

Florida Citrus Economic & Market Indicators May 2022

Florida Department of Citrus
Economic and Market Research Department



Florida Citrus Economic & Market Indicators

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Summary Comments

- Brazil's OJ exports for 2021-22 Brazilian season July - April were down 5.0% from the previous 3 season average with exports to the USMCA region, Europe and the East Asia down 1.6%, down 10.0% and up 24.3%, respectively.
- Season-to-date through 04/30/22, Florida FCOJ availability, movement and ending inventories were down 14.5%, up 13.0%, and down 30.0% respectively, from last season.
- Season-to-date through 04/30/22, Florida SSOJ availability, movement and ending inventories were down 12.1%, up 0.7%, and down 24.2% respectively, from last season.
- For October through March of the 2021-22 season, U.S. OJ imports and exports were down 4.2% and down 4.6% from last season, respectively. Season-to-date through 04/30/22, Florida OJ exports were up 5.7% (FDOC Processors Report).
- For October through March of the 2021-22 season, Non-FDOC Processor FCOJ disappearance, based on FCOJ inventories and imports, was down 1.0%.
- Season-to-date through 04/23/22, OJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were down 3.3% from the previous season, with the NFC price up 6.8%, the Recon price up 5.0% and the overall OJ price up 6.3%.
- Season-to-date through 02/12/22, the delivered-in price for early and midseason oranges was \$2.21/PS, up \$0.51/PS from last season. Season-to-date through 07/30/22, the delivered-in price for late season oranges was \$2.89/PS, up \$0.38/PS from last season.
- Season-to-date through 07/03/22, fresh orange and specialty citrus shipments were down 19.9% from last season.
- From August through March of the 2021-22 season, clementine and tangerine imports were up 30.5% relative to last season. Season-to-date through 04/30/22, Texas fresh grapefruit shipments were down 40.8% relative to last season.
- Season-to-date through 04/30/22, Florida FCGJ availability, movement and ending inventories were down 24.8%, up 18.3%, and down 38.1% respectively, from last season.
- Season-to-date through 04/30/22, Florida SSGJ availability, movement and ending inventories were down 6.7%, up 13.1%, and down 15.4% respectively, from last season.
- For October through March of the 2021-22 season, U.S. GJ exports were up 22.1%. Season-to-date through 04/30/22, Florida GJ exports were down 52.5% (FDOC Processors report).
- Season-to-date through 04/23/22, GJ volume sales in all Nielsen retail outlets (U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers, Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA) were down 4.6% from the previous season, with the overall GJ price up 5.9%.
- Season-to-date through 07/03/22, Florida fresh grapefruit shipments were down 7.2% from last season, with Domestic/Canadian shipments up 3.3% and offshore shipments down 32.9% (DFVI). Shipments to Europe and Japan were down 20.7% and down 44.2%, respectively. Domestic FOB prices (CAC) for fresh white and red/pink grapefruit were down 33.4% and up 5.5%, respectively.
- For the month of April, versus the same period last year, the Euro/USD, Real/USD, and Yen/USD exchange rates were up 10.4%, down 15.2%, and up 15.5% respectively.

Brazil Orange Juice Exports

Destination		Season-to-date July - April				Change from 3 season average
		2018-19	2019-20	2020-21	2021-22	
million SSE Gallons						%
USMCA ^b	Total	245.1	208.2	240.8	227.7	-1.6
	FCOJ	114.7	114.1	137.2	97.3	-20.2
	SSOJ	130.3	94.1	103.6	130.3	+19.2
Europe ^c	Total	776.6	913.8	818.3	752.6	-10.0
	FCOJ	579.7	718.6	601.0	574.5	-9.3
	SSOJ	196.9	195.1	217.3	178.1	-12.3
East Asia ^d	Total	96.4	129.5	121.0	143.7	+24.3
Others	Total	63.1	56.3	72.6	61.2	-4.3
Total		1,181.2	1,307.7	1,252.6	1,185.2	-5.0

^aAssumes exports with codes 2009.11.00 (FCOJ) and 2009.19.00 (Other) are 66° Brix, while exports with code 2009.12.00 (NFC) are 11.8° Brix.

^bU.S., Canada, and Mexico.

^cRussia, Ukraine, and Turkey are included in Europe.

^dChina, Japan, Taiwan, Hong Kong, Macau, South Korea, North Korea, Philippines, and Vietnam.

