

**STATE OF FLORIDA
DEPARTMENT OF CITRUS**

**ANNUAL
FINANCIAL
REPORT**

**Fiscal Year Ended
June 30, 2015**





STATE OF FLORIDA
DEPARTMENT OF CITRUS

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August 14, 2015

Florida Citrus Commission
Bartow, Florida

Submitted herewith is the Annual Financial Report of the Florida Department of Citrus for the year ending June 30, 2015. 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.

Revenue and expenditures for the current fiscal year as compared to last fiscal year are presented below. Details of these figures can be found in the attached financial report and accompanying statements.

		<u>2013-14</u>	<u>2014-15</u>
Revenue	-Assessments	\$ 31,148,911	\$ 25,052,840
	-FAS Program	4,346,238	4,411,007
	-General Rev. -Econ. Research		492,994
	-Interest & Other	217,011	283,502
		<u>\$ 35,712,160</u>	<u>\$ 30,240,343</u>
Expenditures	-Marketing	\$ 28,156,716	\$ 20,271,068
	-Research	3,474,805	3,741,773
	-Disease Research	1,905,355	3,147,598
	-Other	3,868,627	4,250,306
		<u>\$ 37,405,503</u>	<u>\$ 31,410,745</u>

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

Christine C Marion

Christine C. Marion, PMP, CMA
Comptroller

Maximize consumer demand for Florida citrus products to ensure the sustainability and economic well-being of the Florida citrus grower, the citrus industry and the State of Florida.

The Florida Department of Citrus is an Equal Opportunity Employer and Agency.

FLORIDA DEPARTMENT OF CITRUS

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FLORIDA DEPARTMENT OF CITRUS

COMBINED BALANCE SHEET

JUNE 30, 2015

	SPECIAL REVENUE FUNDS	COMBINED GENERAL ACCOUNT GROUPS	TOTAL (MEMORANDUM ONLY)
ASSETS			
Cash and Cash Equivalents	165,433		\$165,433
Pooled Investments with State Treasury	21,466,239		21,466,239
Grants Receivable	1,929,621		1,929,621
Development Loans Receivable	0		0
Interest Receivable	20,444		20,444
Prepaid Assets	28,302		28,302
Inventories	368,562		368,562
Fixed Assets at Cost			
Land		60,000	60,000
Buildings		3,554,990	3,554,990
Equipment and Autos		2,203,702	2,203,702
Other Fixed Assets		2,990	2,990
Less: Accumulated Depreciation		(2,724,858)	(2,724,858)
Total Assets	23,978,601	\$3,096,824	\$27,075,425
LIABILITIES			
Accounts Payable	7,385,419		\$7,385,419
Due to Other State Agencies	522,053		522,053
Compensated Absences - Current	49,782	45,977	95,759
Compensated Absences - Non-Current		263,631	263,631
Other Liabilities	7,600		7,600
Total Liabilities	7,964,854	309,608	8,274,462
FUND EQUITY			
Invested in General Account Groups		2,787,216	2,787,216
Committed Fund Balance			
Designated	12,297,547		12,297,547
Undesignated	3,716,200		3,716,200
Total Fund Equity	16,013,747	2,787,216	18,800,963
Total Liabilities & Fund Equity	23,978,601	\$3,096,824	\$27,075,425

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, 2015

<u>DESCRIPTION</u>	<u>FLORIDA CITRUS ADVERTISING TRUST FUND</u>
Fund Balance, July 1	\$16,259,990
Adjustments to Fund Balance	<u>924,159</u>
Fund Balance, July 1, as restated	17,184,149
Revenue	30,240,343
Expenditures	<u>(31,410,745)</u>
Fund Balance, June 30	
Designated	12,297,547
Undesignated	<u>3,716,200</u>
TOTAL	<u><u>\$16,013,747</u></u>

FLORIDA DEPARTMENT OF CITRUS
COMPARATIVE STATEMENT OF REVENUE AND EXPENDITURES
FISCAL YEARS ENDING JUNE 30, 2014 AND 2015

DESCRIPTION	JUNE 30, 2014	INCREASE/ (DECREASE)	JUNE 30, 2015
REVENUE			
Assessment on Domestic Fruit			
Orange	\$22,984,531	(\$4,676,288)	\$18,308,243
Grapefruit	5,162,664	(1,764,989)	3,397,675
Specialty	698,660	(357,038)	341,622
	<u>28,845,855</u>	<u>(6,798,315)</u>	<u>22,047,540</u>
Assessment on Imported Product			
Orange	2,281,825	703,323	2,985,148
Grapefruit	21,231	(1,079)	20,152
	<u>2,303,056</u>	<u>702,245</u>	<u>3,005,300</u>
Total Assessment	31,148,911	(6,096,071)	25,052,840
Investment Earnings	153,909	73,451	227,360
Other Income	63,102	(6,960)	56,142
Federal Appropriation - Research	0	492,994	492,994
Foreign Agricultural Service (FAS) Program	4,346,238	64,769	4,411,007
	<u>4,346,238</u>	<u>64,769</u>	<u>4,411,007</u>
TOTAL REVENUE	<u>\$35,712,160</u>	<u>(\$5,471,818)</u>	<u>\$30,240,343</u>
EXPENDITURES			
Administrative and Support Services	\$2,614,836	\$248,749	\$2,863,585
State General Revenue Charge	1,253,791	(242,839)	1,010,952
Research & Development - General Operations	1,347,288	(95,680)	1,251,608
Scientific Product Research	158,702	(36,618)	122,084
New Varieties Development	540,791	(540,791)	0
Disease Research	1,905,355	1,242,243	3,147,598
Scientific Research-Harvesting	0	32,364	32,364
Economic and Market Research	1,428,024	907,693	2,335,717
Subtotal Non-Marketing	<u>9,248,787</u>	<u>1,515,121</u>	<u>10,763,908</u>
Marketing			
Marketing/Public Relations - General Operations	742,053	86,339	828,392
Public Relations Programs	3,253,204	4,926,507	8,179,711
Processed Orange Advertising	12,982,035	(12,982,035)	0
Consumer/Trade/Industry Comm	3,740,889	169,133	3,910,022
Fresh Fruit/Grft Juice Advertising	557,805	(492,750)	65,055
International Marketing	6,880,730	407,158	7,287,888
Subtotal Marketing	<u>28,156,716</u>	<u>(7,885,649)</u>	<u>20,271,068</u>
Extraordinary Expenditures	0	375,769	375,769
TOTAL EXPENDITURES	<u>\$37,405,503</u>	<u>(\$5,994,759)</u>	<u>\$31,410,745</u>
EXCESS (DEFICIT) OF REVENUE OVER EXPENDITURES	<u>(\$1,693,343)</u>	<u>\$522,941</u>	<u>(\$1,170,402)</u>

