

BEGINNING TRIAL BALANCE BY FUND
JULY 01, 2018

570000 DEPARTMENT OF CITRUS
20 2 090001 CITRUS ADVERTISING TRUST FUND DEPT OF CITRUS

G-L CAT	G-L ACCOUNT NAME	BEGINNING BALANCE
11102 000000	GENERAL LEDGER NAME NOT ON FILE BALANCE BROUGHT FORWARD	0.00
11205 000000	CASH IN BANK - FOREIGN CURRENCY BALANCE BROUGHT FORWARD	0.00
12100 000000	UNRELEASED CASH IN STATE TREASURY BALANCE BROUGHT FORWARD	143,841.64
14100 000000	POOLED INVESTMENTS WITH STATE TREASURY BALANCE BROUGHT FORWARD	12,291,197.66
14303 000000	SPECIAL INVESTMENT WITH STATE TREASURY BALANCE BROUGHT FORWARD	236,862.11
15100 000400 001200 001801	ACCOUNTS RECEIVABLE MISCELLANEOUS RECEIPTS FINES, FORFEITURES, JUDGEMENTS, AND PENALTI REIMBURSEMENTS	0.00 0.00 0.00
	** GL 15100 TOTAL	0.00
15300 000500 000504	INTEREST AND DIVIDENDS RECEIVABLE INTEREST INTEREST-FEDERAL	20,587.94 0.00
	** GL 15300 TOTAL	20,587.94
15400 002300	LOANS AND NOTES RECEIVABLE REPAYMENT OF LOANS	0.00
15500 000700 001100	CONTRACTS AND GRANTS RECEIVABLE U S GRANTS OTHER GRANTS	2,823,774.10 0.00
	** GL 15500 TOTAL	2,823,774.10
16300 001000 001520 001800 040000	DUE FROM OTHER DEPARTMENTS STATE GRANTS TRANSFERS - SUBJECT TO SERVICE CHARGE REFUNDS EXPENSES	0.00 2,739.20 0.00 0.00
	** GL 16300 TOTAL	2,739.20
17100 040000	SUPPLY INVENTORY EXPENSES	0.00

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G-L CAT	G-L ACCOUNT NAME	BEGINNING BALANCE
17101 040000	INVENTORIES - REPRODUCTION SUPPLIES EXPENSES	0.00
17121 000000	INVENTORIES - DISPLAY MATERIALS BALANCE BROUGHT FORWARD	516,742.43
19101 001800 040000	PREPAID POSTAGE REFUNDS EXPENSES	76.48- 482.59
	** GL 19101 TOTAL	406.11
19201 001800	GENERAL LEDGER NAME NOT ON FILE REFUNDS	0.00
19202 002700 040000	DEPOSITS-UTILITIES SECURITY/ESCROW DEPOSITS EXPENSES	0.00 0.00
	** GL 19202 TOTAL	0.00
19203 001800 102380	DEPOSITS - COUPON REDEMPTION REFUNDS PAID ADVERTISING/PROMOTION	0.00 0.00
	** GL 19203 TOTAL	0.00
19205 102380	PREPAID-FOREIGN CURRENCY PAID ADVERTISING/PROMOTION	0.00
25100 102380	ADVANCES TO OTHER FUNDS BETWEEN DEPART PAID ADVERTISING/PROMOTION	0.00
25700 000000 004700	ADVANCES TO OTHER FUNDS WITHIN DEPARTM BALANCE BROUGHT FORWARD REPAYMENT OF REVOLVING FUNDS	0.00 0.00
	** GL 25700 TOTAL	0.00
31100 010000 030000 040000 040000 060000 060000 100091 100777 100777	ACCOUNTS PAYABLE CF SALARIES AND BENEFITS CF OTHER PERSONAL SERVICES EXPENSES CF EXPENSES OPERATING CAPITAL OUTLAY CF OPERATING CAPITAL OUTLAY CF PROTECTED SPECIES REHAB CONTRACTED SERVICES CF CONTRACTED SERVICES	0.00 0.00 0.00 37,337.23- 0.00 31,982.86- 0.00 0.00 26,044.06-