SOURCE: Secretary of External Commerce - Brazil

Florida FCOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 04/30/22 (FDOC Processor Week 30)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	317.8	259.7	-18.3	259.7	232.7	-10.4
Pack from Fruit	82.0	30.2	-63.1	28.6	19.9	-30.4
Imports^a	169.6	227.1	+33.9	165.0	134.7	-18.4
Availability	569.3	517.0	-9.2	453.3	387.4	-14.5
Movement	315.8	284.3	-10.0	163.0	184.3	+13.0
Bulk	260.0	228.0	-12.3	132.0	147.1	+11.4
Packaged	55.7	56.3	+0.9	31.0	37.1	+19.8
Ending Inventory	259.7	232.7	-10.4	290.3	203.1	-30.0
Bulk	254.1	226.7	-10.8	285.1	198.7	-30.3
Packaged	5.6	6.1	+9.4	5.2	4.4	-15.5
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^b	42.8	42.6	-0.4	53.4	33.1	-38.1

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, chilled OJ used in FCOJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

Florida SSOJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 04/30/22 (FDOC Processor Week 30)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	209.0	149.7	-28.4	149.7	124.6	-16.7
Pack from Fruit	292.8	241.2	-17.6	213.6	163.9	-23.3
Imports^a	55.5	108.1	+94.9	62.4	85.5	+37.1
Availability	557.3	498.9	-10.5	425.6	374.0	-12.1
Movement^b	389.1	367.2	-5.6	219.6	221.1	+0.7
Bulk	26.7	13.4	-49.9	6.1	6.0	-2.0
Packaged	362.4	353.9	-2.4	213.5	215.1	+0.8
Ending Inventory	149.7	124.6	-16.7	198.9	150.7	-24.2
Bulk	143.6	119.4	-16.8	193.9	144.7	-25.4
Packaged	6.1	5.1	-15.6	5.0	6.0	+19.8
	- weeks supply -		- % -	- weeks supply -		- % -
Carry Over - STD^c	20.0	17.6	-11.8	27.2	20.4	-24.8

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCOJ used in chilled OJ, net loss or gain during reprocessing and adjustments.

^bExcludes evaporated COJ.

^cSeason-to-date weeks supply based on season-to-date movement.

U.S. Orange Juice Imports^a

Season-to-Date October - March						
Country	Volume			FOB Value/SSG ^c		
	2020-21	2021-22	Change	2020-21	2021-22	Change
TOTAL OJ						
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Brazil	126.72	111.92	-11.7	1.16	1.40	+20.3
CBI ^b	1.21	0.15	-87.5	1.32	3.44	+160.9
Mexico	96.46	97.54	+1.1	1.81	2.00	+10.5
Other	9.94	14.91	+50.0	1.86	1.81	-3.1
TOTAL	234.33	224.52	-4.2	1.46	1.69	+15.7
NFC OJ						
Brazil	46.74	65.55	+40.3	1.40	1.50	+7.2
CBI ^b	0.00	0.00	N/A	0.00	0.00	N/A
Mexico	19.20	19.76	+2.9	2.71	2.75	+1.3
Other	0.24	1.09	+360.7	4.56	1.60	-64.9
TOTAL	66.17	86.40	+30.6	1.79	1.79	-0.3

^aIncludes OJ with added vitamins and minerals.

^bIncludes Dominican Republic-Central America initiatives

^cThe FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallon

SOURCE: U.S. Department of Commerce.

U.S. Orange Juice Exports^{a,b}

Season-to-Date October - March						
Country	Volume			FOB Value/SSG ^c		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	15.81	14.47	-8.5	4.89	4.95	+1.4
Europe	0.07	0.21	+183.8	6.34	4.77	-24.8
Japan	0.25	0.39	+59.5	5.35	4.70	-12.0
Other	6.34	6.36	+0.3	4.89	5.36	+9.7
TOTAL	22.47	21.44	-4.6	4.90	5.07	+3.5

^a Includes OJ with added vitamins and minerals.

^b FDOC Processor exports of OJ for the 2021-22 season were up 5.7%, season-to-date through 04/30/22

^c The FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

SOURCE: U.S. Department of Commerce.