FLORIDA DEPARTMENT OF CITRUS
CASH FLOW STATEMENT
FOR THE FISCAL YEAR ENDED JUNE 30, 2015

Increase (Decrease) in Cash and Cash Equivalents:	
Cash Flows from Operating Activities:	
Receipts from Tax Assessments	\$ 25,052,840
Receipts for Department of Agriculture-Inspection Fees	30,284
Other Miscellaneous Receipts	61,049
Payments to Vendors	(21,320,909)
Employment Related Payments	(4,332,267)
Payments for General Revenue Service Charge	(1,116,064)
Payments to Department of Agriculture-Inspection Fees	(32,941)
Payments to Refund Cash Bonds	(4,200)
Net Cash Provided by (Used in) Operating Activities	<u>(1,662,208)</u>
Noncapital Financing Activities - Proceeds from Grants	<u>5,001,806</u>
Capital and Related Financing Activities	
Additions of Capital Assets	(28,323)
Proceeds from Sale of Assets	-
Net Cash Flowed Provided by Capital and Related Financing Activities	<u>(28,323)</u>
Investing Activities - Net Investment Income	<u>231,222</u>
Net Change in Cash and Cash Equivalents	3,542,497
Cash and Cash Equivalents at Beginning of Year	<u>18,089,175</u>
Cash and Cash Equivalents at End of Year	<u><u>\$ 21,631,672</u></u>
Reconciliation of Operating Income (Loss) to Net Cash Provided by (Used In) Operating Activities:	
Net Income (Loss) per Financial Statements	\$ (1,170,402)
Deduct Proceeds from Grants	(5,001,806)
Deduct Proceeds from Capital Activities	28,323
Deduct Net Proceeds from Investments	(231,222)
Net Income (Loss) from Operating Activities	<u>(6,375,107)</u>
Adjustments Not Affecting Cash:	
Prior Period Adjustments	924,159
(Increase) Decrease in Assets and Increase (Decrease) in Liabilities:	
Accounts Receivable	970,109
Prepaid Items	5,975
Inventory	(141,431)
Accounts Payable	2,969,159
Due to Other State Agencies	(38,900)
Compensated Absences	28,028
Other Liabilities	(4,200)
Total Adjustments	<u>4,712,899</u>
Net Cash Provided (Used in) Operating Activities	<u><u>\$ (1,662,208)</u></u>

FLORIDA DEPARTMENT OF CITRUS

SOURCE AND USE OF FUNDS

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	DOM. ASSESMTS & OTHER REV	IMPORTS	GRANTS	TOTAL
SOURCES				
Assessments	\$22,047,540	\$3,005,300		\$25,052,840
Other	776,496			776,496
Marketing Grants			4,411,007	4,411,007
TOTAL SOURCES	\$22,824,036	\$3,005,300	\$4,411,007	\$30,240,343
USES				
Admin & Support Svcs	2,392,258	847,096		\$3,239,354
State Gen Rev Charge	890,740	120,212		1,010,952
Research	2,634,895	1,106,879		3,741,774
Disease Research	2,216,484	931,113		3,147,597
Marketing	15,860,060		4,411,007	20,271,067
TOTAL USES	\$23,994,437	3,005,300	\$4,411,007	\$31,410,745
EXCESS/(DEFICIT)	(\$1,170,402)	\$0	\$0	(\$1,170,402)

Pursuant to Chapter 601.155(10) F.S. equalization assessment collected on imported product (1/3 of applicable rates) were expended only for Research, Administrative and Regulatory activities. Import taxes paid for 27% 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, 2015

	<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	16,259,990	\$11,192,874	\$2,427,270	\$1,025,195	\$1,293,973	\$320,678
Adjustments to Fund Balance	924,159	581,890	188,771	9,544	138,454	5,500
Revenue	<u>30,240,343</u>	<u>22,086,320</u>	<u>2,824,935</u>	<u>215,836</u>	<u>4,971,480</u>	<u>141,772</u>
Total Available	<u>47,424,492</u>	<u>\$33,861,084</u>	<u>\$5,440,976</u>	<u>\$1,250,575</u>	<u>\$6,403,907</u>	<u>\$467,950</u>
Expenditures						
Administration						
Admin & Supp Srvc	2,863,585	2,435,193	224,791	22,622	165,802	15,177
State Gen Rev Charge	<u>1,010,952</u>	<u>859,327</u>	<u>79,408</u>	<u>\$8,106</u>	<u>58,690</u>	<u>5,421</u>
Subtotal Administration	<u>3,874,537</u>	<u>3,294,520</u>	<u>304,199</u>	<u>30,728</u>	<u>224,492</u>	<u>20,598</u>
Scientific Research & Development						
General Operations	1,251,608	1,064,367	98,251	9,888	72,468	6,634
Scientific Product Research	<u>122,084</u>	<u>103,820</u>	<u>9,584</u>	<u>964</u>	<u>7,069</u>	<u>647</u>
Subtotal Scientific Research	<u>1,373,692</u>	<u>1,168,187</u>	<u>107,835</u>	<u>10,852</u>	<u>79,537</u>	<u>7,281</u>
Disease Research Fund	3,147,598	2,765,164	152,344	81,523	110,166	38,401
Scientific Res-Harvest	<u>32,364</u>	<u>32,364</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Subtotal Scientific Research	<u>3,179,962</u>	<u>2,797,528</u>	<u>152,344</u>	<u>81,523</u>	<u>110,166</u>	<u>38,401</u>
Economic & Market Research	<u>2,335,717</u>	<u>2,066,905</u>	<u>121,055</u>	<u>49,890</u>	<u>74,362</u>	<u>23,505</u>
Subtotal Sci & Econ Research	<u>6,889,371</u>	<u>6,032,620</u>	<u>381,234</u>	<u>142,265</u>	<u>264,065</u>	<u>69,187</u>
Marketing & Public Relations						
General Operations	828,392	746,382	45,147	7,207	24,686	4,970
Public Relations Programs	<u>8,179,711</u>	<u>7,748,698</u>	<u>277,179</u>	<u>6,110</u>	<u>143,510</u>	<u>4,214</u>
Retail Marketing	<u>3,910,022</u>	<u>3,459,193</u>	<u>323,179</u>	<u>-</u>	<u>127,650</u>	<u>-</u>
Fresh Fruit Advertising	<u>65,055</u>	<u>-</u>	<u>-</u>	<u>31,652</u>	<u>18,797</u>	<u>14,606</u>
	<u>12,983,180</u>	<u>11,954,273</u>	<u>645,505</u>	<u>44,969</u>	<u>314,643</u>	<u>23,790</u>
International Promotions-DOC	2,876,881	707,797	1,118,984	0	1,050,100	0
International Promotions-FAS	<u>4,411,007</u>	<u>110,248</u>	<u>814,677</u>	<u>0</u>	<u>3,486,082</u>	<u>0</u>
Subtotal Int'l Marketing	<u>7,287,888</u>	<u>818,045</u>	<u>1,933,661</u>	<u>0</u>	<u>4,536,182</u>	<u>0</u>
Extraordinary Expenditures	<u>375,769</u>	<u>375,769</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Expenditures	<u>31,410,745</u>	<u>22,475,227</u>	<u>\$3,264,599</u>	<u>\$217,962</u>	<u>\$5,339,382</u>	<u>\$113,575</u>
Fund Balance, June 30						
Designated	12,297,547	8,905,057	1,623,377	808,613	762,525	197,975
Undesignated	<u>3,716,200</u>	<u>2,480,800</u>	<u>553,000</u>	<u>224,000</u>	<u>302,000</u>	<u>156,400</u>
Total Fund Balance	<u>16,013,747</u>	<u>\$11,385,857</u>	<u>\$2,176,377</u>	<u>\$1,032,613</u>	<u>\$1,064,525</u>	<u>\$354,375</u>

DEPARTMENT OF CITRUS

NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2015

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 assessment 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 assessment is effective August 1 for the ensuing year.

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

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, *continued*

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 No. 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 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 \$368,562 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.

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, continued

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 No. 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, the department has accrued a liability of \$359,389 as required by GASB. The current portion of the liability is \$95,759, of which \$49,782 will be paid out within sixty days of the fiscal year end. The remaining \$263,630 is recorded as a noncurrent liability.

The compensated absences amounts are based on June 30, 2015 salary rates and include employer social security and pension contributions at current rates.

