
Due to Other State Agencies	(159,806)
Compensated Absences	40,635
Other Liabilities	(6,900)
Total Adjustments	<u>1,829,281</u>

Net Cash Provided (Used in) Operating Activities \$ (9,716,396)

FLORIDA DEPARTMENT OF CITRUS

SOURCE AND USE OF FUNDS

FISCAL YEAR ENDED JUNE 30, 2012

DESCRIPTION	DOM. ASSESMTS & OTHER REV	IMPORTS	GRANTS	TOTAL
SOURCES				
Assessments	\$40,657,965	\$1,671,257		\$42,329,222
Other	523,917			523,917
Sale of Building	1,191,036			1,191,036
Research Grants			105,794	105,794
Marketing Grants			5,094,017	5,094,017
TOTAL SOURCES	\$42,372,918	\$1,671,257	\$5,199,811	\$49,243,986
USES				
Admin & Support Svcs	\$2,071,107	226,697		\$2,297,804
State Gen Rev Charge	1,694,776	66,850		1,761,626
Research	4,235,065	475,139	105,794	4,815,998
Disease Research	8,245,873	902,571		9,148,444
Marketing	29,962,234		5,094,017	35,056,251
TOTAL USES	\$46,209,055	1,671,257	\$5,199,811	\$53,080,123
EXCESS/(DEFICIT)	(\$3,836,137)	\$0	\$0	(\$3,836,137)

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 9.3% of the Department's Research, Administrative and Regulatory activities.

FLORIDA DEPARTMENT OF CITRUS

STATEMENT OF REVENUE, EXPENDITURES AND FUND BALANCE BY FRUIT VARIETY

FISCAL YEAR ENDED JUNE 30, 2012

	<u>TOTAL</u>	<u>PROCESSED ORANGE</u>	<u>PROCESSED GRAPEFRUIT</u>	<u>FRESH ORANGE</u>	<u>FRESH GRAPEFRUIT</u>	<u>FRESH SPECIALTY</u>
Fund Balance, July 1	\$22,136,443	\$15,772,426	\$2,639,139	\$1,756,832	\$1,652,330	\$315,716
Adjustments to Fund Balance	722,497	532,803	110,690	1,698	75,724	1,581
Revenue	<u>49,243,986</u>	<u>37,529,461</u>	<u>4,603,797</u>	<u>264,324</u>	<u>6,399,048</u>	<u>447,357</u>
Total Available	<u>\$72,102,926</u>	<u>\$53,834,690</u>	<u>\$7,353,626</u>	<u>\$2,022,854</u>	<u>\$8,127,102</u>	<u>\$764,654</u>
Expenditures						
Administration						
Admin & Supp Srvc	\$2,297,804	\$1,907,178	\$206,802	\$22,978	\$137,868	\$22,978
State Gen Rev Charge	1,761,626	1,473,102	155,557	10,571	104,503	17,892
Scientific Research & Development						
General Operations	1,471,304	1,156,271	125,449	13,614	162,355	13,614
Scientific Product Research	1,038,424	431,254	177,310	152,059	88,024	189,777
Disease Research	9,148,444	7,913,404	517,802	225,052	347,641	144,545
Scientific Research-Harvesting	810,073	810,073	0	0	0	0
Economic & Market Research	1,496,197	1,244,508	131,554	21,459	78,858	19,817
Subtotal Non-Marketing	<u>18,023,872</u>	<u>14,935,790</u>	<u>1,314,474</u>	<u>445,733</u>	<u>919,250</u>	<u>408,624</u>
Marketing & Public Relations						
General Operations	865,121	720,041	91,508	8,182	37,208	8,182
Public Relations Programs	3,759,338	2,506,395	909,958	5,579	331,827	5,579
Processed Orange Advertising	16,107,222	16,107,222	0	0	0	0
Fresh Fruit/Grft Juice Advertising	1,513,716	0	1,039,252	71,990	393,269	9,205
Consumer/Trade/Industry Comm	4,510,806	4,490,874	19,932	0	0	0
International Promotions-DOC	3,206,031	600,339	1,199,655	0	1,406,037	0
International Promotions-FAS	5,094,017	699,253	714,603	0	3,680,162	0
Subtotal Marketing	<u>35,056,251</u>	<u>25,124,124</u>	<u>3,974,907</u>	<u>85,751</u>	<u>5,848,503</u>	<u>22,966</u>
Total Expenditures	<u>\$53,080,123</u>	<u>\$40,059,915</u>	<u>\$5,289,382</u>	<u>\$531,484</u>	<u>\$6,767,752</u>	<u>\$431,590</u>
Fund Balance, June 30						
Designated	13,302,803	9,574,775	1,514,244	1,091,370	834,350	288,064
Undesignated	<u>5,720,000</u>	<u>4,200,000</u>	<u>550,000</u>	<u>400,000</u>	<u>525,000</u>	<u>45,000</u>
Total Fund Balance	<u>\$19,022,803</u>	<u>\$13,774,775</u>	<u>\$2,064,244</u>	<u>\$1,491,370</u>	<u>\$1,359,350</u>	<u>\$333,064</u>

DEPARTMENT OF CITRUS

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2012

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. Bartow, Florida, is designated as its official headquarters.

The Florida Citrus Commission is designated as the head of the Department and is composed of nine practical citrus persons appointed by the Governor, subject to confirmation by the Senate, for a three-year term. Six members shall be designated as grower members and three 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. The Commission also oversees domestic and international marketing activities.

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. The Department currently has one special revenue fund, the 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 marketing 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.

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

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 A 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 Board of Administration 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 \$325,399 are expensed using the consumption method and are valued at cost determined on a first-in, first-out basis. Inventories consist mainly of promotional and display materials that support marketing activities.

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 \$43,332 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 \$592,151 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, 2012, salary rates and include employer social security and pension contributions at current rates.

B. CASH AND CASH EQUIVALENTS

Cash and cash equivalents totaling \$24,359,185 consist of pooled investments of \$22,761,677 (See Note C); cash held in the State Treasury, \$105,684; foreign currency time deposits, \$1,478,824; and local demand deposits, \$13,000.

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 \$22,761,677 and are stated at cost plus interest earned and reinvested. Interest earned on these investments during the fiscal year ended June 30, 2012, totaled \$494,144, an average rate of 2.3%. Total investment earnings for the year of \$494,864 included interest earned on foreign currency time deposits and on local demand deposits.

D. DUE FROM FEDERAL GOVERNMENT

At June 30, 2012, \$1,546,242 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, 2012, not yet reimbursed by the Foreign Agricultural Service program.

