

570000 DEPARTMENT OF CITRUS

20 2 090001 CITRUS ADVERTISING TRUST FUND DEPT OF CITRUS

| G-L | G-L ACCOUNT NAME | BEGINNING BALANCE |
|--------|---|-------------------|
| CAT | | |
| 11102 | GENERAL LEDGER NAME NOT ON FILE | |
| 000000 | BALANCE BROUGHT FORWARD | 0.00 |
| 11205 | CASH IN BANK - FOREIGN CURRENCY | |
| 000000 | BALANCE BROUGHT FORWARD | 0.00 |
| 12100 | UNRELEASED CASH IN STATE TREASURY | |
| 000000 | BALANCE BROUGHT FORWARD | 158,422.66 |
| 14100 | POOLED INVESTMENTS WITH STATE TREASURY | |
| 000000 | BALANCE BROUGHT FORWARD | 17,225,849.64 |
| 14303 | SPECIAL INVESTMENT WITH STATE TREASURY | |
| 000000 | BALANCE BROUGHT FORWARD | 698,652.75 |
| 15100 | ACCOUNTS RECEIVABLE | |
| 000400 | MISCELLANEOUS RECEIPTS | 0.00 |
| 001200 | FINES, FORFEITURES, JUDGEMENTS, AND PENALTI | 0.00 |
| 001801 | REIMBURSEMENTS | 0.00 |
| | ** GL 15100 TOTAL | 0.00 |
| 15300 | INTEREST AND DIVIDENDS RECEIVABLE | |
| 000500 | INTEREST | 23,983.60 |
| 000504 | INTEREST-FEDERAL | 0.00 |
| | ** GL 15300 TOTAL | 23,983.60 |
| 15400 | LOANS AND NOTES RECEIVABLE | |
| 002300 | REPAYMENT OF LOANS | 375,769.00 |
| 15500 | CONTRACTS AND GRANTS RECEIVABLE | |
| 000700 | U S GRANTS | 2,520,421.48 |
| 001100 | OTHER GRANTS | 0.00 |
| | ** GL 15500 TOTAL | 2,520,421.48 |
| 16300 | DUE FROM OTHER DEPARTMENTS | |
| 001000 | STATE GRANTS | 0.00 |
| 001800 | REFUNDS | 0.00 |
| 040000 | EXPENSES | 0.00 |
| | ** GL 16300 TOTAL | 0.00 |
| 17100 | SUPPLY INVENTORY | |
| 040000 | EXPENSES | 0.00 |

570000 DEPARTMENT OF CITRUS

20 2 090001 CITRUS ADVERTISING TRUST FUND DEPT OF CITRUS

| G-L | G-L ACCOUNT NAME | BEGINNING BALANCE |
|--------|--|-------------------|
| CAT | | |
| 17101 | INVENTORIES - REPRODUCTION SUPPLIES | |
| 040000 | EXPENSES | 0.00 |
| 17121 | INVENTORIES - DISPLAY MATERIALS | |
| 000000 | BALANCE BROUGHT FORWARD | 227,131.06 |
| 19101 | PREPAID POSTAGE | |
| 001800 | REFUNDS | 8,881.43- |
| 040000 | EXPENSES | 14,158.05 |
| | ** GL 19101 TOTAL | 5,276.62 |
| 19201 | GENERAL LEDGER NAME NOT ON FILE | |
| 001800 | REFUNDS | 0.00 |
| 19202 | DEPOSITS-UTILITIES | |
| 040000 | EXPENSES | 4,000.00 |
| 19203 | DEPOSITS - COUPON REDEMPTION | |
| 001800 | REFUNDS | 0.00 |
| 102380 | PAID ADVERTISING/PROMOTION | 25,000.00 |
| | ** GL 19203 TOTAL | 25,000.00 |
| 19205 | PREPAID-FOREIGN CURRENCY | |
| 102380 | PAID ADVERTISING/PROMOTION | 0.00 |
| 25100 | ADVANCES TO OTHER FUNDS BETWEEN DEPART | |
| 102380 | PAID ADVERTISING/PROMOTION | 0.00 |
| 25700 | ADVANCES TO OTHER FUNDS WITHIN DEPARTM | |
| 000000 | BALANCE BROUGHT FORWARD | 0.00 |
| 004700 | REPAYMENT OF REVOLVING FUNDS | 6,250.00 |
| | ** GL 25700 TOTAL | 6,250.00 |
| 31100 | ACCOUNTS PAYABLE | |
| 010000 | CF SALARIES AND BENEFITS | 0.00 |
| 030000 | CF OTHER PERSONAL SERVICES | 0.00 |
| 040000 | EXPENSES | 0.00 |
| 040000 | CF EXPENSES | 20,111.93- |
| 060000 | CF OPERATING CAPITAL OUTLAY | 0.00 |
| 100091 | CF PROTECTED SPECIES REHAB | 0.00 |
| 100777 | CONTRACTED SERVICES | 0.00 |
| 100777 | CF CONTRACTED SERVICES | 453,954.13- |
| 102380 | PAID ADVERTISING/PROMOTION | 0.00 |
| 102380 | CF PAID ADVERTISING/PROMOTION | 3,880,905.35- |
| 210015 | REGIONAL DATA CENTERS-SUS | 0.00 |
| | ** GL 31100 TOTAL | 4,354,971.41- |