B. CASH AND CASH EQUIVALENTS

Cash and cash equivalents totaling \$21,631,672 consist of pooled investments of \$21,466,239 (See Note C); cash held in the State Treasury, \$159,183; and local demand deposits, \$6,250.

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 \$21,466,239 and are stated at cost plus interest earned and reinvested. Interest earned on these investments during the fiscal year ended June 30, 2015, totaled \$227,274, an average rate of 1.43%. Total investment earnings for the year of \$227,360 included interest earned on local demand deposits.

D. DUE FROM FEDERAL GOVERNMENT

At June 30, 2015, \$1,929,621 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, 2015, not yet reimbursed by the Foreign Agricultural Service program.

E. CHANGES IN GENERAL FIXED ASSETS

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

	<u>Balances</u> <u>7/1/14</u>	<u>Additions</u>	<u>Deletions</u>	<u>Balances</u> <u>6/30/15</u>
Fixed Assets at Cost				
Land	\$ 60,000	\$ 0	\$ 0	\$ 60,000
Buildings	3,554,990		0	3,554,990
Equipment & Autos	2,222,249	28,323	(46,870)	2,203,702
Other	2,990	0	0	2,990
Less: Accumulated Depreciation				
Buildings	(620,570)	(144,653)	0	(765,224)
Equipment & Autos	(1,830,504)	(170,411)	44,270	(1,956,644)
Other	(2,990)	0	0	(2,990)
	<u>\$ 3,386,165</u>	<u>\$ (286,741)</u>	<u>\$ (2,600)</u>	<u>\$ 3,096,824</u>

F. ACCOUNTS PAYABLE

Accounts payable of \$7,385,419, consist primarily of marketing, public relations and research expenditures incurred in the normal course of operation of the Department.

G. DUE TO OTHER STATE AGENCIES

Amounts payable to other state agencies, totaling \$522,053, 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>7/1/14</u>	<u>Additions</u>	<u>Deletions</u>	<u>Balance</u> <u>6/30/15</u>
Compensated absences	\$433,675	\$267,700	(341,986)	\$359,389

The liability for compensated absences at June 30, 2015, 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 No. 54, *Fund Balance Reporting and Governmental Fund Types*, 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 \$16,013,747 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 \$12,297,547, 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, 2014, totaling \$924,159. Accounts payable at June 30, 2014 were overstated by approximately \$924,159 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, 2015, totaled \$290,760; employee contributions total \$81,495. 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. EXTRAORDINARY ITEM

In 1999, the Department entered into two development loan contracts for the development of mechanical harvesting equipment. The contracts contained a forgiveness clause in the event the equipment became commercially unviable. The equipment is no longer commercially viable, and the contracts were both terminated in June 2015. The remaining balance on the loan of \$375,769 is expensed as an extraordinary expenditure.

M. SUPPLEMENTAL SCHEDULES

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

	<u>Pages</u>
Cash Flow Statement	4
Source and Use of Funds	5
Comparative Expenditures - General Operations	12
Comparison of Periodic Budgets	13
Ten-Year History of Operations	14

FLORIDA DEPARTMENT OF CITRUS
COMPARATIVE EXPENDITURES - GENERAL OPERATIONS
FISCAL YEARS ENDING JUNE 30, 2014 AND 2015

	<u>Year to Date</u> <u>6/30/2014</u>	<u>Year to Date</u> <u>6/30/2015</u>	<u>Variance</u>	<u>Percent</u>
Salaries and Benefits	\$4,184,317	\$4,145,406	(\$38,911)	(0.9)
Other Personal Services	119,371	94,706	(24,665)	(20.7)
Travel	153,243	141,937	(11,306)	(7.4)
People First Initiative	20,240	19,866	(374)	(1.8)
Telephone	53,331	60,505	7,174	13.5
Postage/Freight	41,118	20,856	(20,262)	(49.3)
Data Processing	131,833	180,383	48,550	36.8
Supplies	18,819	23,997	5,178	27.5
Insurance and Bond Premiums	19,288	21,187	1,899	9.8
Reproduction	22,879	17,872	(5,007)	(21.9)
Subscriptions and Memberships	22,745	19,954	(2,791)	(12.3)
Trade Meals/Meetings	571	121	(450)	(78.8)
Training	1,298	349	(949)	(73.1)
Repairs and Maintenance	103,198	152,536	49,338	47.8
Utilities	92,982	97,116	4,134	4.4
Leases/Rent Expense	63,321	48,805	(14,516)	(22.9)
Promotional Items	7,056	686	(6,370)	(90.3)
Capital Equipment (OCO)	21,522	28,323	6,801	31.6
Office/Research Equipment	4,351	856	(3,495)	(80.3)
Miscellaneous	3,672	174,124	170,452	100.+
CREC Expenses	134,652	134,652	(0)	(0.0)
Research Materials	98,591	46,491	(52,100)	(52.8)
Fruit Inspection Data	14,925	14,925	0	0.0
Legislative Programs	18,253	13,674	(4,579)	(25.1)
Relocation Expenses	8,481	5,000	(3,481)	(41.0)
Consultants Fees/Travel	204,988	250,142	45,154	22.0
Total	<u>\$5,565,045</u>	<u>\$5,714,469</u>	<u>\$149,425</u>	<u>2.7</u>

FLORIDA DEPARTMENT OF CITRUS

COMPARISON OF PRELIMINARY, OCTOBER BUDGET REVISION AND CURRENT BUDGETS

FISCAL YEAR ENDED JUNE 30, 2015

	July 1, 2014 Operating Budget	Adjustment	October 22, 2014 Budget Revision	June 30, 2015 Budget	Variance	Percent
REVENUE						
Carryover	\$1,500,000	\$3,595,085	\$5,095,085	\$5,095,085	\$0	0.0
Unspent Certified	0	925,552	925,552	925,552	0	0.0
Tax Assessments-Domestic	27,724,110	(2,690,800)	25,033,310	22,122,200	(2,911,110)	(11.6)
Tax Assessments-Imports	2,357,333	(308,333)	2,049,000	2,382,333	333,333	0.0
Interest/Other	209,000	(100)	208,900	208,900	0	0.0
Gen-Rev - Economic Research	500,000	0	500,000	500,000	0	0.0
FAS Program	4,414,122	0	4,414,122	4,414,122	0	0.0
TOTAL REVENUE	\$36,704,565	\$1,521,404	\$38,225,969	\$35,648,192	(\$2,577,778)	(6.7)
EXPENDITURES						
Administration						
Admin and Support Services	\$2,716,031	222,301	2,938,332	2,993,931	55,599	1.9
State General Revenue Charge	1,210,600	(119,900)	1,090,700	1,011,000	(79,700)	(7.3)
Scientific Research & Development						
General Operations	1,291,000	34,654	1,325,654	1,287,854	(37,800)	(2.9)
Scientific Product Research	341,912	0	341,912	338,912	(3,000)	(0.9)
Disease Research	2,500,000	0	2,500,000	3,150,000	650,000	26.0
Scientific Research-Harvesting	0	0	0	32,365	32,365	100+
Economic and Market Research	2,675,000	126,000	2,801,000	2,763,000	(38,000)	(1.4)
Marketing & Public Relations						
General Operations	908,350	(9,200)	899,150	867,350	(31,800)	(3.5)
Public Relations Programs	8,675,000	130,000	8,805,000	8,728,460	(76,540)	(0.9)
Retail Marketing	7,500,000	0	7,500,000	6,317,900	(1,182,100)	(15.8)
Fresh Fruit Advertising	70,000	4,500	74,500	74,500	0	0.0
International Promotions-DOC	3,076,400	25,000	3,101,400	2,983,927	(117,473)	(3.8)
International Promotions-FAS	4,414,122	0	4,414,122	4,414,123	1	0.0
Extraordinary Expenditure				376,000	376,000	100+
Subtotal	35,378,415	413,355	35,791,770	35,339,323	(452,448)	(1.3)
Reserves	1,326,050	1,108,149	2,434,199	308,869	(2,125,330)	(87.3)
TOTAL BUDGET	\$36,704,465	\$1,521,504	\$38,225,969	\$35,648,192	(\$2,577,778)	(6.7)