An additional \$100,000 is due from the United States Small Business Administration and \$94,067 from United States Department of Agriculture/Technical Assistance for Specialty Crops Program to support grants received for research activities. A total of \$1,740,309 is due from federal appropriations.

E. CHANGES IN GENERAL FIXED ASSETS

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

	<u>Balances</u> <u>7/1/11</u>	<u>Additions</u>	<u>Deletions</u>	<u>Balances</u> <u>6/30/12</u>
Fixed Assets at Cost				
Land	\$ 246,125	\$ 0	\$ (186,125)	\$ 60,000
Buildings	4,278,690		(723,700)	3,554,990
Equipment & Autos	2,824,806	37,325	(94,633)	2,767,498
Other	2,990	0	0	2,990
Less: Accumulated Depreciation				
Buildings	(882,103)	(144,781)	695,620	(331,264)
Equipment & Autos	(2,029,031)	(349,229)	273,046	(2,105,214)
Other	(2,990)	0	0	(2,990)
	<u>\$ 4,438,487</u>	<u>\$ (456,685)</u>	<u>\$ (35,792)</u>	<u>\$ 3,946,010</u>

Land, buildings, and equipment deletions are the result of the sale of the Department's headquarters at 1115 E. Memorial Blvd., Lakeland, FL on July 6, 2011.

F. ACCOUNTS PAYABLE

Accounts payable of \$7,214,119 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 \$579,425, consist of general revenue service charges due to the State of Florida, Chief Financial Officer, and amounts due to other State agencies for services provided.

H. CHANGES IN GENERAL LONG-TERM DEBT

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

	<u>Balance</u> <u>7/1/11</u>	<u>Additions</u>	<u>Deletions</u>	<u>Balance</u> <u>6/30/12</u>
Compensated absences	\$739,798	\$289,189	(\$393,504)	\$635,483

The liability for compensated absences at June 30, 2012, was determined in accordance with the provisions of the Governmental Accounting Standards Board *Codification*, Section C60. The excess deletions over additions were due to the retirement and departure of several tenured employees.

I. COMMITTED FUND BALANCE

For fiscal years beginning after June 15, 2010, GASB Statement 54 requires government entities to present fund balance based primarily on the extent to which a government is bound to observe constraints imposed upon the use of the resources reported in governmental funds. The Department's fund balance of \$19,022,803 is classified as Restricted by Enabling Legislation because all funds in the Florida Citrus Advertising Trust Fund are constrained by Section 601.15(7), Florida Statutes (see Note A. 2.). The Department chooses to designate a portion of the restricted fund balance, currently \$13,302,803, to provide adequate funds to continue normal operations during periods of minimal tax collections. The remainder of the committed fund balance is available in the subsequent year to fund program activities.

J. PRIOR PERIOD ADJUSTMENT

Adjustments were made to fund balance at July 1, 2011, totaling \$722,497. Accounts payable at June 30, 2011, were overstated by approximately \$722,497 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, 2012, totaled \$161,953; employee contributions total \$91,578.85. 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, 2011 AND 2012

	<u>Year to Date</u> <u>6/30/2011</u>	<u>Year to Date</u> <u>6/30/2012</u>	<u>Variance</u>	<u>Percent</u>
Salaries and Benefits	\$4,516,958	\$4,105,320	(\$411,638)	(9.1)
Other Personal Services	65,071	131,544	66,473	100.+
Travel	149,642	189,721	40,079	26.8
People First Initiative	25,331	20,466	(4,865)	(19.2)
Telephone	58,666	53,578	(5,088)	(8.7)
Postage/Freight	74,704	72,239	(2,465)	(3.3)
Data Processing	149,648	114,585	(35,063)	(23.4)
Supplies	14,299	20,167	5,868	41.0
Insurance and Bond Premiums	29,849	31,321	1,472	4.9
Reproduction	19,350	15,819	(3,531)	(18.2)
Subscriptions and Memberships	23,378	28,925	5,547	23.7
Trade Meals/Meetings	3,396	3,628	232	6.8
Training	1,500	0	(1,500)	(100.0)
Repairs and Maintenance	255,553	141,484	(114,069)	(44.6)
Utilities	30,591	14,426	(16,165)	(52.8)
Leases/Rent Expense	19,750	29,421	9,671	49.0
Capital Equipment (OCO)	336,558	37,325	(299,233)	(88.9)
Office/Research Equipment	14,341	8,739	(5,602)	(39.1)
Miscellaneous	13,803	18,333	4,530	32.8
CREC Expenses	134,652	134,652	(0)	(0.0)
Research Materials	16,430	76,951	60,521	100.+
Conventions	400	0	(400)	(100.0)
Fruit Inspection Data	14,925	14,925	0	0.0
Legislative Programs	39,349	36,900	(2,449)	(6.2)
Consultants/Grad Assistantship	268,661	257,874	(10,787)	(4.0)
Total	<u><u>\$6,276,806</u></u>	<u><u>\$5,558,344</u></u>	<u><u>(\$718,461)</u></u>	<u><u>(11.4)</u></u>

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF PRELIMINARY, OCTOBER BUDGET REVISION AND CURRENT BUDGETS FISCAL YEAR ENDED JUNE 30, 2012