570000 DEPARTMENT OF CITRUS

20 2 090001 CITRUS ADVERTISING TRUST FUND DEPT OF CITRUS

| G-L | G-L ACCOUNT NAME | CAT | BEGINNING BALANCE |
|--------|---|-----|-------------------|
| 33100 | DEPOSITS PAYABLE | | |
| 040000 | EXPENSES | | 0.00 |
| 33101 | DEPOSITS PAYABLE - TAX BONDS | | |
| 002700 | SECURITY/ESCROW DEPOSITS | | 11,800.00- |
| 220020 | REFUND STATE REVENUES | | 0.00 |
| | ** GL 33101 TOTAL | | 11,800.00- |
| 33102 | DEPOSITS PAYABLE - CASH BONDS | | |
| 002700 | SECURITY/ESCROW DEPOSITS | | 0.00 |
| 220020 | REFUND STATE REVENUES | | 0.00 |
| | ** GL 33102 TOTAL | | 0.00 |
| 35300 | DUE TO OTHER DEPARTMENTS | | |
| 030000 | OTHER PERSONAL SERVICES | | 0.00 |
| 040000 | EXPENSES | | 4,274.21- |
| 040000 | CF EXPENSES | | 0.00 |
| 100777 | CONTRACTED SERVICES | | 116.28- |
| 102380 | PAID ADVERTISING/PROMOTION | | 0.00 |
| 210010 | TRC - DMS | | 0.00 |
| 210018 | DATA PROCESSING SERVICES - STATE TECHNOL OF | | 0.00 |
| 210021 | SOUTHWOOD SRC | | 146.07- |
| 310403 | ASSESSMENT ON INVESTMENTS-DEPARTMENTAL USE | | 1,829.67- |
| | ** GL 35300 TOTAL | | 6,366.23- |
| 35301 | DUE TO GOV UNITS - DEPT OF REVENUE | | |
| 005001 | CIT-OTHER DEPARTMENTAL DEPOSITS | | 0.00 |
| 310228 | PAYMENT OF SALES TAX | | 0.00 |
| | ** GL 35301 TOTAL | | 0.00 |
| 35302 | DUE TO GOV UNITS - DEPT OF AGRICULTURE | | |
| 005001 | CIT-OTHER DEPARTMENTAL DEPOSITS | | 0.00 |
| 102380 | PAID ADVERTISING/PROMOTION | | 25,000.00- |
| 210010 | TRC - DMS | | 0.00 |
| 310152 | DIST/DEPT OF AG-INSP FEES | | 2,657.36- |
| | ** GL 35302 TOTAL | | 27,657.36- |
| 35303 | DUE TO GOV UNITS - TREASURY - TRUST FN | | |
| 102380 | CF PAID ADVERTISING/PROMOTION | | 0.00 |
| 180049 | TRANSFER/SECTION 215.18 | | 0.00 |
| | ** GL 35303 TOTAL | | 0.00 |