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

	2005-06		2006-07		2007-08		2008-09		2009-10		2010-11		2011-12		2012-13		2013-14		2014-15	
		%		%		%		%		%		%		%		%		%		%
Revenue Boxes																				
Domestic	167,204		168,405		196,524		191,389		159,121		160,940		172,575		154,210		122,520		110,249	
Imports	20,009		29,305		46,851		19,618		25,245		14,117		21,380		29,744		29,950		43,192	
Begin Fund Balance	\$13,521		\$10,777		\$14,471		\$23,155		\$26,775		\$22,234		\$22,136		\$19,022		\$17,140		\$16,260	
Adjustment	878		433		920		1,010		499		2,573		722		1,071		813		924	
Revenue																				
Assessments	33,285	80	41,764	85	53,158	89	49,048	88	41,425	87	42,392	88	42,329	86	38,640	88	31,149	87	25,053	83
Other	8,967	20	7,412	15	6,891	11	6,632	12	6,293	13	5,982	12	6,915	14	5,250	12	4,563	13	5,187	17
Total Revenue	<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	<u>43,890</u>	100	<u>35,712</u>	100	<u>30,240</u>	100
Expenditures																				
Marketing																				
Domestic-PO	25,896	57	21,502	47	22,224	43	21,804	41	21,358	41	22,056	43	23,825	45	23,818	51	19,648	53	11,954	38
Domestic-PG	636	1	3,122	7	3,067	6	2,495	5	1,823	4	2,085	4	2,061	4	1,514	3	1,023	3	645	2
Domestic-Fresh	2,131	5	1,207	3	1,552	3	1,413	3	1,389	3	819	2	871	2	734	2	604	2	383	1
International	8,101	18	8,777	19	9,408	18	8,912	17	7,996	15	8,486	17	8,300	16	8,234	18	6,881	18	7,288	23
Research																				
Econ & Mkt Res	1,323	3	1,510	3	1,659	3	1,779	3	1,685	3	1,730	3	1,496	3	1,534	3	1,428	4	2,336	7
Scientific Res	2,170	5	2,812	6	2,790	5	2,354	4	2,934	6	2,998	6	2,509	5	2,244	5	2,047	5	1,374	4
Disease Res	0	0	0	0	1,985	4	7,243	14	9,117	17	8,184	16	9,148	17	4,667	10	1,905	5	3,148	10
Harvesting	961	2	2,363	5	3,537	7	2,574	5	1,482	3	266	1	810	2	272	1	0	0	32	0
Administrative	3,544	7	3,230	7	4,290	** 8	2,724	** 5	3,304	** 6	2,716	** 5	2,298	4	2,265	5	2,615	7	3,239	** 10
Gen Rev Srvc Chrg	1,112	2	1,392	3	1,773	3	1,772	3	1,670	3	1,705	3	1,762	3	1,561	3	1,254	3	1,011	3
Total Expenditures	<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	<u>46,843</u>	100	<u>37,405</u>	100	<u>31,410</u>	100
Surplus/(Deficit)	<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>		<u>(2,953)</u>		<u>(1,693)</u>		<u>(1,170)</u>	
End Fund Balance	<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>		<u>\$17,140</u>		<u>\$16,260</u>		<u>\$16,014</u>	
Cash on Hand	\$10,316		\$16,836		\$27,508		\$35,152		\$27,350		\$26,366		\$24,359		\$21,971		\$18,089		\$21,625	
Salaries & Benefits	\$4,769		\$4,550		\$4,400		\$4,569		\$4,570		\$4,517		\$4,105		\$3,899		\$4,184		\$4,145	
# Employees	62		55		57		59		56		52		48		47		45		45	

** 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), \$375,769 (2014-15)

FLORIDA DEPARTMENT OF CITRUS

SCHEDULE OF TAX RATES*

FISCAL YEARS ENDING JUNE 30, 2014 AND 2015

	2013-2014		2014-2015		STATUTE
	FRESH	PROCESSED	FRESH	PROCESSED	
<u>DOMESTIC</u>					
Orange	<u>\$ 0.050</u>	<u>\$ 0.230</u>	<u>\$ 0.050</u>	<u>\$ 0.200</u>	601.15(3a)
Grapefruit	<u>\$ 0.340</u>	<u>\$ 0.340</u>	<u>\$ 0.270</u>	<u>\$ 0.270</u>	601.15(3a)
All Other Varieties	<u>\$ 0.140</u>	<u>\$ 0.230</u>	<u>\$ 0.070</u>	<u>\$ 0.160</u>	601.15(3a)
<u>IMPORTS</u>					
Orange		<u>\$ 0.230</u>		<u>\$ 0.200</u>	601.155(2)
Grapefruit		<u>\$ 0.340</u>		<u>\$ 0.270</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, 2014 AND 2015

	ACTUAL REVENUE BOXES 2013-2014	ESTIMATED REVENUE BOXES 2014-2015	ACTUAL REVENUE BOXES 2014-2015		
			2013-2014	2014-2015	TOTAL
			PAID IN 2014-2015	PAID IN 2014-2015	
DOMESTIC					
ORANGE:					
Fresh	4,489,672	3,856,000	231,134	3,736,454	3,967,588
Processed	98,956,723	91,444,000	123,491	90,407,293	90,530,784
GRAPEFRUIT:					
Fresh	6,200,109	5,354,000	15,537	5,357,181	5,372,718
Processed	8,984,197	7,046,000	17,911	7,184,676	7,202,587
SPECIALTY:					
Fresh	2,175,596	1,940,000	13,333	1,859,359	1,872,692
Processed	1,713,377	980,000	16,291	1,286,578	1,302,869
TOTAL DOMESTIC					
Fresh	12,865,377	11,150,000	260,004	10,952,994	11,212,998
Processed	109,654,297	99,470,000	157,693	98,878,547	99,036,240
	<u>122,519,674</u>	<u>110,620,000</u>	<u>417,697</u>	<u>109,831,541</u>	<u>110,249,238</u>
IMPORTS					
Orange	29,762,926	35,600,000	12,059,802	30,908,442	42,968,244
Grapefruit	187,334	100,000	1,968	221,437	223,405
TOTAL IMPORTS	<u>29,950,260</u>	<u>35,700,000</u>	<u>12,061,770</u>	<u>31,129,879</u>	<u>43,191,649</u>
TOTAL	<u>152,469,934</u>	<u>146,320,000</u>	<u>12,479,467</u>	<u>140,961,420</u>	<u>153,440,887</u>