	July 1, 2011 Operating Budget	Adjustment	October 20, 2011 Budget Revision	June 30, 2012 Budget	Variance	Percent
REVENUE						
Carryover	\$7,825,000	(\$506,000)	\$7,319,000	\$9,319,000	\$2,000,000	27.3
Unspent Certified	0	722,500	722,500	722,500	0	0.0
Tax Assessments-Domestic	39,024,390	1,198,610	40,223,000	39,561,500	(661,500)	(1.6)
Tax Assessments-Imports	2,334,000	(866,000)	1,468,000	1,468,000	0	0.0
Interest/Sale of Building	482,400	1,176,630	1,659,030	1,659,030	0	0.0
Federal Approp-Research	97,000	0	97,000	97,000	0	0.0
FAS Program	5,007,820	193,351	5,201,171	5,201,171	0	0.0
TOTAL REVENUE	\$54,770,610	\$1,919,091	\$56,689,701	\$58,028,201	\$1,338,500	2.4
EXPENDITURES						
Administration						
Admin and Support Services	2,677,200	50,300	2,727,500	2,672,400	(55,100)	(2.0)
State General Revenue Charge	1,672,700	60,300	1,733,000	1,761,700	28,700	1.7
Scientific Research & Development						
General Operations	1,751,000	(43,700)	1,707,300	1,707,300	0	0.0
Scientific Product Research	1,236,650	(63,776)	1,172,874	1,172,874	0	0.0
Disease Research	10,061,000	(40,000)	10,021,000	10,521,000	500,000	5.0
Scientific Research-Harvesting	980,000	0	980,000	980,000	0	0.0
Economic and Market Research	1,882,000	(30,920)	1,851,080	1,869,280	18,200	1.0
Marketing & Public Relations						
General Operations	1,024,950	(47,500)	977,450	1,000,450	23,000	2.4
Public Relations Programs	3,194,000	0	3,194,000	3,790,300	596,300	18.7
Processed Orange Advertising	14,795,000	0	14,795,000	16,395,000	1,600,000	10.8
Fresh Fruit/Grft Juice Advertising	1,703,000	190,000	1,893,000	1,841,000	(52,000)	(2.7)
Consumer/Trade/Industry Comm	3,972,000	1,362,000	5,334,000	5,069,600	(264,400)	(5.0)
International Promotions-DOC	3,463,000	100	3,463,100	3,393,100	(70,000)	(2.0)
International Promotions-FAS	5,007,820	193,351	5,201,171	5,201,171	0	0.0
Subtotal	53,420,320	1,630,155	55,050,475	57,375,175	2,324,700	4.2
Reserves	1,350,290	288,936	1,639,226	653,026	(986,200)	(60.2)
TOTAL BUDGET	\$54,770,610	\$1,919,091	\$56,689,701	\$58,028,201	\$1,338,500	2.4

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

	2002-03		2003-04		2004-05		2005-06		2006-07		2007-08		2008-09		2009-10		2010-11		2011-12	
		%		%		%		%		%		%		%		%		%		%
Revenue Boxes																				
Domestic	249,799		283,503		168,053		167,204		168,405		196,524		191,389		159,121		160,940		172,575	
Imports	24,412		19,587		22,869		20,009		29,305		46,851		19,618		25,245		14,117		21,380	
Begin Fund Balance	\$23,534		\$20,335		\$14,312		\$13,521		\$10,777		\$14,471		\$23,155		\$26,775		\$22,234		\$22,136	
Adjustment	2,048		1,141		874		878		433		920		1,010		499		2,573		722	
Revenue																				
Assessments	47,914	88	48,460	89	30,394	60	33,285	80	41,764	85	53,158	89	49,048	88	41,425	87	42,392	88	42,329	86
Other	6,447	12	6,072	11	19,865	40	8,967	20	7,412	15	6,891	11	6,632	12	6,293	13	5,982	12	6,915	14
Total Revenue	<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	<u>60,049</u>	100	<u>55,680</u>	100	<u>47,718</u>	100	<u>48,374</u>	100	<u>49,244</u>	100
Expenditures																				
Marketing																				
Domestic-PO*	31,918	54	33,537	54	32,972	64	25,896	57	21,502	47	22,224	43	21,804	41	21,358	41	22,056	43	23,825	45
Domestic-PG	3,506	6	4,121	7	501	1	636	1	3,122	7	3,067	6	2,495	5	1,823	4	2,085	4	2,061	4
Domestic-Fresh	3,446	6	2,911	5	2,246	4	2,131	5	1,207	3	1,552	3	1,413	3	1,389	3	819	2	871	2
International	8,463	14	9,708	16	6,520	13	8,101	18	8,777	19	9,408	18	8,912	17	7,996	15	8,486	17	8,300	16
Research																				
Econ & Mkt Res	1,223	2	1,374	2	1,164	2	1,323	3	1,510	3	1,659	3	1,779	3	1,685	3	1,730	3	1,496	3
Scientific Res	3,151	5	3,588	6	2,722	5	2,170	5	2,812	6	2,790	5	2,354	4	2,934	6	2,998	6	2,509	5
Disease Res	0	0	0	0	0	0	0	0	0	0	1,985	4	7,243	14	9,117	17	8,184	16	9,148	17
Harvesting	1,111	2	1,266	2	794	2	961	2	2,363	5	3,537	7	2,574	5	1,482	3	266	1	810	2
Administrative	5,159	**	3,576	6	3,988	7	3,544	7	3,230	7	4,290	**	2,724	**	3,304	**	2,716	**	2,298	4
Gen Rev Srvc Chrg	1,631	3	1,615	2	1,017	2	1,112	2	1,392	3	1,773	3	1,772	3	1,670	3	1,705	3	1,762	3
Total Expenditures	<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	<u>52,285</u>	100	<u>53,070</u>	100	<u>52,758</u>	100	<u>51,045</u>	100	<u>53,080</u>	100
Surplus/(Deficit)	<u>(5,247)</u>		<u>(7,164)</u>		<u>(1,665)</u>		<u>(3,622)</u>		<u>3,261</u>		<u>7,764</u>		<u>2,610</u>		<u>(5,040)</u>		<u>(2,671)</u>		<u>(3,836)</u>	
End Fund Balance	<u>\$20,335</u>		<u>\$14,312</u>		<u>\$13,521</u>		<u>\$10,777</u>		<u>\$14,471</u>		<u>\$23,155</u>		<u>\$26,775</u>		<u>\$22,234</u>		<u>\$22,136</u>		<u>\$19,022</u>	
Cash on Hand	\$23,629		\$17,817		\$16,137		\$10,316		\$16,836		\$27,508		\$35,152		\$27,350		\$26,366		\$24,359	
Salaries & Benefits	\$6,325		\$6,646		\$5,565		\$4,769		\$4,550		\$4,400		\$4,569		\$4,570		\$4,517		\$4,105	
# Employees	92		93		64		62		55		57		59		56		52		48	

** Includes extraordinary items of \$1,500,000 (2002-03), \$956,600 (2007-08) and \$95,000. (2008-09), \$750,000 (2009-10), \$86,221 (2010-11)

FLORIDA DEPARTMENT OF CITRUS

SCHEDULE OF TAX RATES*

FISCAL YEARS ENDING JUNE 30, 2011 AND 2012

	2010-2011		2011-2012		STATUTE
	FRESH	PROCESSED	FRESH	PROCESSED	
<u>DOMESTIC</u>					
Orange	<u>\$ 0.070</u>	<u>\$ 0.250</u>	<u>\$ 0.050</u>	<u>\$ 0.230</u>	601.15(3a)
Grapefruit	<u>\$ 0.360</u>	<u>\$ 0.360</u>	<u>\$ 0.340</u>	<u>\$ 0.340</u>	601.15(3a)
All Other Varieties	<u>\$ 0.160</u>	<u>\$ 0.250</u>	<u>\$ 0.140</u>	<u>\$ 0.230</u>	601.15(3a)
<u>IMPORTS</u>					
Orange		<u>\$ 0.250</u>		<u>\$ 0.230</u>	601.155(2)
Grapefruit		<u>\$ 0.360</u>		<u>\$ 0.340</u>	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, 2011 AND 2012