Non-FDOC Processor FCOJ Disappearance Index

Item	Season-to-Date October - March		
	2020-21	2021-22	Change
- million SSE gallons -			- % -
Beginning Inventory^a	24.0	24.6	+2.5
Foreign Imports^b	<u>50.2</u>	<u>55.5</u>	<u>+10.7</u>
Availability^c	74.2	80.2	+8.1
Ending Inventory^a	<u>3.6</u>	<u>10.2</u>	<u>+187.6</u>
Non-FDOC Processor FCOJ Disappearance^d	70.6	69.9	-1.0

^aNational Agricultural Statistics Service (NASS), U.S. FCOJ cold storage minus FDOC Processor, FCOJ inventory, as reported in NASS-USDA, "Cold Storage" reports and FDOC Processor weekly reports.

^bU.S. Department of Commerce, FCOJ imports (excludes bonded product) minus FDOC Processor, FCOJ foreign product imported by members (includes bonded product).

^cBeginning inventory and imports.

^dNon-FDOC Processor FCOJ Disappearance is a partial Measure of non-Florida presumed consumption that does not include U.S. production from States other than Florida or U.S. exports.

U.S. Retail Orange Juice Sales

Expanded All Outlets Combined (xAOC)^a

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	414.43	397.80	-4.0	3,006.38	2,961.94	-1.5	7.25	7.45	+2.6
NFC	263.52	260.26	-1.2	2,272.40	2,294.14	+1.0	8.62	8.81	+2.2
RECON	150.92	137.54	-8.9	733.98	667.80	-9.0	4.86	4.86	-0.2
FCOJ	17.90	15.10	-15.6	91.81	77.46	-15.6	5.13	5.13	0.0
Shelf Stable	13.10	14.75	+12.6	95.72	112.35	+17.4	7.31	7.62	+4.2
TOTAL	445.42	427.65	-4.0	3,193.91	3,151.75	-1.3	7.17	7.37	+2.8

Season-to-Date through 04/23/22, Topline Report #7

	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
Refrigerated	225.11	217.98	-3.2	1,652.60	1,701.43	+3.0	7.34	7.81	+6.3
NFC	147.76	142.98	-3.2	1,278.70	1,320.93	+3.3	8.65	9.24	+6.8
RECON	77.36	75.00	-3.0	373.90	380.49	+1.8	4.83	5.07	+5.0
FCOJ	8.73	8.30	-5.0	44.66	43.73	-2.1	5.11	5.27	+3.1
Shelf Stable	7.73	7.40	-4.3	58.05	58.83	+1.4	7.50	7.95	+6.0
TOTAL	241.58	233.67	-3.3	1,755.31	1,803.99	+2.8	7.27	7.72	+6.3

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

U.S. Retail NFC Orange Juice

Promotional Pricing (xAOC)

Unit Sizes	Average Price Per Unit			Average Price Per Eq. Gallon		
	16 Week Period Ending			16 Week Period Ending		
	9/11/2021	1/1/2022	04/23/22	9/11/2021	1/1/2022	04/23/22
Non-Promotional Price						
NFC <11 oz	\$4.13	\$4.25	\$4.43	\$15.30	\$15.00	\$16.36
NFC 11-20 oz	\$1.73	\$1.77	\$1.89	\$18.37	\$18.89	\$20.08
NFC 20-50 oz	\$4.22	\$4.33	\$4.70	\$17.04	\$17.48	\$18.91
NFC 50-70 oz	\$3.89	\$3.94	\$4.07	\$9.15	\$9.22	\$9.54
NFC 70-110 oz	\$6.06	\$6.13	\$6.26	\$8.71	\$8.81	\$9.01
NFC >110 oz	\$6.98	\$7.11	\$7.45	\$6.98	\$7.11	\$7.33
Promotional Price^a						
NFC <11 oz	\$3.93	\$4.15	\$3.95	\$16.32	\$16.45	\$16.21
NFC 11-20 oz	\$1.52	\$1.64	\$1.67	\$15.92	\$17.57	\$17.65
NFC 20-50 oz	\$3.60	\$3.73	\$3.90	\$15.01	\$15.49	\$16.28
NFC 50-70 oz	\$3.32	\$3.31	\$3.49	\$8.04	\$8.09	\$8.50
NFC 70-110 oz	\$5.58	\$5.70	\$5.87	\$8.03	\$8.20	\$8.44
NFC >110 oz	\$6.68	\$6.23	\$6.73	\$6.68	\$6.23	\$6.73