FLORIDA DEPARTMENT OF CITRUS

BUDGETED REVENUE

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	BUDGETED 2013-2014	REVENUE TO DATE	% TO BUDGETED
Assessment on Domestic Fruit			
Orange			
Fresh	\$192,800	198,381	100.+
Processed	18,288,800	18,109,862	99.0
	<u>18,481,600</u>	<u>18,308,243</u>	99.1
Grapefruit			
Fresh	1,445,580	1,451,723	100.+
Processed	1,902,420	1,945,952	100.+
	<u>3,348,000</u>	<u>3,397,675</u>	100.+
Specialty			
Fresh	135,800	132,023	97.2
Processed	156,800	209,599	100.+
	<u>292,600</u>	<u>341,622</u>	100.+
Assessment on Import Fruit			
Orange	2,373,333	2,985,148	100.+
Grapefruit	9,000	20,152	100.+
	<u>2,382,333</u>	<u>3,005,300</u>	100.+
Total Assessments	24,504,533	25,052,840	100.+
Investment Earnings	101,000	227,360	100.+
Other Income	107,900	56,142	52.0
Gen-Rev - Economic Research	500,000	492,994	98.6
Foreign Agricultural Svc Funds	<u>4,414,122</u>	<u>4,411,007</u>	99.9
TOTAL	<u><u>\$29,627,555</u></u>	<u><u>30,240,343</u></u>	100.+

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY CATEGORY

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
GENERAL OPERATIONS				
Salaries and Benefits	\$4,152,000	4,145,406	100.+	\$6,594
Other Personal Services	108,500	94,706	87.3	13,794
Travel	178,000	141,937	79.7	36,063
People First Initiative	20,504	19,866	96.9	638
Telephone	73,600	60,505	82.2	13,095
Postage/Freight	32,400	20,856	64.4	11,544
Data Processing	198,800	180,383	90.7	18,417
Supplies	33,200	23,997	72.3	9,203
Insurance and Bond Premiums	29,550	21,187	71.7	8,364
Reproduction	19,000	17,872	94.1	1,128
Subscriptions and Memberships	32,010	19,954	62.3	12,056
Trade Meals/Meetings	1,400	121	8.7	1,279
Training	1,400	349	25.0	1,051
Repairs and Maintenance	161,600	152,536	94.4	9,064
Utilities	100,000	97,116	97.1	2,884
Leases/Rent Expense	53,900	48,805	90.5	5,095
Promotional Items	1,000	686	68.6	314
Capital Equipment (OCO)	30,100	28,323	94.1	1,777
Office/Research Equipment	12,840	856	6.7	11,984
Miscellaneous	182,450	174,124	100.+	8,325
CREC Expenses	139,000	134,652	96.9	4,348
Research Materials	67,250	46,491	69.1	20,759
Conventions	1,000	0	0.0	1,000
Fruit Inspection Data	15,000	14,925	99.5	75
Legislative Programs	33,631	13,674	40.7	19,957
Relocation Expenses	5,000	5,000	100.0	0
Consultants Fee/Travel	351,312	250,142	71.2	101,170
Subtotal General Operations	<u>6,034,447</u>	<u>5,714,469</u>	94.7	<u>319,978</u>
PROGRAMS*				
Legal Services	534,000	509,984	95.5	24,016
State General Revenue Charge	1,011,000	1,010,952	100.0	48
Scientific Research	210,000	0	0.0	210,000
Disease Research	3,150,000	3,147,598	100+	2,402
Scientific Research - Harvesting	32,365	32,364	100.0	1
Economic & Market Research	2,039,500	1,720,188	84.3	319,312
Public Relations Programs	8,728,460	8,179,711	93.7	548,749
Retail Marketing	6,317,900	3,910,022	61.9	2,407,878
Fresh Fruit Advertising	74,500	65,055	87.3	9,445
International Marketing	6,831,150	6,744,633	98.7	86,517
Extraordinary Expenditures	0	375,769	100+	(375,769)
Reserves	308,869	0	0.0	308,869
Subtotal Programs	<u>29,237,744</u>	<u>25,696,276</u>	87.9	<u>3,541,468</u>
TOTAL EXPENDITURES	<u>\$35,272,191</u>	<u>31,410,745</u>	89.1	<u>\$3,861,446</u>

*Program costs exclude general operating expenses

FLORIDA DEPARTMENT OF CITRUS

BUDGETED EXPENDITURES BY DEPARTMENT

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	APPROVED BUDGET	YEAR TO DATE	% TO DATE	UNEXPENDED BALANCE
Administration				
Admin and Support Services	2,993,931	2,863,585	95.6	\$130,346.17
State General Revenue Charge	1,011,000	1,010,952	100.0	48
Scientific Research & Development				
General Operations	1,287,854	1,251,608	97.2	36,246
Scientific Product Research	338,912	122,084	36.0	216,828
Disease Research	3,150,000	3,147,598	100.+	2,402
Scientific Research-Harvesting	32,365	32,364	100.0	1
Economic and Market Research	2,763,000	2,335,717	84.5	427,283
Marketing & Public Relations				
General Operations	867,350	828,392	95.5	38,958
Public Relations Programs	8,728,460	8,179,711	93.7	548,749
Retail Marketing	6,317,900	3,910,022	61.9	2,407,878
Fresh Fruit Advertising	74,500	65,055	87.3	9,446
International Marketing				
International Promotions-DOC	2,983,927	2,876,881	96.4	107,046
International Promotions-FAS	4,414,123	4,411,007	99.9	3,116
Extraordinary Expenditures	-	375,769	100.0+	(375,769)
Total Expenditures	34,963,322	31,410,745	89.8	3,552,578
Reserves	308,869	0	0.0	308,869
TOTAL	\$35,272,191	\$31,410,745	89.1	3,861,447