570000 DEPARTMENT OF CITRUS

20 2 090001 CITRUS ADVERTISING TRUST FUND DEPT OF CITRUS

| G-L | G-L ACCOUNT NAME | BEGINNING BALANCE |
|-----------|--|-------------------|
| CAT | | |
| 35600 | DUE TO GENERAL REVENUE | |
| 310322 | SERVICE CHARGE TO GEN REV | 526,930.21- |
| 35700 | DUE TO COMPONENT UNIT/PRIMARY | |
| 040000 | EXPENSES | 0.00 |
| 040000 CF | EXPENSES | 298.81- |
| 100777 | CONTRACTED SERVICES | 0.00 |
| 100777 CF | CONTRACTED SERVICES | 38,373.51- |
| 102380 | PAID ADVERTISING/PROMOTION | 0.00 |
| 102380 CF | PAID ADVERTISING/PROMOTION | 22,617.00- |
| 210015 | REGIONAL DATA CENTERS-SUS | 0.00 |
| | ** GL 35700 TOTAL | 61,289.32- |
| 38500 | INSTALLMENT PURCHASE CONTRACTS | |
| 060000 | OPERATING CAPITAL OUTLAY | 0.00 |
| 38600 | CURRENT COMPENSATED ABSENCES LIABILITY | |
| 010000 | SALARIES AND BENEFITS | 21,753.88- |
| 38700 | CAPITAL LEASES-CURRENT PORTION | |
| 060000 | OPERATING CAPITAL OUTLAY | 0.00 |
| 39900 | OTHER CURRENT LIABILITIES | |
| 220020 | REFUND STATE REVENUES | 0.00 |
| 39901 | GENERAL LEDGER NAME NOT ON FILE | |
| 920000 | CATEGORY NAME NOT ON TITLE FILE | 0.00 |
| 54900 | COMMITTED FUND BALANCE | |
| 000000 | BALANCE BROUGHT FORWARD | 877,872.95 |
| 56100 | NONSPENDABLE - INVENTORIES AND PREPAID | |
| 000000 | BALANCE BROUGHT FORWARD | 232,407.68- |
| 57400 | RESTRICTED BY ENABLING LEGISLATION | |
| 000000 | BALANCE BROUGHT FORWARD | 16,899,203.67- |
| 57401 | RESTRICTED-ADVANCES TO OTHER FUNDS | |
| 000000 | BALANCE BROUGHT FORWARD | 6,250.00- |
| | *** FUND TOTAL | 0.00 |

Florida Department of Citrus 2015-16 Legislative Budget Request

Schedule I Narrative

5% Reserves

The Department of Citrus recommends an exclusion from the reserve requirement. The Department of Citrus is a 100% trust fund, supported by assessments on each box of citrus as they enter channels of trade. Collections are cyclical in nature, based on the timing and quantity of fruit entering markets. Our internal operating procedures require an overall reserve of 3% of our operating budget at the beginning of each year. In addition, each program director is required to reserve a portion of their program funds until the danger of a freeze or other potential crop reduction passes. These funds may be released to program activity in February, if revenue projections support it.

Management and Administrative Costs

The Department of Citrus' goal is to maintain administrative costs within 5% of our internal operating budget. As the Citrus Advertising Trust Fund is our only fund, all administrative costs are included here.

Section III - Adjustments

- \$6,250– Revolving Fund.
- (\$29,000) – Deposits not spendable.
- \$4,246 – Accounts Payable not certified forward, paid from FY 2013-14 appropriation, part of operating expenditures in Section IV.
- 21,754 – Compensated Absences
- \$2,045,582- Prior year (Sept. 2013)certified forward reversions
- (\$1,141,782)-Reduce Reversions by amount of certified paid from foreign currency bank account. (not through FLAIR)
- (\$3,892,001) – Actual current year expenditures paid in foreign currency funded through the SPIA
- (\$20,250)– Certified payments not recorded correctly
- (44,351) – Net cost to extend foreign currency windows, paid through foreign currency bank account. (SPIA)
- \$320 – Adjustment

Section IB

The Department of Citrus Trust Fund is restricted by enabling legislation under Chapter 601 of the Florida Statutes. Specifically, F.S. 601.02 (5) states that "...It is the intent of the Legislature that all funds collected under this chapter and the interest accrued on such funds are consideration for a social contract between the state and the citrus growers of the state whereby the state must hold such funds in trust and inviolate and use them only for the purposes prescribed in this chapter."