	ACTUAL REVENUE BOXES 2010-2011	ESTIMATED REVENUE BOXES 2011-2012	ACTUAL REVENUE BOXES 2011-2012		TOTAL
			2010-2012	2011-2012	
			PAID IN 2011-2012	PAID IN 2011-2012	
DOMESTIC					
ORANGE:					
Fresh	4,586,473	4,300,000	333,380	4,428,978	4,762,358
Processed	131,077,216	140,400,000	3,538,465	140,252,789	143,791,254
GRAPEFRUIT:					
Fresh	7,800,570	7,300,000	56,218	7,319,332	7,375,550
Processed	11,443,756	10,800,000	49,156	10,933,801	10,982,957
SPECIALTY:					
Fresh	3,259,935	2,900,000	15,451	3,053,235	3,068,686
Processed	2,772,119	2,150,000	(1,701)	2,595,405	2,593,704
TOTAL DOMESTIC					
Fresh	15,646,978	14,500,000	405,049	14,801,545	15,206,594
Processed	145,293,091	153,350,000	3,585,920	153,781,995	157,367,915
	160,940,069	167,850,000	3,990,969	168,583,540	172,574,509
IMPORTS					
Orange	14,110,586	19,000,000	4,819,208	16,560,739	21,379,947
Grapefruit	6,600	100,000	0	0	0
TOTAL IMPORTS	14,117,186	19,100,000	4,819,208	16,560,739	21,379,947
TOTAL	175,057,255	186,950,000	8,810,177	185,144,279	193,954,456

FLORIDA DEPARTMENT OF CITRUS

BUDGETED REVENUE

FISCAL YEAR ENDED JUNE 30, 2012

DESCRIPTION	BUDGETED 2011-2012	REVENUE TO DATE	% TO BUDGETED
Assessment on Domestic Fruit			
Orange			
Fresh	\$215,000	\$244,766	100.+
Processed	32,292,000	33,142,758	100.+
	<u>32,507,000</u>	<u>33,387,524</u>	100.+
Grapefruit			
Fresh	2,482,000	2,508,810	100.+
Processed	3,672,000	3,735,189	100.+
	<u>6,154,000</u>	<u>6,243,999</u>	100.+
Specialty			
Fresh	406,000	429,924	100.+
Processed	494,500	596,518	100.+
	<u>900,500</u>	<u>1,026,442</u>	100.+
Assessment on Import Fruit			
Orange	1,456,667	1,671,257	100.+
Grapefruit	11,333	0	0.0
	<u>1,468,000</u>	<u>1,671,257</u>	100.+
Total Assessments	41,029,500	42,329,222	100.+
Investment Earnings	400,000	494,864	100.+
Other Income	68,000	29,054	42.7
Sale of Building	1,191,030	1,191,036	100.+
Federal Appropriation - Research	97,000	105,794	100.+
Foreign Agricultural Svc Funds	<u>5,201,171</u>	<u>5,094,017</u>	97.9
TOTAL	<u><u>\$47,986,701</u></u>	<u><u>\$49,243,986</u></u>	100.+

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY CATEGORY

FISCAL YEAR ENDED JUNE 30, 2012

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
GENERAL OPERATIONS				
Salaries and Benefits	\$4,447,200	\$4,105,320	92.3	\$341,880
Other Personal Services	171,600	131,544	76.7	40,056
Travel	196,800	189,721	96.4	7,079
People First Initiative	22,700	20,466	90.2	2,234
Telephone	57,800	53,578	92.7	4,222
Postage/Freight	112,100	72,239	64.4	39,861
Data Processing	139,200	114,585	82.3	24,615
Supplies	30,750	20,167	65.6	10,583
Insurance and Bond Premiums	36,500	31,321	85.8	5,179
Reproduction	17,000	15,819	93.1	1,181
Subscriptions and Memberships	35,800	28,925	80.8	6,875
Trade Meals/Meetings	6,300	3,628	57.6	2,672
Training	3,000	0	0.0	3,000
Repairs and Maintenance	190,700	141,484	74.2	49,216
Utilities	16,200	14,426	89.1	1,774
Leases/Rent Expense	33,100	29,421	88.9	3,679
Promotional Items	12,500	0	0.0	12,500
Capital Equipment (OCO)	92,500	37,325	40.4	55,175
Office/Research Equipment	28,500	8,739	30.7	19,761
Miscellaneous	24,200	18,333	75.8	5,868
CREC Expenses	135,000	134,652	99.7	348
Research Materials	191,500	76,951	40.2	114,549
Conventions	3,500	0	0.0	3,500
Fruit Inspection Data	15,000	14,925	99.5	75
Legislative Programs	70,900	36,900	52.0	34,000
Consultants Fee/Travel	307,200	257,874	83.9	49,326
Subtotal General Operations	<u>6,397,550</u>	<u>5,558,344</u>	86.9	<u>839,206</u>
PROGRAMS*				
Legal Services	215,100	184,789	85.9	30,311
State General Revenue Charge	1,761,700	1,761,626	100.0	74
Scientific Research	12,547,074	10,877,626	86.7	1,669,449
Economic & Market Research	1,146,180	846,837	73.9	299,343
Public Relations Programs	3,795,300	3,762,338	99.1	32,962
Processed Orange Advertising	16,395,000	16,107,222	98.2	287,778
Fresh Fruit/Grft Juice Advertising	1,841,000	1,513,716	82.2	327,284
Consumer/Trade/Industry Comm	5,069,600	4,510,806	89.0	558,794
International Marketing	8,206,671	7,956,819	97.0	249,852
Reserves	653,026	0	0.0	653,026
Subtotal Programs	<u>51,630,651</u>	<u>47,521,779</u>	92.0	<u>4,108,872</u>
TOTAL GENERAL OPERATIONS	<u>\$58,028,201</u>	<u>53,080,123</u>	91.5	<u>\$4,948,079</u>