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
STATE GENERAL REVENUE CHARGE					
57 10 00 00 000					
Florida Citrus Advertising Trust Fund	88040	<u>\$1,011,000</u>	<u>\$1,010,952</u>	100.0	<u>\$48</u>
ADMINISTRATIVE AND SUPPORT SERVICES					
GENERAL OPERATIONS					
57 10 10 08 001					
Commissioners Comp (OPS)	12101	\$6,000	\$2,105	35.1	\$3,895
Commissioners Travel	26001	18,500	18,137	98.0	363
57 10 10 09 001					
Salaries and Benefits	11000	1,199,100	1,199,098	100.0	2
Temporary Employee (OPS)	12100	1,500	1,461	97.4	39
Temporary Employee Services	132200	0	0	0.0	0
Employee Travel	26000	30,000	29,992	100.0	8
57 10 10 09 002					
Fruit Inspection Data	13260	15,000	14,925	99.5	75
Training	13280	1,400	349	25.0	1,051
Employment Advertising	13320	1,800	101	5.6	1,699
Banking Services	13450	3,000	0	0.0	3,000
People First	15800	9,300	8,869	95.4	431
Consultant Fee	13130	5,000	0	0.0	5,000
Unemployment Compensation	16500	10,000	1,637	16.4	8,363
Telephone	22100	35,000	26,274	75.1	8,726
Office Supplies	34101	3,000	2,539	84.6	461
Office Equipment	34102	7,840	856	10.9	6,984
Property Insurance	4100P	4,860	4,860	100.0	0
Casualty Insurance	4100C	14,690	14,690	100.0	0
Subscriptions	49200	8,460	8,451	99.9	9
Memberships	49300	800	719	89.9	81
Miscellaneous	49900	1,450	1,360	93.9	89
DP Equipment (OCO)	51200	1,000	0	0.0	1,000
Subtotal General Operations		<u>\$1,377,700</u>	<u>\$1,336,424</u>	97.0	<u>\$41,276</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
LEGAL AND REGULATORY					
GENERAL OPERATIONS					
57 10 10 10 001					
Salaries and Benefits	11000	\$180,000	\$179,806	99.9	\$194
Employee Travel	26000	3,000	325	10.8	2,675
Subtotal General Operations		<u>183,000</u>	<u>180,130</u>	98.4	<u>2,870</u>
LEGAL SERVICES					
57 10 10 10 002					
Court Reporting Fees	13140	3,000	473	15.8	2,528
Legal Srv-G Counsel	1316G	418,933	418,849	100.0	84
Legal Srv-Licensure	1316L	0	0	0.0	0
Legal Srv-Adv Claims	1316A	55,000	54,195	98.5	805
Legal Srv-Other	1316Z	1,300	0	0.0	1,300
Div of Admin Hearings	1316H	24,767	24,767	100.0	0
Legal Srv-Trademark	1316T	25,000	10,008	40.0	14,992
Legal Advertising	13310	6,000	1,693	28.2	4,307
Miscellaneous	29000	3,000	1,296	43.2	1,704
Subtotal Legal Services		<u>537,000</u>	<u>511,280</u>	95.2	<u>25,720</u>
GOVERNMENT & REGULATORY					
57 10 10 10 003					
Legislative Consultant	13130	5,631	0	0.0	5,631
Legislative Programs	1335L	28,000	13,674	48.8	14,326
Subtotal Government & Regulatory		<u>33,631</u>	<u>13,674</u>	40.7	<u>19,957</u>
Total Legal and Regulatory		<u>\$753,631</u>	<u>\$705,084</u>	93.6	<u>\$48,547</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
SUPPORT SERVICES					
GENERAL OPERATIONS					
57 10 10 12 001					
Salaries and Benefits	11000	\$397,200	\$397,163	100.0	\$37
Temporary Employees (OPS)	12100	6,000	4,186	69.8	1,814
Employee Travel	26000	1,000	994	99.4	6
57 10 10 12 002					
Grounds Maintenance	13290	7,000	6,850	97.9	150
Mailing & Delivery Services	13420	2,200	2,160	98.2	40
Shredding Service	13421	400	0	0.0	400
Warehouse Services	13991	8,300	6,331	76.3	1,969
Postage	21000	7,900	7,883	99.8	17
Maintenance - Equipment	2410E	3,000	1,005	33.5	1,995
- Auto	2410A	3,000	446	14.9	2,554
Maintenance - Building - Bartow	2410B	50,000	46,798	93.6	3,202
Bartow Bldg Utilities	27100	100,000	97,116	97.1	2,884
Fuel	36410	3,000	1,869	62.3	1,131
Office Supplies	34101	1,200	715	59.6	485
Reproduction	23000	15,000	14,918	99.5	82
Distribution Supplies	3410D	1,500	398	26.6	1,102
Building Supplies	3410B	4,500	3,879	86.2	621
Copy Equipment Rental	44200	15,500	13,331	86.0	2,169
Rental-Office Equipment	44400	8,000	7,329	91.6	671
Equipment - General	51200	7,000	6,350	90.7	650
57 10 10 12 003					
DP Services - NSRC	1327A	36,100	28,423	78.7	7,677
DP Services - Other	22300	46,000	45,912	99.8	88
DP Services - Database	1327D	5,100	192	3.8	4,908
DP Services - SSRC	1327S	1,800	1,303	72.4	497
Data Processing Maint	2410D	4,800	2,653	55.3	2,147
DP Equipment	3410E	49,200	49,183	100.0	17
Data Processing Supplies	3410S	10,000	7,000	70.0	3,000
Data Processing Software	53100	45,800	45,717	99.8	83
Media (OCO)	51600	8,400	8,308	98.9	92
DP Equipment (OCO)	51600	13,700	13,665	99.7	35
Subtotal Support Services		<u>862,600</u>	<u>822,077</u>	95.3	<u>40,523</u>
TOTAL ADMIN & SUPPORT SERVICES		<u>\$2,993,931</u>	<u>\$2,863,585</u>	95.6	<u>\$130,346</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
SCIENTIFIC RESEARCH					
GENERAL OPERATIONS					
57 10 12 10 001					
Salaries and Benefits	11000	\$851,500	\$851,444	100.0	\$56
Temporary Employees (OPS)	12100	57,000	56,939	99.9	61
Employee Travel	26000	10,000	8,678	86.8	1,322
57 10 12 10 002					
People First	15800	5,804	5,804	100.0	0
Product Monitor-Comp Analysis-AV	13261	49,700	46,491	93.5	3,209
Mailing & Delivery Services	13420	3,000	1,446	48.2	1,554
Warehousing	13991	17,700	17,664	99.8	36
Telephone	22100	23,600	23,529	99.7	71
Postage	21000	300	0	0.0	300
Repairs & Maintenance	24101	95,600	95,568	100.0	32
Office Supplies	34101	4,500	3,247	72.2	1,253
Equipment	34102	5,000	0	0.0	5,000
Reproduction	23000	500	403	80.6	97
CREC Operations	43300	139,000	134,652	96.9	4,348
State Test House	13262	17,100	0	0.0	17,100
Copy Equipment Rental	44200	2,100	2,075	98.8	25
Subscriptions	49200	3,200	3,055	95.5	145
Memberships	49300	450	100	22.2	350
Miscellaneous	49900	500	0	0.0	500
Trade Meals	35000	300	0	0.0	300
Consultant Travel	26200	1,000	513	51.3	487
TOTAL GENERAL OPERATIONS		\$1,287,854	\$1,251,608	97.2	\$36,246
MEDICAL RESEARCH					
57 10 12 11 005					
UF - Rampersaud - AV	SR010	128,912	122,084	94.7	6,828
Sugar Absorp & Metabolism - OJ	SR020	60,000	0	0.0	60,000
AIJN CHCI - OJ	SR030	150,000	0	0.0	150,000
Subtotal Medical Research		338,912	122,084	36.0	216,828
TOTAL SCIENTIFIC RESEARCH		\$1,626,766	\$1,373,692	84.4	\$253,074

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

<u>DESCRIPTION</u>	<u>OCA</u>	<u>APPROVED BUDGET</u>	<u>YEAR TO DATE EXPENDITURES</u>	<u>% TO DATE</u>	<u>UNEXPENDED BALANCE</u>
SCIENTIFIC SPONSORED RESEARCH					
DISEASE RESEARCH					
57 10 12 11 006					
CRDF Sponsored Resch 13-10/14-08	DR010	<u>3,150,000</u>	<u>3,147,598</u>	99.9	<u>2,402</u>
TOTAL DISEASE RESEARCH		<u>3,150,000</u>	<u>3,147,598</u>	99.9	<u>2,402</u>
HARVESTING PROGRAM					
HARVESTING RESEARCH					
57 10 12 15 003					
Abscission Registration Settlement	HR010	<u>32,365</u>	<u>32,364</u>	100.0	<u>1</u>
TOTAL HARVESTING PROGRAM		<u>32,365</u>	<u>32,364</u>	100.0	<u>1</u>
TOTAL SCIENTIFIC & SPONSORED RESEARCH		<u>\$4,809,131</u>	<u>\$4,553,654</u>	94.7	<u>\$255,477</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
ECONOMIC AND MARKET RESEARCH					
GENERAL OPERATIONS					
57 10 13 10 001					
Salaries and Benefits	11000	\$507,000	\$506,154	99.8	\$846
Temporary Employees (OPS)	12100	28,000	26,868	96.0	1,132
Employee Travel	26000	24,000	12,732	53.0	11,268
57 10 13 10 002					
Website	13270	6,000	4,855	80.9	1,145
Telephone	22100	3,000	2,027	67.6	973
Postage	21000	1,000	454	45.4	546
Relocation Expenses	28200	5,000	5,000	100.0	0
Office Supplies	34101	2,250	2,241	99.6	9
Reproduction	23000	3,500	2,551	72.9	949
Copy Equipment Rental	44200	2,300	2,075	90.2	225
Subscriptions	49200	5,700	2,538	44.5	3,162
Memberships	49300	800	465	58.1	335
Research Publications	13263	450	0	0.0	450
Subtotal General Operations		589,500	568,198	96.4	21,302
RESEARCH DATA & STUDIES					
57 10 13 12 003					
Consultant Fee - AV	13130	122,750	36,087	29.4	86,663
Processed Retail Sales-A.C.Nielsen	ER010	457,200	457,169	100.0	31
Consumer Tracking Study- I&A - AV	ER011	74,000	60,470	81.7	13,531
Processed Consumer Research	ER012	44,350	0	0.0	44,350
Fresh Fruit Data	ER013	15,000	14,925	99.5	75
Copy Testing - OJ	ER014	30,000	0	0.0	30,000
FL Agri Market Research Center - AV	ER020	156,400	129,583	82.9	26,817
Economic Viability Study - AV	ER030	95,000	34,100	35.9	60,900
Shelf Study - OJ/GJ	ER031	87,800	81,500	92.8	6,300
On-line Tracking - OJ	ER040	48,250	43,250	89.6	5,000
Measurement - AV	ER050	500,000	389,698	77.9	110,302
On-line Tracking- GF/GJ	ER041	16,500	16,500	100.0	0
Survey's - AV	ER060	15,000	0	0.0	15,000
Gen Rev-EMRD - AV	ER070	500,000	492,994	98.6	7,006
Consultant Travel	26002	11,250	11,243	99.9	7
Subtotal Research Data & Studies		2,173,500	1,767,519	81.3	405,981
TOTAL ECON & MKT RESEARCH		\$2,763,000	\$2,335,717	84.5	\$427,283