SUPPLEMENT TO SCHEDULE I
STATE OF FLORIDA
ESTIMATED BOXES AND REVENUE
DEPARTMENT OF CITRUS
(000)

| | Actual Revenue Boxes 2013-2014 | Budgeted 2014-2015 | | | Estimated 2015-2016 | | |
|-----------------------|---|--------------------|----------|----------------------|---------------------|----------|----------------------|
| | | Boxes | Tax Rate | Estimated Revenue | Boxes | Tax Rate | Estimated Revenue |
| DOMESTIC | | | | | | | |
| ORANGE | | | | | | | |
| Fresh | 4,490 | 4,000 | 0.050 | \$200,000 | 4,000 | 0.050 | \$200,000 |
| Processed | 98,957 | 102,300 | 0.230 | 23,529,000 | 99,900 | 0.230 | 22,977,000 |
| GRAPEFRUIT | | | | | | | |
| Fresh | 6,200 | 6,000 | 0.340 | 2,040,000 | 5,800 | 0.340 | 1,972,000 |
| Processed | 8,984 | 8,400 | 0.340 | 2,856,000 | 8,200 | 0.340 | 2,788,000 |
| SPECIALTY | | | | | | | |
| Fresh | 2,176 | 2,200 | 0.140 | 308,000 | 2,000 | 0.140 | 280,000 |
| Processed | 1,713 | 1,225 | 0.230 | 281,750 | 1,225 | 0.230 | 281,750 |
| TOTAL DOMESTIC | | | | | | | |
| Fresh | 12,866 | 12,200 | | 2,548,000 | 11,800 | | 2,452,000 |
| Processed | 109,654 | 111,925 | | 26,666,750 | 109,325 | | 26,046,750 |
| | <u>122,520</u> | <u>124,125</u> | | <u>29,214,750</u> | <u>121,125</u> | | <u>28,498,750</u> |
| IMPORTS | | | | | | | |
| Orange | 29,763 | 30,600 | 0.077 | 2,346,000 | 32,000 | 0.077 | 2,453,333 |
| Grapefruit | 187 | 100 | 0.113 | 11,333 | 100 | 0.113 | 11,333 |
| | <u>29,950</u> | <u>30,700</u> | | <u>2,357,333</u> | <u>32,100</u> | | <u>2,464,667</u> |
| TOTAL | <u>152,470</u> | <u>154,825</u> | | <u>\$31,572,083</u> | <u>153,225</u> | | <u>\$30,963,417</u> |

CERTIFICATION: The Department of Citrus certifies this to be the most accurate estimate of revenues at this time. OPM will be notified on any significant revenue changes that occur prior to the Governor's Budget Recommendations being issued.

STATE OF FLORIDA
DEPARTMENT OF CITRUS
SUPPLEMENT TO SCHEDULE I

USDA Foreign Agricultural Service (FAS) Market Access Program (MAP)

The federal Targeted Export Assistance (TEA) program was created in the 1985 Farm Bill. By authorizing export promotional assistance, TEA was intended to provide economic relief to U.S. commodities and directly counteract unfair practices overseas. The Food, Agriculture, Conservation and Trade Act of 1990 established the Market Access Program (MAP), which replaced the TEA Program, to encourage the development, maintenance and expansion of commercial export markets for U.S. agricultural commodities through cost-share assistance to eligible trade organizations that implement market promotion activities. These two programs have been effective weapons against unfair competition for U.S. agriculture.

The Foreign Agricultural Service (FAS) administers the Market Access Program, as they previously did the TEA program. FAS authorizes both branded and generic export promotion, and the vast majority of U.S. agriculture in virtually all fifty states now participates in the program. By stimulating foreign interest in products of U.S. origin, FAS is enlarging overall world demand in ways that will endure and assist U.S. agriculture well into the future.

The Florida Department of Citrus (FDOC), on behalf of the Florida citrus industry, is eligible for MAP funding in order to counter or offset the adverse effect of unfair trading practices of foreign countries on the export of citrus and citrus products. The FDOC budget for international marketing relies heavily on funding from this FAS program. Activity plans are developed at the FDOC with input from overseas advertising and promotion staff, exporters, importers and government agricultural officials. Execution of these plans is performed by these professional agencies in the countries in which FDOC/FAS programs operate.