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

^aPromotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

U.S. Retail NFC Orange Juice

Sales by Unit Size (xAOC)

Unit Sizes	Dollar Sales			Gallon Sales		
	16 Week Period Ending			16 Week Period Ending		
	9/11/2021	1/1/2022	04/23/22	9/11/2021	1/1/2022	04/23/22
NFC <11 oz	\$17,381,465	\$21,900,653	\$20,857,970	1,124,518	1,444,116	1,276,092
NFC 11-20 oz	\$29,973,533	\$33,548,949	\$33,431,901	1,663,149	1,793,542	1,693,128
NFC 20-50 oz	\$9,485,786	\$10,783,526	\$11,041,053	568,652	627,664	598,794
NFC 50-70 oz	\$412,803,796	\$476,651,048	\$486,015,447	46,974,873	54,630,933	53,118,716
NFC 70-110 oz	\$179,489,149	\$174,637,035	\$167,776,534	20,739,669	20,008,807	18,765,431
NFC >110 oz	\$25,018,053	\$28,610,084	\$28,392,298	3,589,277	4,078,415	3,897,399
% Sold on Promotion^a						
NFC <11 oz	15.9%	12.7%	8.3%	15.1%	11.7%	8.4%
NFC 11-20 oz	12.5%	13.3%	12.4%	14.2%	14.2%	13.8%
NFC 20-50 oz	16.0%	13.7%	15.9%	17.8%	15.2%	18.0%
NFC 50-70 oz	29.9%	40.4%	34.9%	32.7%	43.6%	37.6%
NFC 70-110 oz	8.0%	12.6%	10.8%	8.6%	13.4%	11.4%
NFC >110 oz	1.6%	9.1%	7.4%	1.7%	10.3%	8.0%

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

^aPromotional prices includes features, displays, and combined feature and display prices. Temporary price reductions (TPR) are not included in promotional prices.

FDOC Processor Delivered-In Prices

Variety	STD Prices Reported for Canner's A		
	2020-21	2021-22	Change
	- \$ / PS -		- % -
Early & Midseason Oranges ^a	\$1.70	\$2.21	30.0%
Late Season Oranges ^b	\$2.51	\$2.89	15.1%
White Grapefruit ^c	\$2.21	\$2.74	24.0%
Red/Pink Grapefruit ^c	\$2.28	\$2.84	24.6%

^a 2021-22 Season final price from 02/12/22. 2020-21 Season final price from 02/13/21.

^b 2021-22 STD price through 04/30/22. 2020-21 STD price through 05/01/21.

^c 2021-22 Season final price from 04/10/22. 2020-21 Season final price from 04/17/21.

Sao Paulo Processed Orange Spot Prices
Monthly Average and Season-to-Date

Season	April Average		Season-to-Date ^a (July - April)	
	Price	Change from Year Ago	Price	Change from Year Ago
	- \$ / box ^b -	- % -	- \$ / box ^b -	- % -
2019-20	3.91		4.78	
2020-21	4.65	+18.9	4.49	-6.2
2021-22	5.86	+26.0	5.50	+22.6

^a Unweighted average of monthly prices.

^b In U.S. dollars as reported at the CEPEA website.

Florida Fresh Orange and Specialty Fruit Shipments and FOB Prices Season-to-Date

Variety	Shipments through 04/17/22			FOB Price through 05/01/22		
	2020-21 STD	2021-22 STD	Change	2020-21 Final	2021-22 STD	Change
	- 1,000 of 4/5 bu. cartons -		- % -	- \$ / carton -		- % -
Early & Mid Oranges	2,232	1,913	-14.3	0.00	15.84	N/A
Navel	598	582	-2.7	15.73	19.30	+22.7
Valencia	3,204	2,340	-27.0	15.61	17.61	+12.8
Tangelo	85	90	+5.9	20.78	33.28	+60.2
Early Tangerines ^a	846	677	-20.0	27.38	12.92	-52.8
Honey / Murcotts	134	96	-28.2	18.36	25.32	+37.9
Royal Tangerines / Temples	31	13	-56.8	19.44	N/A	N/A
TOTAL	7,130	5,711	-19.9			

Source: Fresh fruit shipments as reported by FDACS. FOB prices as released by the Citrus Administrative Committee.

^aPrices for Sunburst.