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
MARKETING AND PUBLIC RELATIONS					
GENERAL OPERATIONS					
57 10 15 10 001					
Salaries and Benefits	11000	\$749,700	\$749,012	99.9	\$688
Temp Employment - OPS	12100	10,000	3,147	31.5	6,853
Employee Travel	26000	55,500	44,434	80.1	11,066
57 10 15 10 002					
People First	15800	5,400	5,193	96.2	207
Mailing & Delivery Services	13420	10,000	8,692	86.9	1,308
Audio-Visual Services	24102	750	568	75.8	182
Telephone	22100	8,000	6,055	75.7	1,945
Postage	21000	1,500	121	8.0	1,379
Postage - OJ Promotions	21002	1,500	0	0.0	1,500
Postage - Cookbooks	21003	3,000	0	0.0	3,000
Office Supplies	34101	3,000	2,205	73.5	795
DP Equipment	3410E	10,500	8,004	76.2	2,496
Conventions	44900	500	0	0.0	500
Subscriptions	49200	1,000	275	27.5	725
Memberships	49300	5,500	565	10.3	4,935
Miscellaneous	49900	500	0	0.0	500
Trade Meals	35000	1,000	121	12.1	879
TOTAL GENERAL OPERATIONS		\$867,350	\$828,392	95.5	\$38,958

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
PUBLIC RELATIONS					
CORPORATE - ALL VARIETIES					
57 10 15 12 003					
Web Platforms	PR012	329,095	300,727	91.4	28,368
Corp & Public Affairs (Issues Mgmt)	PR013	260,292	220,700	84.8	39,592
Media Monitoring	PR014	105,613	105,612	100.0	1
Subtotal Corporate - All Varieties		<u>695,000</u>	<u>627,040</u>	90.2	<u>67,960</u>
PROCESSED ORANGE					
57 10 15 12 004					
Planning & Development	PR001	16,306	15,131	92.8	1,175
Consumer Campaigns-OJ	PR040	5,798,013	5,455,931	94.1	342,082
Influencer Campaigns - OJ	PR041	500,000	410,847	82.2	89,153
Education Outreach (Schools)	PR042	1,000,000	1,000,000	100.0	0
Community Mgmt.	PR044	681	681	100.0	0
Subtotal Processed Orange		<u>7,315,000</u>	<u>6,882,590</u>	94.1	<u>432,410</u>
GRAPEFRUIT					
57 10 15 12 005					
Grapefruit PR Programs	PR070	211,175	211,175	100.0	0
Grapefruit Website	PR071	25,115	24,115	96.0	1,000
Drug Interaction	PR072	132,170	112,066	84.8	20,104
Subtotal Grapefruit		<u>368,460</u>	<u>347,355</u>	94.3	<u>21,105</u>
IN-STATE PROGRAMS					
57 10 15 12 008					
FL Welcome Stations-Juice	PR080	250,000	247,472	99.0	2,528
Industry Grower Relations - AV	PR081	100,000	75,254	75.3	24,746
Subtotal In-State Programs		<u>350,000</u>	<u>322,726</u>	92.2	<u>27,274</u>
TOTAL PUBLIC RELATIONS PROGRAMS		<u>\$8,728,460</u>	<u>\$8,179,711</u>	93.7	<u>\$548,749</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
RETAIL MARKETING					
RETAIL MARKETING					
57 10 17 11 003					
Planning & Development - OJ/GJ	RM001	\$1,260,000	\$1,205,954	95.7	\$54,046
Retail Orange Juice	RM030	3,716,300	1,793,742	48.3	1,922,558
Retail Grapefruit	RM031	361,800	361,718	100.0	82
		<u>5,338,100</u>	<u>3,361,414</u>	63.0	<u>1,976,686</u>
FOODSERVICE					
57 10 17 11 009					
Planning & Development - OJ/GJ	RM001	184,000	184,000	100.0	0
Foodservice Juice - OJ	RM050	786,000	354,864	45.1	431,136
Foodservice Juice - GJ	RM051	9,800	9,745	99.4	55
School-All Florida	133480	0	0	0.0	0
Subtotal Foodservice		<u>979,800</u>	<u>548,609</u>	56.0	<u>431,191</u>
FRESH FRUIT					
57 10 16 11 007					
Gift Fruit Programs	RM070	52,500	52,013	99.1	487
Fresh Orange Program	RM071	11,000	2,150	19.5	8,850
Gift Fruit Printing	23006	11,000	10,891	99.0	109
Subtotal Fresh Fruit		<u>74,500</u>	<u>65,055</u>	87.3	<u>9,445</u>
TOTAL RETAIL MARKETING		<u>6,392,400</u>	<u>3,975,077</u>	62.2	<u>2,417,323</u>
TOTAL PR & RETAIL MARKETING		<u>\$15,988,210</u>	<u>\$12,983,180</u>	81.2	<u>\$3,005,030</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
INTERNATIONAL MARKETING					
GENERAL OPERATIONS					
57 10 18 10 001					
Salaries and Benefits	11000	\$267,500	\$262,728	98.2	\$4,772
Employee Travel	26000	36,000	26,646	74.0	9,354
57 10 18 10 002					
Promotional Items	IM100	1,000	686	68.6	314
Mailing & Delivery Services	13420	1,000	94	9.4	906
Telephone	22100	4,000	2,620	65.5	1,380
Postage	21000	1,000	6	0.6	994
Promotional Materials Printing	23006	1,932	1,845	95.5	87
Office Supplies	34101	2,000	200	10.0	1,800
Conventions	44900	500	0	0.0	500
Subscriptions	49200	100	38	37.5	63
Memberships	49300	6,000	3,750	62.5	2,250
Consultant Fee	1313D	6,900	6,860	99.4	40
Miscellaneous	49900	100	0	0.0	100
Trade Meals	35000	100	0	0.0	100
F/C Fluctuations	84003	171,200	171,127	0.0	73
Subtotal General Operations		499,332	476,600	95.4	22,732
FAS ADMINISTRATION					
57 10 18 10 003					
Consultant Fee-DOC	1313D	68,500	68,500	100.0	0
Evaluations-DOC	IM01D	8,500	6,639	78.1	1,862
Evaluations-FAS	IM01F	51,500	51,242	99.5	258
FAS Annual Workshop-DOC	26003	2,200	2,180	99.1	20
Consultant Travel-DOC	26300	1,000	0	0.0	1,000
Subtotal FAS Administration		\$131,700	\$128,561	97.6	\$3,140