*Program costs exclude general operating expenses

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY DEPARTMENT

FISCAL YEAR ENDED JUNE 30, 2012

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
Administration				
Admin and Support Services	\$2,672,400	\$2,297,804	86.0	\$374,596
State General Revenue Charge	1,761,700	1,761,626	100.0	74
Scientific Research & Development				
General Operations	1,707,300	1,471,304	86.2	235,996
Scientific Product Research	1,172,874	1,038,424	88.5	134,450
Disease Research	10,521,000	9,148,444	87.0	1,372,557
Scientific Research-Harvesting	980,000	810,073	82.7	169,927
Economic and Market Research	1,869,280	1,496,197	80.0	373,083
Marketing & Public Relations				
General Operations	1,000,450	865,121	86.5	135,329
Public Relations Programs	3,790,300	3,759,338	99.2	30,962
Processed Orange Advertising	16,395,000	16,107,222	98.2	287,778
Fresh Fruit/Grft Juice Advertising	1,841,000	1,513,716	82.2	327,284
Consumer/Trade/Industry Comm	5,069,600	4,510,806	89.0	558,794
International Marketing				
International Promotions-DOC	3,393,100	3,206,031	94.5	187,069
International Promotions-FAS	5,201,171	5,094,017	97.9	107,154
Total Expenditures	57,375,175	53,080,123	92.5	4,295,053
Reserves	653,026	0	0.0	653,026
TOTAL	\$58,028,201	\$53,080,123	91.5	\$4,948,079

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2012

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
STATE GENERAL REVENUE CHARGE					
57 10 00 00 000					
Florida Citrus Advertising Trust Fund	880400	<u>\$1,761,700</u>	<u>\$1,761,626</u>	100.0	<u>\$74</u>
ADMINISTRATIVE AND SUPPORT SERVICES					
GENERAL OPERATIONS					
57 10 10 08 001					
Commissioners Comp (OPS)	123001	\$6,000	\$3,323	55.4	\$2,677
Commissioners Travel	261071	23,000	22,955	99.8	45
57 10 10 09 001					
Salaries and Benefits	110000	955,900	868,119	90.8	87,781
Temporary Employee (OPS)	121000	5,500	5,167	94.0	333
Temporary Employee Services	132200	500	0	0.0	500
Employee Travel	261010	25,000	24,810	99.2	190
57 10 10 09 002					
Fruit Inspection Data	132601	15,000	14,925	99.5	75
Training	132800	3,000	0	0.0	3,000
Employment Advertising	133200	8,000	7,848	98.1	152
Banking Services	134500	3,000	1,574	52.5	1,426
People First	131910	9,300	9,137	98.2	163
Consultant Fee	139900	60,800	45,027	74.1	15,773
Unemployment Compensation	165010	9,900	4,788	48.4	5,112
Telephone	221000	24,000	20,644	86.0	3,356
Office Supplies	380011	2,700	1,965	72.8	735
Office Equipment	381000	13,000	90	0.7	12,910
Property Insurance	411041	7,330	7,296	99.5	34
Casualty Insurance	415001	19,270	19,237	99.8	33
Subscriptions	492000	6,800	6,500	95.6	300
Memberships	493000	1,300	539	41.5	761
Miscellaneous	499000	5,000	4,059	81.2	941
Trade Meals	499001	2,300	2,268	98.6	32
Building & Equipment (OCO)	516000	10,000	0	0.0	10,000
Subtotal General Operations		<u>\$1,216,600</u>	<u>\$1,070,270</u>	88.0	<u>\$146,330</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2012

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	\$351,200	\$292,948	83.4	\$58,252
Temporary Employees (OPS)	121000	\$2,100	2,074	98.7	26
Employee Travel	261010	1,600	1,513	94.6	87
Subtotal General Operations		354,900	296,535	83.6	58,365
LEGAL SERVICES					
57 10 10 10 002					
Court Reporting Fees	131400	3,000	0	0.0	3,000
Legal Srv-G Counsel	131602	115,000	115,000	100.0	0
Legal Srv-Licensure	131605	24,000	7,941	33.1	16,059
Legal Srv-Adv Claims	131610	45,000	37,923	84.3	7,077
Legal Srv-Trademark	131699	25,000	20,921	83.7	4,079
Legal Advertising	133100	3,100	3,003	96.9	97
Miscellaneous	499000	5,000	3,720	74.4	1,280
Subtotal Legal Services		220,100	188,509	85.6	31,591
GOVERNMENT & REGULATORY					
57 10 10 10 003					
Legislative Consultant	131313	32,900	17,267	52.5	15,633
Legislative Programs	133416	38,000	19,634	51.7	18,366
Subtotal Government & Regulatory		70,900	36,900	52.0	34,000
Total Legal and Regulatory		\$645,900	\$521,944	80.8	\$123,956

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2012

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	\$423,300	\$423,254	100.0	\$46
Temporary Employees (OPS)	121000	9,500	5,972	62.9	3,528
Employee Travel	261010	2,000	896	44.8	1,104
57 10 10 12 002					
Grounds Maintenance	132900	6,500	5,609	86.3	891
Mailing & Delivery Services	134200	4,700	4,617	98.2	83
Shredding Service	139902	1,000	173	17.3	827
Warehouse Services	139903	11,100	7,777	70.1	3,323
Postage	225000	6,400	6,362	99.4	38
Maintenance - Equipment	241020	6,000	399	6.7	5,601
- Auto	241023	2,000	1,168	58.4	832
Maintenance - Building - Bartow	241025	83,200	73,427	88.3	9,773
Lakeland Bldg Utilities	271001	1,200	1,141	95.0	59
Bartow Bldg Utilities	271002	15,000	13,286	88.6	1,714
Fuel	371000	5,000	2,694	53.9	2,306
Office Supplies	380011	1,200	564	47.0	636
Reproduction	399002	15,000	13,869	92.5	1,131
Distribution Supplies	399005	3,000	2,443	81.4	557
Building Supplies	399007	6,900	4,756	68.9	2,144
AV Supplies	399018	3,200	3,167	99.0	33
Copy Equipment Rental	442000	14,900	14,867	99.8	33
Rental-Office Equipment	444000	4,600	4,564	99.2	36
57 10 10 12 003					
DP Services - NSRC	132708	30,000	20,506	68.4	9,494
DP Services - Other	132710	23,800	23,741	99.8	59
DP Services - Database	132712	9,000	3,776	42.0	5,224
DP Services - SSRC	132715	2,500	974	39.0	1,526
Data Processing Maint	241024	3,900	3,871	99.3	29
DP Equipment	381000	20,000	14,423	72.1	5,577
Data Processing Supplies	391000	50,000	47,293	94.6	2,707
DP Equipment (OCO)	516000	45,000	0	0.0	45,000
Subtotal Support Services		809,900	705,591	87.1	104,309
TOTAL ADMIN & SUPPORT SERVICES		\$2,672,400	\$2,297,804	86.0	\$374,596