FDOC's participation in the Market Access Program, and previously in the TEA program, helped the Florida citrus industry expand market share and increase exports throughout the 1980s and 1990s. Since 2004, despite falling production and exports, MAP funding has helped the Florida citrus industry sustain high prices and consumer preference in the face of challenging crop conditions resulting from hurricanes and disease. This will ensure that overseas markets for Florida citrus will be able to expand again once production limitations are diminished. The schedule attached identifies the number of cartons of Florida grapefruit shipped, F.O.B. prices, and FAS funding.

**STATE OF FLORIDA
DEPARTMENT OF CITRUS
SUPPLEMENT TO SCHEDULE 1
FEDERAL FOREIGN AGRICULTURAL SERVICE PROGRAM**

| FISCAL YEAR | SHIPMENTS | PRICES | MAP FUNDING | QSP FUNDING | EMO FUNDING | 108 FUNDING | TOTAL FAS FUNDING |
|-------------|-------------------|--------|-------------|-------------|-------------|-------------|-------------------|
| 1986-87 | 15,472,000 | \$6.03 | \$5,464,958 | \$0 | \$0 | \$0 | \$5,464,958 |
| 1987-88 | 20,662,000 | 6.35 | 6,520,534 | | | | 6,520,534 |
| 1988-89 | 23,566,000 | 5.91 | 9,081,207 | | | | 9,081,207 |
| 1989-90 | 9,328,000 | 7.45 | 5,925,389 | | | | 5,925,389 |
| 1990-91 | 19,300,000 | 7.50 | 9,705,381 | | | | 9,705,381 |
| 1991-92 | 18,600,000 | 6.50 | 6,226,758 | | | | 6,226,758 |
| 1992-93 | 17,482,000 | 5.50 | 6,999,462 | | | | 6,999,462 |
| 1993-94 | 20,342,000 | 5.00 | 6,822,775 | | | | 6,822,775 |
| 1994-95 | 19,713,000 | 7.65 | 5,633,904 | | | | 5,633,904 |
| 1995-96 | 22,345,000 | 7.23 | 5,488,696 | | | | 5,488,696 |
| 1996-97 | 22,500,000 | 7.23 | 4,165,976 | | | | 4,165,976 |
| 1997-98 | * 21,860,000 | 7.23 | 4,087,323 | | | | 4,087,323 |
| 1998-99 | * 22,125,000 | 7.65 | 5,988,215 | | | | 5,988,215 |
| 1999-00 | * 20,729,000 | 8.50 | 3,773,519 | | | | 3,773,519 |
| 2000-01 | * 20,248,000 | 9.88 | 3,713,949 | | 220,250 | | 3,934,199 |
| 2001-02 | * 20,678,000 | 8.08 | 3,403,523 | 2,145 | 128,016 | 18,840 | 3,552,524 |
| 2002-03 | * 18,334,000 | 10.20 | 3,618,313 | 0 | 39,858 | 184,807 | 3,842,978 |
| 2003-04 | * 21,355,000 | 9.80 | 4,450,478 | 0 | 175,000 | 20,673 | 4,646,151 |
| 2004-05 | * 8,522,000 | 16.79 | 4,643,495 | 0 | 0 | 0 | 4,643,495 |
| 2005-06 | * 7,686,000 | 14.14 | 5,568,651 | 0 | 0 | 0 | 5,568,651 |
| 2006-07 | * 13,872,000 | 10.99 | 5,486,000 | 0 | 0 | 0 | 5,486,000 |
| 2007-08 | * 13,647,000 | 11.01 | 5,486,000 | 0 | 0 | 0 | 5,486,000 |
| 2008-09 | * 11,308,000 | 9.92 | 5,814,581 | 0 | 0 | 0 | 5,814,581 |
| 2009-10 | * 11,312,000 | 14.32 | 5,472,337 | 0 | 0 | 0 | 5,472,337 |
| 2010-11 | * 10,060,000 | 13.57 | 5,204,718 | 0 | 0 | 0 | 5,204,718 |
| 2011-12 | * 8,961,000 | 12.05 | 5,201,171 | 0 | 0 | 0 | 5,201,171 |
| 2012-13 | * 8,284,000 | 14.89 | 4,833,968 | 0 | 0 | 0 | 4,833,968 |
| 2013-14 | * 6,982,000 | 14.46 | 4,274,409 | 0 | 0 | 0 | 4,274,409 |
| 2014-15 | * (est) 8,000,000 | 14.50 | 4,414,122 | 0 | 0 | 0 | 4,414,122 |
| 2015-16 | * (est) 8,000,000 | 14.50 | 4,500,000 | 0 | 0 | 0 | 4,500,000 |