Selected Competitive Fresh Fruit Shipments

U.S. Clementine, Tangerine and Wilkings Imports				Texas Fresh Grapefruit Shipments		
2020-21	2021-22	Change		2020-21	2021-22	Change
August - March				STD - 04/30/22		
- million pounds -		- % -	- 1,000 Equivalent ¹ 4/5 Bu. Cartons -			- % -
462.4	603.5	+30.5	Total	2,713	1,495	-44.9
			Domestic	2,512	1,487	-40.8
			Canada	96	8	-92.0
			Overseas	105	-	-100.0
Source: U.S. Department of Commerce.			Source: Texas Valley Citrus Committee.			

¹Reported as 7/10 Bu. Cartons, converted by equivalent weight to standard Florida 4/5 Bu. Carton.

Florida FCGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date 04/30/22 (FDOC Processor Week 30)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	6.9	7.3	+7.0	7.3	5.7	-22.5
Pack from Fruit	2.2	1.3	-42.1	1.3	0.9	-31.6
Imports^a	1.4	0.9	-36.1	0.5	0.3	-40.9
Availability	10.5	9.5	-9.2	9.1	6.9	-24.8
Movement	2.0	3.8	+90.0	2.2	2.5	+18.3
Bulk	1.9	3.7	+96.6	2.1	2.5	+20.7
Packaged	0.1	0.1	-10.6	0.1	0.0	-71.7
Ending Inventory	7.3	5.7	-22.5	7.0	4.3	-38.1
Bulk	7.3	5.7	-22.6	7.0	4.3	-38.2
Packaged	0.0	0.0	+6.7	0.0	0.0	+7.7
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	188.8	78.5	-58.4	97.4	51.0	-47.6

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCGJ used in chilled GJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

Florida SSGJ Availability, Movement and Inventory

Item	Prior Season Comparison (October - September)			Season-to-Date: 04/30/22 (FDOC Processor Week 30)		
	2019-20	2020-21	Change	2020-21	2021-22	Change
	- million PS -		- % -	- million PS -		- % -
Beginning Inventory	8.5	9.5	+11.5	9.5	8.8	-7.1
Pack from Fruit	10.6	8.1	-23.6	8.1	6.2	-23.4
Imports^a	2.0	1.7	-18.2	1.2	2.5	+112.6
Availability	21.1	19.3	-8.9	18.7	17.5	-6.7
Movement	10.4	10.4	-0.2	6.2	7.0	+13.1
Bulk	-0.1	-0.3	+160.9	-0.1	-0.1	-32.0
Packaged	10.6	10.8	+1.7	6.3	7.0	+12.4
Ending Inventory	9.5	8.8	-7.1	12.6	10.6	-15.4
Bulk	9.2	8.7	-5.9	12.4	10.5	-15.3
Packaged	0.3	0.1	-47.4	0.2	0.1	-24.5
	- - weeks supply - -		- % -	- - weeks supply - -		- % -
Carry Over^b	47.3	44.0	-6.9	61.4	45.9	-25.3

^aAlso includes domestic receipts by members of non-Florida product, foreign imports, reprocessed tangerine juice, FCGJ used in chilled GJ, net loss or gain during reprocessing and adjustments.

^bSeason-to-date weeks supply based on season-to-date movement.

U.S. Grapefruit Juice Exports^{a,b}

Season-to-Date October - March						
Country	Volume			FOB Value/SSG ^c		
	2020-21	2021-22	Change	2020-21	2021-22	Change
	- million SSE gallons -		- % -	- \$/SSE gallon -		- % -
Canada	0.72	0.97	+34.8	4.15	3.92	-5.4
Europe	0.48	0.52	+7.7	3.72	5.65	+51.8
Japan	0.51	0.28	-46.0	4.70	4.50	-4.3
Other	0.51	0.95	+87.1	4.79	4.98	+4.0
TOTAL	2.22	2.72	+22.1	4.33	4.68	+8.1

^a SOURCE: U.S. Department of Commerce.

^b FDOC Processor exports of GJ for the 2021-22 season were down 52.5%, season-to-date through 04/30/22.

^c The FOB value of the products reported by the exporter, which does not include duties, freight, custom fees or other charges, divided by the reported number of single strength gallons.