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2012

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	\$1,063,500	\$1,013,155	95.3	\$50,345
Temporary Employees (OPS)	121000	52,000	32,844	63.2	19,156
Temporary Employees - TASC	132202	48,000	47,567	99.1	433
Employee Travel	261010	31,000	27,409	88.4	3,591
57 10 12 10 002					
People First	131910	8,000	5,979	74.7	2,021
Product Monitoring, Comm	132640	85,000	29,219	34.4	55,781
Product Monitoring, Comm - FG TASC	132644	45,000	33,103	73.6	11,897
Product Monitoring, Contract-FG TASC	132647	44,000	0	0.0	44,000
Mailing & Delivery Services	134200	6,300	1,158	18.4	5,142
Telephone	221000	19,700	19,673	99.9	27
Postage	225000	300	8	2.8	292
Repairs & Maintenance	241011	88,000	58,187	66.1	29,813
Office Supplies	380011	6,000	3,900	65.0	2,100
Equipment	381000	15,500	8,649	55.8	6,851
Research Materials	399010	16,000	14,379	89.9	1,621
CREC Operations	433000	135,000	134,652	99.7	348
Subscriptions	492000	4,000	3,867	96.7	133
Memberships	493000	2,000	150	7.5	1,850
Trade Meals	499001	500	78	15.5	422
Equipment (OCO)	519001	37,500	37,325	99.5	175
TOTAL GENERAL OPERATIONS		\$1,707,300	\$1,471,304	86.2	\$235,996

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2012

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	\$2,724	\$2,723	100.0	\$1
New Variety Development-All Variety	132692	476,500	443,818	93.1	32,682
New Variety Development Fee	132697	95,000	95,000	100.0	0
Subtotal Scientific Sponsored Research		574,224	541,541	94.3	32,683
MEDICAL RESEARCH					
57 10 12 11 005					
UF - Rampersaud	132603	116,800	116,315	99.6	485
Cholesterol-OJ/GJ	132618	23,000	22,143	96.3	857
Consultant Fee	132621	5,000	0	0.0	5,000
Cholesterol-GF/GJ	132622	67,500	67,500	100.0	0
Drug Interaction	132623	6,000	0	0.0	6,000
Diabetes-OJ	132624	183,900	179,675	97.7	4,225
Cardiovascular & Bone Study-INRA (GJ)	132633	70,200	70,000	99.7	200
Brain & Cognition - OJ	132657	41,250	41,250	100.0	0
Epidemiological	132658	85,000	0	0.0	85,000
Subtotal Medical Research		598,650	496,883	83.0	101,767
TOTAL SCIENTIFIC PRODUCT RESEARCH		1,172,874	1,038,424	88.5	134,450
DISEASE RESEARCH					
57 10 12 11 006					
Prior Year Contracts DOC	132643	22,700	0	0.0	22,700
CRDF R & D Program Costs	132638	7,280,000	5,937,543	81.6	1,342,457
CRDF Management Fee	132639	480,000	480,000	100.0	0
CRDF Scientific Panels & Review Costs	132642	265,000	257,601	97.2	7,399
CRDF R & D Program Costs - PY	132646	2,473,300	2,473,300	100.0	0
TOTAL DISEASE RESEARCH		10,521,000	9,148,444	87.0	1,372,557
HARVESTING PROGRAM					
HARVESTING RESEARCH					
57 10 12 15 003					
Abscission Registration - Fees	132634	285,600	285,600	100.0	0
Abscission Registration	132635	372,400	204,751	55.0	167,649
Abscission Settlement	132649	317,000	316,722	99.9	278
Public Relations	133404	5,000	3,000	60.0	2,000
TOTAL HARVESTING PROGRAM		980,000	810,073	82.7	169,927
TOTAL SCIENTIFIC RESEARCH		\$14,381,174	\$12,468,245	86.7	\$1,912,930

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2012

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	\$614,000	\$562,641	91.6	\$51,359
Temporary Employees (OPS)	121000	25,000	23,112	92.4	1,888
Employee Travel	261010	28,000	27,863	99.5	137
57 10 13 10 002					
Website	132711	12,000	6,050	50.4	5,950
Telephone	221000	3,000	2,679	89.3	321
Postage	225000	1,000	685	68.5	315
Office Supplies	380011	2,000	483	24.2	1,517
Reproduction	399002	2,000	1,950	97.5	50
Copy Equipment Rental	442000	2,500	2,213	88.5	287
Subscriptions	492000	4,500	3,185	70.8	1,315
Memberships	493000	300	50	16.7	250
Miscellaneous	499000	200	170	85.0	30
Trade Meals	499001	500	47	9.5	453
Research Publications	499005	1,500	250	16.7	1,250
Subtotal General Operations		696,500	631,379	90.7	65,121
RESEARCH DATA & STUDIES					
57 10 13 12 003					
Consultant Fee	131314	16,600	14,812	89.2	1,789
Processed Retail Sales-A.C.Nielsen	132611	360,260	360,234	100.0	26
Consumer Tracking Study	132612	145,000	92,397	63.7	52,603
Processed Consumer Research	132614	43,720	43,720	100.0	0
Fresh Fruit Data	132616	40,000	14,925	37.3	25,075
Copy Testing	132628	95,600	0	0.0	95,600
FL Agri Market Research Center	132629	75,000	47,350	63.1	27,650
Economic Viability Study	132632	125,000	52,511	42.0	72,489
On-line Tracking	132675	51,400	51,400	100.0	0
Fresh Citrus Research-AV	132676	12,000	0	0.0	12,000
Fresh Fruit Sales Data	132677	3,500	0	0.0	3,500
Return on Investment - PO	132680	100,000	89,600	89.6	10,400
Return on Investment - GF/GJ	132683	78,200	78,200	100.0	0
On-line Tracking - GF/GJ	132684	16,500	16,500	100.0	0
Consultant Travel	261041	10,000	3,170	31.7	6,830
Subtotal Research Data & Studies		1,172,780	864,819	73.7	307,961
TOTAL ECON & MKT RESEARCH		\$1,869,280	\$1,496,197	80.0	\$373,083