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G-L CAT	G-L ACCOUNT NAME	BEGINNING BALANCE
102380	PAID ADVERTISING/PROMOTION	0.00
102380 CF	PAID ADVERTISING/PROMOTION	1,796,129.00-
210015	REGIONAL DATA CENTERS-SUS	0.00
	** GL 31100 TOTAL	1,891,493.15-
33100	DEPOSITS PAYABLE	
040000	EXPENSES	0.00
33101	DEPOSITS PAYABLE - TAX BONDS	
002700	SECURITY/ESCROW DEPOSITS	6,600.00-
220020	REFUND STATE REVENUES	0.00
	** GL 33101 TOTAL	6,600.00-
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	630.27-
040000 CF	EXPENSES	3,088.20-
100777	CONTRACTED SERVICES	0.00
100777 CF	CONTRACTED SERVICES	416.60-
102380	PAID ADVERTISING/PROMOTION	0.00
210001	STATE DATA CENTER - AST	0.00
210010	TRC - DMS	0.00
210018	DATA PROCESSING SERVICES - STATE TECHNOL OF	0.00
210021	SOUTHWOOD SRC	0.00
210022	NORTHWOOD SRC (NSRC)	0.00
310403	ASSESSMENT ON INVESTMENTS-DEPARTMENTAL USE	1,295.20-
	** GL 35300 TOTAL	5,430.27-
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
210010	TRC - DMS	0.00
310152	DIST/DEPT OF AG-INSP FEES	0.00
	** GL 35302 TOTAL	0.00

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G-L CAT	G-L ACCOUNT NAME	BEGINNING BALANCE
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
35600	DUE TO GENERAL REVENUE	
310322	SERVICE CHARGE TO GEN REV	80,444.18-
35700	DUE TO COMPONENT UNIT/PRIMARY	
040000	EXPENSES	0.00
040000	CF EXPENSES	60.00-
100777	CF CONTRACTED SERVICES	55,160.45-
102380	CF PAID ADVERTISING/PROMOTION	0.00
210015	REGIONAL DATA CENTERS-SUS	0.00
	** GL 35700 TOTAL	55,220.45-
38500	INSTALLMENT PURCHASE CONTRACTS	
060000	OPERATING CAPITAL OUTLAY	0.00
38600	CURRENT COMPENSATED ABSENCES LIABILITY	
010000	SALARIES AND BENEFITS	0.00
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	3,004,704.24
56100	NONSPENDABLE - INVENTORIES AND PREPAID	
000000	BALANCE BROUGHT FORWARD	517,148.54-
57400	RESTRICTED BY ENABLING LEGISLATION	
000000	BALANCE BROUGHT FORWARD	16,484,518.84-
99100	BUDGETARY FUND BALANCE	
000000	BALANCE BROUGHT FORWARD	0.00
	*** FUND TOTAL	0.00

**State of Florida
Department of Citrus**



**2019-2020
Schedule I Series
Citrus Advertising Trust Fund**

Florida Department of Citrus 2019-20 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

Management and Administrative costs of the Department of Citrus support core functions as approved by the Florida Citrus Commission. All administrative costs are absorbed by the Citrus Advertising Trust Fund.

Section II – Nonoperating Expenditures

We have entered issues to reduce our FY2019-20 legislative budget request by \$4,000,000. Additionally, the current vacancies which will not be filled this fiscal year total approximately \$500,000. Therefore, a total of \$4,500,000 in reversions have been projected. The department is contemplating a request for a grant under the Agricultural Trade Promotion Program (ATP), which would provide an additional source of revenue. Funding decisions for the grants will be made in January 2019. Because it is unknown when these funds would become available, the department does not anticipate a budget amendment in FY2018-19.