U.S. Retail Grapefruit Juice Sales

Expanded All Outlets Combined (xAOC)^a

Item	Volume Sales			Dollar Sales			Price/Eq Gallon		
	2019-20	2020-21	Change	2019-20	2020-21	Change	2019-20	2020-21	Change
	- million SSE gallons -		- % -	- million dollars -		- % -	- \$/SSE gallon -		- % -

Full Season Results for the Previous Two Seasons

Refrigerated	9.07	8.65	-4.7	85.46	83.75	-2.0	9.42	9.69	+2.8
NFC	8.91	8.47	-5.0	82.66	80.35	-2.8	9.27	9.49	+2.3
RECON	0.15	0.18	+15.2	2.80	3.39	+21.3	18.16	19.12	+5.3
FCGJ	0.47	0.42	-10.4	1.80	1.93	+7.5	3.83	4.60	+20.0
Shelf Stable	2.99	2.97	-0.5	22.11	22.97	+3.9	7.41	7.73	+4.4
TOTAL	12.52	12.04	-3.9	109.37	108.66	-0.7	8.73	9.03	+3.4

Season-to-Date through 04/23/22, Topline Report #7

	2020-21	2021-22	Change	2020-21	2021-22	Change	2020-21	2021-22	Change
Refrigerated	4.79	4.54	-5.1	45.87	45.27	-1.3	9.58	9.97	+4.0
NFC	4.69	4.43	-5.6	44.08	43.08	-2.3	9.39	9.73	+3.6
RECON	0.09	0.11	+18.4	1.79	2.18	+21.8	19.01	19.55	+2.8
FCOJ	0.21	0.22	+7.0	0.80	1.27	+58.3	3.88	5.73	+47.9
Shelf Stable	1.59	1.51	-4.7	12.02	12.74	+6.0	7.58	8.43	+11.2
TOTAL	6.58	6.27	-4.6	58.69	59.28	+1.0	8.92	9.45	+5.9

Source: Nielsen. xAOC = Expanded All Outlets Combined. xAOC data consists of POS data for U.S. grocery stores doing \$2 million and greater annual sales, drug stores doing \$1 million and greater annual sales, mass merchandisers (like Target), Walmart, club (Sam's and BJ's), dollar stores (Dollar General, Family Dollar and Fred's), and military/DECA.

Florida Fresh Grapefruit Shipments

Season-to-Date through 04/17/22

Destination/Variety	2020-21 STD	2021-22 STD	Change
- 1,000 4/5-bu. cartons -			- % -
Domestic & Canadian - All	2,678	2,766	+3.3
White	95	168	+76.1
Red/Pink	2,583	2,599	+0.6
Offshore Exports - All	1,098	736	-32.9
White	177	106	-40.2
Red/Pink	921	630	-31.5
TOTAL - All	3,777	3,503	-7.2
White	273	274	+0.4
Red/Pink	3,504	3,229	-7.8

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Shipments

Season-to-Date through 04/17/22

Country	2020-21 STD	2021-22 STD	Change
- 1,000 4/5-bu. cartons -			- % -
United States	2,460	2,603	+5.8
Canada	219	163	-25.5
Europe	524	416	-20.7
Japan	362	202	-44.2
Other	212	119	-44.0
TOTAL - All	3,777	3,503	-7.2

Source: DFVI, Florida Dept. of Agriculture

Florida Fresh Grapefruit Domestic FOB Prices
Season-to-Date through 05/01/22

Variety	FOB Price		
	2020-21	2021-22	Change
	Final	STD	
	- \$ / carton -		- % -
TOTAL^a	19.52	19.74	+1.1
White	31	20.65	-33.4
Red/Pink	18.63	19.66	+5.5

^aWeighted average based on FDACS reporting of fresh fruit shipments
Source: Citrus Administrative Committee

Foreign Exchange Rates Per USD

Date	Euro	Real	Yen
Annual			
2017	0.8871	3.1875	112.1351
2018	0.8472	3.6398	110.3812
2019	0.8932	3.9440	109.0191
2020	0.8692	5.1704	106.7155
2021	0.8455	5.3959	109.7795
2021 (through April)	0.8320	5.3555	108.0753
2022 (through April)	0.9241	5.1195	124.8804
% Change	+11.1	-4.4	+15.5
Average for Month of April			
2021	0.8367	5.5857	109.140
2022	0.9233	4.7374	126.049
% Change	+10.4	-15.2	+15.5