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2012

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	\$801,600	\$709,901	88.6	\$91,699
Temporary Employees (OPS)	121000	23,000	11,484	49.9	11,516
Employee Travel	261010	63,200	63,111	99.9	89
57 10 15 10 002					
Coupon Redemption	133407	1,000	0	0.0	1,000
People First	131910	5,400	5,350	99.1	50
Mailing & Delivery Services	134200	17,000	7,765	45.7	9,235
Audio-Visual Services	139915	750	0	0.0	750
Telephone	221000	7,100	7,082	99.7	18
Postage	225000	2,400	1,503	62.6	897
Postage - GF Promotions	225010	54,500	46,896	86.0	7,604
Postage - OJ Promotions	225020	1,500	32	2.1	1,468
Postage - Cookbooks	225030	7,000	916	13.1	6,084
Office Supplies	380011	3,000	2,696	89.9	304
Conventions	449002	3,000	0	0.0	3,000
Subscriptions	492000	1,000	315	31.5	685
Memberships	493000	6,500	6,334	97.4	166
Miscellaneous	499000	500	500	100.0	0
Trade Meals	499001	2,000	1,235	61.8	765
TOTAL GENERAL OPERATIONS		\$1,000,450	\$865,121	86.5	\$135,329

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2012

DESCRIPTION	OBJECT CODE	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
PUBLIC RELATIONS					
CORPORATE - ALL VARIETIES					
57 10 15 12 003					
Collaboration w/Partners	133482	\$60,990	\$60,440	99.1	\$550
Website	133486	134,510	112,243	83.4	22,268
Corp & Public Affairs	133487	148,500	144,734	97.5	3,766
Monitoring Report	133489	140,000	140,000	100.0	0
Subtotal Corporate - All Varieties		484,000	457,417	94.5	26,583
PROCESSED ORANGE					
57 10 15 12 004					
Planning & Development	133411	110,000	110,000	100.0	0
OJ PR Programs	133417	1,637,600	1,637,600	100.0	0
SEM OJ	133458	49,400	49,400	100.0	0
Subtotal Processed Orange		1,797,000	1,797,000	100.0	0
GRAPEFRUIT					
57 10 15 12 005					
Planning & Development	133411	46,000	46,000	100.0	0
GF PR Programs	133432	800,000	800,000	100.0	0
Grapefruit Website	133440	56,000	56,000	100.0	0
Drug Interaction	133442	266,800	265,000	99.3	1,800
Subtotal Grapefruit		1,168,800	1,167,000	99.8	1,800
IN-STATE PROGRAMS					
57 10 15 12 008					
FL Welcome Stations-Juice	133434	240,000	237,425	98.9	2,575
Industry Grower Relations - AV	133454	100,500	100,496	100.0	4
Subtotal In-State Programs		340,500	337,921	99.2	2,579
TOTAL PUBLIC RELATIONS PROGRAMS		\$3,790,300	\$3,759,338	99.2	\$30,962

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2012

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	\$191,500	\$156,199	81.6	\$35,301
Online Media	133441	1,398,020	1,398,020	100.0	0
TV 1st Quarter - Summer	133443	1,013,923	1,013,923	100.0	0
TV 2nd Quarter - Fall	133444	4,472,890	4,472,890	100.0	0
TV 3rd Quarter - Winter	133445	5,554,160	5,553,445	100.0	715
TV 4th Quarter - Spring	133447	1,164,507	1,139,000	97.8	25,507
Production & Hard Costs	133457	1,405,000	1,178,745	83.9	226,255
Agency Fee	133490	1,140,000	1,140,000	100.0	0
Agency Travel	261088	55,000	55,000	100.0	0
TOTAL PROCESSED ORANGE ADVERTISING		16,395,000	16,107,222	98.2	287,778
FRESH GRAPEFRUIT/GRAPEFRUIT JUICE ADVERTISING					
57 10 16 11 006					
Agency Fee	133464	135,000	134,995	100.0	5
Grapefruit/GJ Advertising	133475	1,503,000	1,288,638	85.7	214,362
Subtotal Fresh Grft/Grft Juice Promo		1,638,000	1,423,633	86.9	214,367
FRESH FRUIT ADVERTISING					
57 10 16 11 007					
Gift Fruit Programs	133426	43,000	24,962	58.1	18,038
Fresh Orange Programs	133430	140,000	58,341	41.7	81,659
Gift Fruit Printing	230005	20,000	6,781	33.9	13,219
Subtotal Fresh Fruit Advertising		203,000	90,083	44.4	112,917
TOTAL FRESH FRUIT/GRFT JUICE ADV		\$1,841,000	\$1,513,716	82.2	\$327,284

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2012

<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>
CONSUMER/TRADE/INDUSTRY COMMUNICATIONS					
PROCESSED COMMUNICATIONS					
57 10 17 11 003					
Retail Orange Juice	133476	<u>\$4,155,600</u>	<u>\$3,644,350</u>	87.7	<u>\$511,250</u>
FOODSERVICE COMMUNICATIONS					
57 10 17 11 009					
Planning & Development	133411	74,500	72,469	97.3	2,031
Foodservice Juice - OJ	133424	320,000	306,114	95.7	13,886
Foodservice Juice - GJ	133431	20,000	19,932	99.7	68
School-All Florida	133480	<u>499,500</u>	<u>467,941</u>	93.7	<u>31,559</u>
Subtotal Foodservice Communications		<u>914,000</u>	<u>866,456</u>	94.8	<u>47,544</u>
TOTAL CONSUMER/TRADE/INDUSTRY COMM		<u>5,069,600</u>	<u>4,510,806</u>	89.0	<u>558,794</u>
TOTAL PR & DOMESTIC MARKETING		<u>\$28,096,350</u>	<u>\$26,756,203</u>	95.2	<u>\$1,340,146</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2012

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	\$237,700	\$235,303	99.0	\$2,397
Employee Travel	261020	23,000	21,164	92.0	1,836
57 10 18 10 002					
Promotional Items	133428	12,500	0	0.0	12,500
Mailing & Delivery Services	134200	10,000	2,291	22.9	7,709
Telephone	221000	4,000	3,500	87.5	500
Postage	225000	1,000	6	0.6	994
Promotional Materials Printing	230001	21,500	0	0.0	21,500
Office Supplies	380011	2,000	192	9.6	1,808
Conventions	449002	500	0	0.0	500
Subscriptions	492000	3,700	3,486	94.2	214
Memberships	493000	5,700	4,500	78.9	1,200
Miscellaneous	499000	500	288	57.6	212
Trade Meals	499001	1,000	0	0.0	1,000
Subtotal General Operations		323,100	270,728	83.8	52,372
FAS ADMINISTRATION					
57 10 18 10 003					
Consultant Fee-DOC	131300	85,000	72,000	84.7	13,000
Evaluations-DOC	133449	15,000	3,540	23.6	11,460
Evaluations-FAS	133469	95,000	45,165	47.5	49,835
FAS Annual Workshop-DOC	262810	2,000	1,000	50.0	1,000
Consultant Travel -DOC	263088	1,000	500	50.0	500
Subtotal FAS Administration		\$198,000	\$122,205	61.7	\$75,795