Section III – Adjustments

- (\$7,918) – Accounts Payable not certified forward
- \$708,693 - Prior year (Sept. 2017) certified forward reversions
- (\$1,308,883) – Actual current year expenditures paid in foreign currency funded through the SPIA
- (\$630) – Due to DOR, Year End Adjustment
- (\$496,220)-Reduce Reversions by amount of certified paid from foreign currency bank account. (not through FLAIR)
- \$13,332 – prior year FCO reversion for Chiller Replacement, completed.

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."

Revenue Estimating Methodology

Revenue estimates for Fiscal Year 2018-19 and 2019-20 are based on the following methodology:

The assessment rates for all varieties of citrus are set at the October meeting of the Florida Citrus Commission, following the first USDA crop estimate of the season. The rates for the 2017-18 season are used to estimate 2018-19 revenue, as we anticipate those rates will remain in effect for one more year. During Fiscal 2017-18, a \$0.03 rate abatement was applied to the box rate for most varieties, which was carried forward to FY2018-19. The rates used to estimate Fiscal year 2019-20 have been increased to reflect rates without the abatement.

For Fiscal 2018-19, the box forecast for Oranges is based on the First USDA Citrus crop forecast, which was announced on October 11, 2018. The same crop size is used for Fiscal 2019-20. A schedule of Estimated Boxes and Revenue is attached.

The projected grant revenues are based on anticipated grant awards. Estimated interest earnings are based on prior year average interest rates and projected cash balance in the trust fund.

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

	2017-18	Budgeted 2018-19			Estimated 2019-20		
	Actual Revenue Boxes	Boxes	Tax Rate	Estimated Revenue	Boxes	Tax Rate	Estimated Revenue
DOMESTIC							
ORANGE							
Fresh	2,304	3,160	0.050	\$158,000	3,160	0.050	\$158,000
Processed	42,539	75,340	0.070	5,273,800	75,340	0.100	7,534,000
GRAPEFRUIT							
Fresh	1,659	2,798	0.070	195,860	2,798	0.100	279,800
Processed	2,134	3,722	0.070	260,540	3,722	0.100	372,200
SPECIALTY							
Fresh	483	672	0.070	47,040	672	0.100	67,200
Processed	263	468	0.070	32,760	468	0.100	46,800
TOTAL DOMESTIC							
Fresh	4,446	6,630		400,900	6,630		505,000
Processed	44,936	79,530		5,567,100	79,530		7,953,000
	<u>49,382</u>	<u>86,160</u>		<u>5,968,000</u>	<u>86,160</u>		<u>8,458,000</u>
IMPORTS							
Orange	50,610	46,627	0.023	1,087,964	50,610	0.033	1,687,000
Grapefruit	2,064	1,488	0.023	34,720	2,064	0.033	68,800
	<u>52,674</u>	<u>48,115</u>		<u>1,122,684</u>	<u>52,674</u>		<u>1,755,800</u>
TOTAL	<u>102,056</u>	<u>134,275</u>		<u>\$7,090,684</u>	<u>138,834</u>		<u>\$10,213,800</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
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	* 18,328,821	10.20	3,618,313	0	39,858	184,807	3,842,978
2003-04	* 21,351,218	9.80	4,450,478	0	175,000	20,673	4,646,151
2004-05	* 8,518,537	16.79	4,643,495	0	0	0	4,643,495
2005-06	* 7,682,905	14.14	5,568,651	0	0	0	5,568,651
2006-07	* 13,872,139	10.99	5,486,000	0	0	0	5,486,000
2007-08	* 13,646,867	11.01	5,486,000	0	0	0	5,486,000
2008-09	* 11,307,919	9.92	5,814,581	0	0	0	5,814,581
2009-10	* 11,311,083	14.32	5,472,337	0	0	0	5,472,337
2010-11	* 10,058,249	13.57	5,204,718	0	0	0	5,204,718
2011-12	* 8,958,475	12.05	5,201,171	0	0	0	5,201,171
2012-13	* 8,281,591	14.89	4,833,968	0	0	0	4,833,968
2013-14	* 6,977,099	14.46	4,274,409	0	0	0	4,274,409
2014-15	* 6,125,337	20.14	4,411,007	0	0	0	4,411,007
2015-16	* 5,279,971	20.54	4,383,830	0	0	0	4,383,830
2016-17	* 3,829,220	18.92	4,029,170	0	0	0	4,029,170
2017-18	* 1,727,410	23.32	3,759,380	0	0	0	3,759,380
2018-19	* (est) 2,588,404	24.51	3,639,691	0	0	0	3,639,691
2019-20	* (est) 2,446,882	27.29	5,000,000	0	0	0	5,000,000