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
CANADIAN PROMOTIONS					
General Operations					
57 10 18 10 100					
Agency Travel-DOC	26300	<u>\$9,607</u>	<u>\$9,606</u>	100.0	<u>\$1</u>
Fresh & Processed Grapefruit					
57 10 18 10 103					
Promotions-DOC	1335D	160,420	152,711	95.2	7,709
Promotions-FAS	1335F	<u>309,000</u>	<u>308,025</u>	99.7	<u>975</u>
Subtotal Canada-Fresh & Proc. Gft.		<u>469,420</u>	<u>460,736</u>	98.2	<u>8,684</u>
Processed Orange					
57 10 18 10 104					
Promotions-DOC	1335D	302,458	291,255	96.3	11,203
Promotions-FAS	1335F	100,000	100,000	100.0	0
Agency Travel-DOC	263088	<u>0</u>	<u>0</u>	#DIV/0!	<u>0</u>
Subtotal Canada-Proc Orange		<u>402,458</u>	<u>391,255</u>	97.2	<u>11,203</u>
TOTAL CANADIAN MARKETING		<u>\$881,485</u>	<u>\$861,597</u>	97.7	<u>\$19,888</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
EUROPEAN PROMOTIONS					
BENELUX					
Fresh & Processed Grapefruit					
57 10 18 11 103					
Promotions-DOC	1335D	\$127,626	\$121,495	95.2	\$6,131
Promotions-FAS	1335F	262,000	260,118	99.3	1,882
Agency Travel	26300	5,416	5,415	100.0	1
Total Benelux-Fresh & Proc. Gft.		<u>395,042</u>	<u>387,029</u>	98.0	<u>8,013</u>
FRANCE					
Fresh & Processed Grapefruit					
57 10 18 11 203					
Promotions-DOC	1335D	225,655	213,044	94.4	12,610
Promotions-FAS	1335F	538,000	538,000	100.0	0
Agency Travel	26300	5,345	5,344	100.0	1
Total France-Fresh & Proc. Gft.		<u>769,000</u>	<u>756,389</u>	98.4	<u>12,611</u>
SWEDEN					
Fresh & Processed Grapefruit					
57 10 18 11 403					
Promotions-DOC	1335D	69,650	65,869	94.6	3,781
Promotions-FAS	1335F	129,000	129,000	100.0	0
Agency Travel	26300	959	958	99.9	1
Total Sweden-Fresh & Proc. Gft.		<u>199,609</u>	<u>195,827</u>	98.1	<u>3,782</u>
UNITED KINGDOM					
Fresh & Processed Grapefruit					
57 10 18 11 503					
Promotions-DOC	1335D	228,575	222,696	97.4	5,879
Promotions-FAS	1335F	702,000	702,000	100.0	0
Agency Travel	26300	5,000	0	0.0	5,000
Total United Kingdom-Fresh & Proc. Gft.		<u>935,575</u>	<u>924,696</u>	98.8	<u>10,879</u>
TOTAL EUROPEAN PROMOTIONS		<u>\$2,299,226</u>	<u>\$2,263,941</u>	98.5	<u>\$35,285</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES

FISCAL YEAR ENDED JUNE 30, 2015

DESCRIPTION	OCA	APPROVED BUDGET	YEAR TO DATE EXPENDITURES	% TO DATE	UNEXPENDED BALANCE
ASIAN PROMOTIONS					
General Expenses-Japan					
57 10 18 12 003					
Agency Fee-FAS	1313F	\$419,500	\$419,500	100.0	\$0
Total Expenses-Japan		419,500	419,500	100.0	0
Japan					
Fresh & Processed Grapefruit					
57 10 18 12 103					
Promotions-DOC	1335D	849,785	842,456	99.1	7,329
Promotions-FAS	1335F	1,673,122	1,673,121	100.0	1
Agency Travel	26300	13,425	809	6.0	12,616
Total Japan-Fresh & Proc. Grft		2,536,332	2,516,386	99.2	19,946
Korea					
Fresh & Processed Grapefruit					
57 10 18 13 103					
Promotions-DOC	1335D	99,697	90,530	90.8	9,167
Promotions-FAS	1335F	230,000	230,000	100.0	0
Agency Travel	26300	778	778	100.0	0
Total Korea-Fresh & Proc. Grft		330,475	321,307	97.2	9,168
Processed Orange					
57 10 18 13 104					
Promotions-DOC	1335D	300,000	299,996	100.0	4
Total Korea-Fresh & Proc. Grft		300,000	299,996	100.0	4
TOTAL ASIAN PROMOTIONS		\$3,586,307	\$3,557,189	99.2	\$29,118
TOTAL INTERNATIONAL MARKETING		\$7,398,050	\$7,287,888	98.5	\$110,161
* SUBTOTALS BY FUNDING SOURCE					
Int'l Mktg-DOC		\$2,983,927	\$2,876,881	96.4	\$107,046
Int'l Mktg-FAS		4,414,123	\$4,411,007	99.9	3,116
		\$7,398,050	\$7,287,888	98.5	\$110,162

FLORIDA DEPARTMENT OF CITRUS
INTERNATIONAL MARKETING
2014-2015 EXPENDITURES BY VARIETY/FUNDING SOURCE

	<u>TOTAL</u>	<u>PROCESSED ORANGE</u>	<u>PROCESSED GRAPEFRUIT</u>	<u>FRESH GRAPEFRUIT</u>
DEPARTMENT OF CITRUS				
General Operations	\$476,600	\$95,320	\$190,640	\$190,640
FAS Administration	77,319	15,464	30,927	30,927
Canadian Marketing	453,572	297,019	81,331	75,223
European Promotions	634,822	0	330,108	304,715
Asian Promotions	<u>1,234,569</u>	<u>299,996</u>	<u>485,978</u>	<u>448,595</u>
Subtotal DOC	<u>2,876,882</u>	<u>707,798</u>	<u>1,118,984</u>	<u>1,050,100</u>
FOREIGN AGRICULTURAL SERVICE PROGRAM				
FAS Administration	51,242	10,248	20,497	20,497
Canadian Marketing	408,025	100,000	46,204	261,821
European Promotions	1,629,119	0	244,368	1,384,751
Asian Promotions	<u>2,322,621</u>	<u>0</u>	<u>503,608</u>	<u>1,819,013</u>
Subtotal FAS	<u>4,411,007</u>	<u>110,248</u>	<u>814,677</u>	<u>3,486,081</u>
TOTAL INTERNATIONAL MARKETING	<u><u>\$7,287,889</u></u>	<u><u>\$818,047</u></u>	<u><u>\$1,933,660</u></u>	<u><u>\$4,536,181</u></u>
Percent DOC Contribution	<u>65%</u>	<u>642%</u>	<u>137%</u>	<u>30%</u>

FLORIDA DEPARTMENT OF CITRUS

DEPARTMENTAL EXPENDITURES
FISCAL YEAR ENDED JUNE 30, 2015

<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>
EXTRAORDINARY EXPENDITURES					
57 10 19 10 002 Bad Debt Write Off	132661	<u>\$376,000</u>	<u>\$375,769</u>	99.9	<u>\$231</u>