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2012

<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>
CANADIAN PROMOTIONS					
General Operations					
57 10 18 10 100					
Agency Travel-DOC	263088	<u>\$10,000</u>	<u>\$3,595</u>	36.0	<u>\$6,405</u>
Fresh & Processed Grapefruit					
57 10 18 10 103					
Promotions-DOC	133446	155,000	154,991	100.0	9
Promotions-FAS	133463	<u>265,000</u>	<u>262,300</u>	99.0	<u>2,700</u>
Subtotal Canada-Fresh & Proc. Gft.		<u>420,000</u>	<u>417,291</u>	99.4	<u>2,709</u>
Processed Orange					
57 10 18 10 104					
Promotions-DOC	133446	530,000	528,628	99.7	1,372
Promotions-FAS	133463	740,000	690,220	93.3	49,780
Agency Travel-DOC	263088	<u>2,000</u>	<u>0</u>	0.0	<u>2,000</u>
Subtotal Canada-Proc Orange		<u>1,272,000</u>	<u>1,218,848</u>	95.8	<u>53,152</u>
TOTAL CANADIAN PROMOTIONS		<u>\$1,702,000</u>	<u>\$1,639,734</u>	96.3	<u>\$62,266</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2012

<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>
EUROPEAN PROMOTIONS					
GENERAL OPERATIONS					
57 10 18 11 003					
Agency Travel-DOC	263088	<u>\$15,000</u>	<u>\$11,805</u>	78.7	<u>\$3,195</u>
BENELUX					
Fresh & Processed Grapefruit					
57 10 18 11 103					
Promotions-DOC	133446	40,000	36,128	90.3	3,872
Promotions-FAS	133463	<u>280,000</u>	<u>278,653</u>	99.5	<u>1,347</u>
Total Benelux-Fresh & Proc. Gft.		<u>320,000</u>	<u>314,782</u>	98.4	<u>5,218</u>
FRANCE					
Fresh & Processed Grapefruit					
57 10 18 11 203					
Promotions-DOC	133446	375,900	366,470	97.5	9,430
Promotions-FAS	133463	<u>450,000</u>	<u>450,000</u>	100.0	<u>0</u>
Total France-Fresh & Proc. Gft.		<u>825,900</u>	<u>816,469</u>	98.9	<u>9,431</u>
SWEDEN					
Fresh & Processed Grapefruit					
57 10 18 11 403					
Promotions-DOC	133446	20,000	17,455	87.3	2,545
Promotions-FAS	133463	<u>140,000</u>	<u>137,991</u>	98.6	<u>2,009</u>
Total Sweden-Fresh & Proc. Gft.		<u>160,000</u>	<u>155,446</u>	97.2	<u>4,554</u>
UNITED KINGDOM					
Fresh Grapefruit					
57 10 18 11 503					
Promotions-DOC	133446	204,100	172,395	84.5	31,705
Promotions-FAS	133463	<u>375,000</u>	<u>374,565</u>	99.9	<u>435</u>
Total United Kingdom-Fresh & Proc. Gft.		<u>579,100</u>	<u>546,960</u>	94.5	<u>32,140</u>
TOTAL EUROPEAN PROMOTIONS		<u>\$1,900,000</u>	<u>\$1,845,462</u>	97.1	<u>\$54,538</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES FISCAL YEAR ENDED JUNE 30, 2012

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
Agency Travel	263088	30,000	17,364	57.9	12,636
Total Expenses-Japan		630,000	617,364	98.0	12,636
JAPAN					
Fresh & Processed Grapefruit					
57 10 18 12 103					
Promotions-DOC	133446	1,270,000	1,234,431	97.2	35,569
Promotions-FAS	133463	2,546,171	2,545,123	100.0	1,048
Total Japan-Fresh & Proc. Grft		3,816,171	3,779,554	99.0	36,617
KOREA					
Fresh & Processed Grapefruit					
57 10 18 13 103					
Promotions-DOC	133446	15,000	15,000	100.0	0
Promotions-FAS	133463	10,000	10,000	100.0	0
Total Korea-Fresh & Proc. Grft		25,000	25,000	100.0	0
TOTAL ASIAN PROMOTIONS		4,471,171	4,421,918	98.9	49,253
TOTAL INTERNATIONAL MARKETING		\$8,594,271	\$8,300,048	96.6	\$294,223
* SUBTOTALS BY FUNDING SOURCE					
Int'l Mktg-DOC		\$3,393,100	\$3,206,031	94.5	\$187,069
Int'l Mktg-FAS		5,201,171	5,094,017	97.9	107,154
		\$8,594,271	\$8,300,048	96.6	\$294,223

FLORIDA DEPARTMENT OF CITRUS

INTERNATIONAL MARKETING

2011-2012 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	\$270,728	\$54,146	\$94,755	\$121,828
FAS Administration	77,040	15,408	26,964	34,668
Canadian Marketing	687,214	530,785	76,665	79,764
European Promotions	604,253	0	293,841	310,412
Asian Promotions	<u>1,566,795</u>	<u>0</u>	<u>707,431</u>	<u>859,365</u>
Subtotal DOC	<u>3,206,031</u>	<u>600,339</u>	<u>1,199,655</u>	<u>1,406,037</u>
FOREIGN AGRICULTURAL SERVICE PROGRAM				
FAS Administration	45,165	9,033	15,808	20,324
Canadian Marketing	952,520	690,220	39,345	222,955
European Promotions	1,241,209	0	186,181	1,055,028
Asian Promotions	<u>2,855,123</u>	<u>0</u>	<u>473,268</u>	<u>2,381,854</u>
Subtotal FAS	<u>5,094,017</u>	<u>699,253</u>	<u>714,603</u>	<u>3,680,161</u>
TOTAL INTERNATIONAL MARKETING	<u>\$8,300,048</u>	<u>\$1,299,592</u>	<u>\$1,914,258</u>	<u>\$5,086,198</u>
Percent DOC Contribution	<u>63%</u>	<u>86%</u>	<u>168%</u>	<u>38%</u>