SCHEDULE IC: RECONCILIATION OF UNRESERVED FUND BALANCE

Department Title:	Budget Period: 2019-20 Department of Citrus (570000)
Trust Fund Title:	Citrus Advertising Trust Fund
Budget Entity:	DEPARTMENT LEVEL
LAS/PBS Fund Number:	2090

	Balance as of 6/30/2018		SWFS* Adjustments	Adjusted Balance
Chief Financial Officer's (CFO) Cash Balance	143,841.64	(A)		143,841.64
ADD: Other Cash (See Instructions)	0.00	(B)		0.00
ADD: Investments	12,528,059.77	(C)		12,528,059.77
ADD: Outstanding Accounts Receivable	2,847,101.24	(D)		2,847,101.24
ADD: _____	0.00	(E)		0.00
Total Cash plus Accounts Receivable	15,519,002.65	(F)	0	15,519,002.65
LESS: Allowances for Uncollectibles	0.00	(G)		0.00
LESS: "A" Carry Forwards	1,950,218.40	(H)		1,950,218.40
"B" Carry Forwards	0.00	(H)		0.00
Approved "FCO" Certified Forwards	0.00	(H)		0.00
LESS: Other Accounts Payable (Nonoperating)	81,739.38	(I)		81,739.38
LESS: Deferred Inflows- Unavailable Revenue	0.00	(I)		0.00
Unreserved Fund Balance, 07/01/18	13,487,044.87	(K)	0	13,487,044.87

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: 2019 - 2020
Department Title:	<u>Department of Citrus (570000)</u>
Trust Fund Title:	<u>Citrus Advertising Trust Fund</u>
Budget Entity:	<u>DEPARTMENT LEVEL</u>
LAS/PBS Fund Number:	<u>2090</u>

BEGINNING TRIAL BALANCE:

Total Fund Balance Per FLAIR Trial Balance, 07/01/18

Total all GLC's 5XXXX for governmental funds; GLC 539XX for proprietary and fiduciary funds	<input type="text" value="13,996,963"/> (A)
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Subtract Nonspendable Fund Balance (GLC 56XXX)	<input type="text" value="(517,148.54)"/> (B)
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Add/Subtract Statewide Financial Statement (SWFS) Adjustments :

<input type="text"/>	(C)
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<input type="text"/>	(C)
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Add/Subtract Other Adjustment(s):

Approved "B" Carry Forward (Encumbrances) per LAS/PBS	<input type="text" value="0.00"/> (D)
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Approved FCO Certified Forward per LAS/PBS	<input type="text" value="0.00"/> (D)
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A/P not C/F-Operating Categories	<input type="text" value="7,230.27"/> (D)
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Compensated Absenses	<input type="text" value="0.00"/> (D)
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ADJUSTED BEGINNING TRIAL BALANCE:	<input type="text" value="13,487,044.87"/> (E)
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UNRESERVED FUND BALANCE, SCHEDULE IC (Line K)	<input type="text" value="13,487,044.87"/> (F)
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DIFFERENCE:	<input type="text" value="0.00"/> (G)*
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***SHOULD EQUAL ZERO.**