* Includes Canada in the shipments and funding.

SCHEDULE IC: RECONCILIATION OF UNRESERVED FUND BALANCE

| | |
|-----------------------------|-----------------------------------|
| Department Title: | Budget Period: 2015 - 2016 |
| Trust Fund Title: | Citrus |
| Budget Entity: | Citrus Advertising Trust Fund |
| LAS/PBS Fund Number: | 2090 |

| | Balance as of 6/30/2014 | | SWFS* Adjustments | Adjusted Balance |
|---|----------------------------|-----|----------------------|----------------------|
| Chief Financial Officer's (CFO) Cash Balance | 158,423 | (A) | - | 158,423 |
| ADD: Other Cash (See Instructions) | | (B) | - | - |
| ADD: Investments | 17,924,502 | (C) | - | 17,924,502 |
| ADD: Outstanding Accounts Receivable | 2,920,174 | (D) | - | 2,920,174 |
| ADD: _____ | | (E) | - | - |
| Total Cash plus Accounts Receivable | 21,003,099 | (F) | - | 21,003,099 |
| LESS Allowances for Uncollectibles | | (G) | - | - |
| LESS Approved "A" Certified Forwards | 4,416,261 | (H) | - | 4,416,261 |
| Approved "B" Certified Forwards | | (H) | - | - |
| Approved "FCO" Certified Forwards | | (H) | - | - |
| LESS: Other Accounts Payable (Nonoperating) | 531,417 | (I) | - | 531,417 |
| LESS: _____ | | (J) | - | - |
| Unreserved Fund Balance, 07/01/14 | 16,055,421 | (K) | - | 16,055,421 ** |

Notes:

*SWFS = Statewide Financial Statement

** This amount should agree with Line I, Section IV of the Schedule I for the most recent completed fiscal year and Line A for the following year.

RECONCILIATION: BEGINNING TRIAL BALANCE TO SCHEDULE I and IC

Budget Period: 2015 - 2016

Department Title: Citrus
Trust Fund Title: Citrus Advertising Trust Fund
LAS/PBS Fund Number: 2090

BEGINNING TRIAL BALANCE:

| | |
|--|--------------------------|
| Total Fund Balance Per FLAIR Trial Balance, 07/01/14 | |
| Total all GLC's 5XXXX for governmental funds; GLC 539XX for proprietary and fiduciary funds | 16,259,988.00 (A) |
| Subtract Nonspendable Fund Balance (GLC 56XXX) | 232,408.00 (B) |
| Add/Subtract Statewide Financial Statement (SWFS) Adjustments : | |
| SWFS Adjustment # and Description (Due to other Depts.) | (C) |
| SWFS Adjustment # and Description | (C) |
| Add/Subtract Other Adjustment(s): | |
| Approved "B" Carry Forward (Encumbrances) per LAS/PBS | (D) |
| Approved "C" Carry Forward Total (FCO) per LAS/PBS | (D) |
| A/P not C/F-Operating Categories | 41,337.00 (D) |
| Prepaid Items - Not Spendable | 29,000.00 (D) |
| Advances to other funds (G/L 57401) | 6,250.00 (D) |
| Compensated Absences | 21,754.00 (D) |
| ADJUSTED BEGINNING TRIAL BALANCE: | 16,055,421.00 (E) |
| UNRESERVED FUND BALANCE, SCHEDULE IC (Line K) | 16,055,421.00 (F) |
| DIFFERENCE: | 0.00 (G)* |

***SHOULD EQUAL ZERO.**