

The Florida Senate
COMMITTEE MEETING EXPANDED AGENDA

AGRICULTURE
Senator Collins, Chair
Senator Boyd, Vice Chair

MEETING DATE: Tuesday, January 17, 2023
TIME: 11:00 a.m.—12:30 p.m.
PLACE: 301 Senate Building

MEMBERS: Senator Collins, Chair; Senator Boyd, Vice Chair; Senators Baxley, Berman, Grall, Mayfield, Rouson, Simon, and Thompson

TAB	BILL NO. and INTRODUCER	BILL DESCRIPTION and SENATE COMMITTEE ACTIONS	COMMITTEE ACTION
1	Presentation on the Impact of the 2022 Hurricanes on Agriculture by Dr. Christa Court, Director of the Economic Impact Analysis Program, University of Florida Institute of Food and Agricultural Sciences		Presented
2	Presentation on the State of the Citrus Industry by Shannon Shepp, Executive Director of the Department of Citrus		Presented
3	Presentation on Challenges Facing the Citrus Industry by Matt Joyner, Executive Vice President/CEO of Florida Citrus Mutual and Glen Beck, Beck Brothers Citrus		Presented
Other Related Meeting Documents			



ECONOMIC IMPACT OF HURRICANE IAN ON FLORIDA AGRICULTURE

**DR. CHRISTA D. COURT, ASSISTANT PROFESSOR
DR. XIAOHUI QIAO, RESEARCH ASSISTANT PROFESSOR
DR. BIJETA BIJEN SAHA, POSTDOCTORAL RESEARCH ASSOCIATE
FEI HE, GRADUATE RESEARCH ASSISTANT
KELSEY MCDAID, RESEARCH COORDINATOR**

**FOOD AND RESOURCE ECONOMICS DEPARTMENT
UNIVERSITY OF FLORIDA**

**PREPARED FOR 2023 SENATE AGRICULTURE COMMITTEE
JANUARY 17, 2023**

Agricultural assets at risk



- Standing annual and perennial crops
- Live animals
- Forest inventory
- Nursery/greenhouse structures
- Irrigation systems
- Roads, ditches, stormwater impoundments
- Livestock and aquaculture facilities
- Farm machinery
- Farm homes and office buildings
- Packinghouses and processing facilities
- Research, extension, and teaching facilities

Photo Source: UF/IFAS

Impacts of natural disasters on agriculture

“Losses” vs. “Damages”



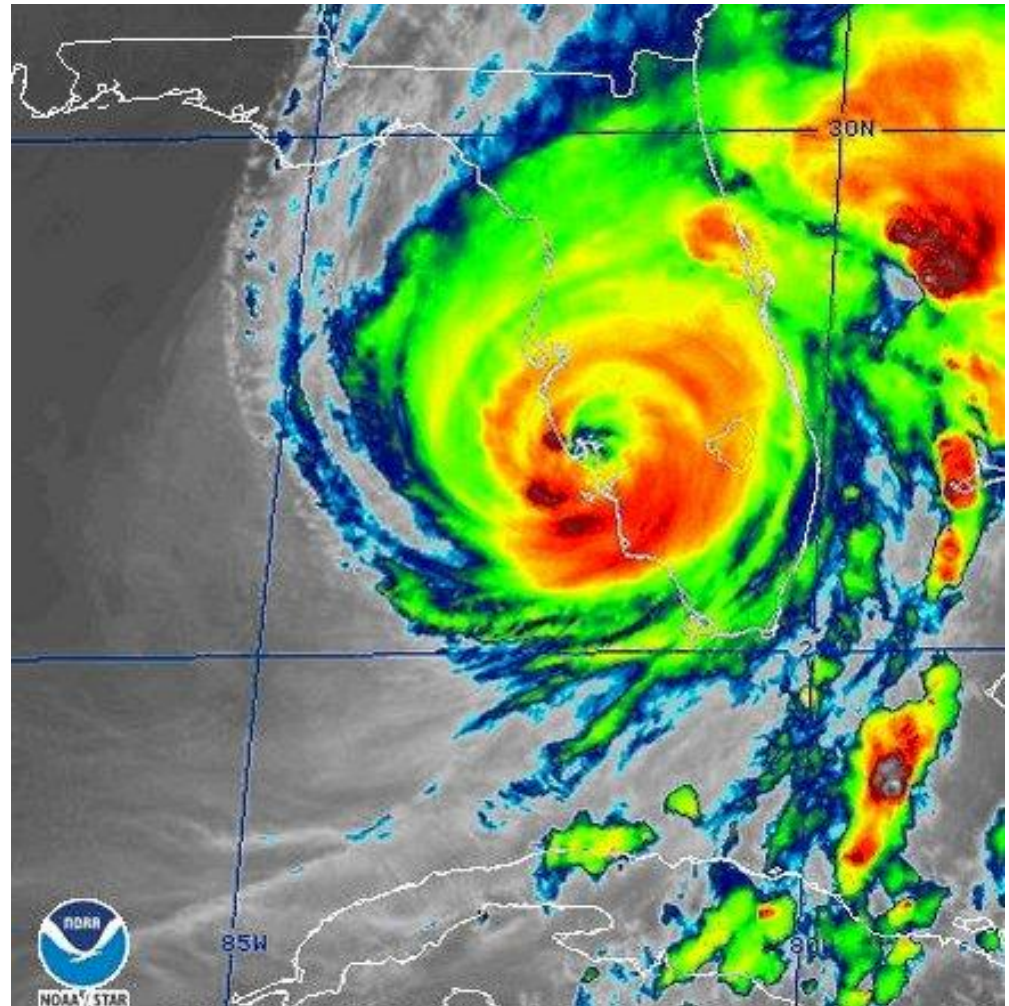
Important considerations for measuring impacts of natural disasters on agriculture



- **Climate-related disasters are the most destructive to agriculture**
- **Agriculture is a seasonal activity**
- **Sectoral impacts can vary widely**
- **Short-term impacts vs. medium- and long-term impacts**
- **Difficulty in measuring broader regional economic impacts of production losses.**

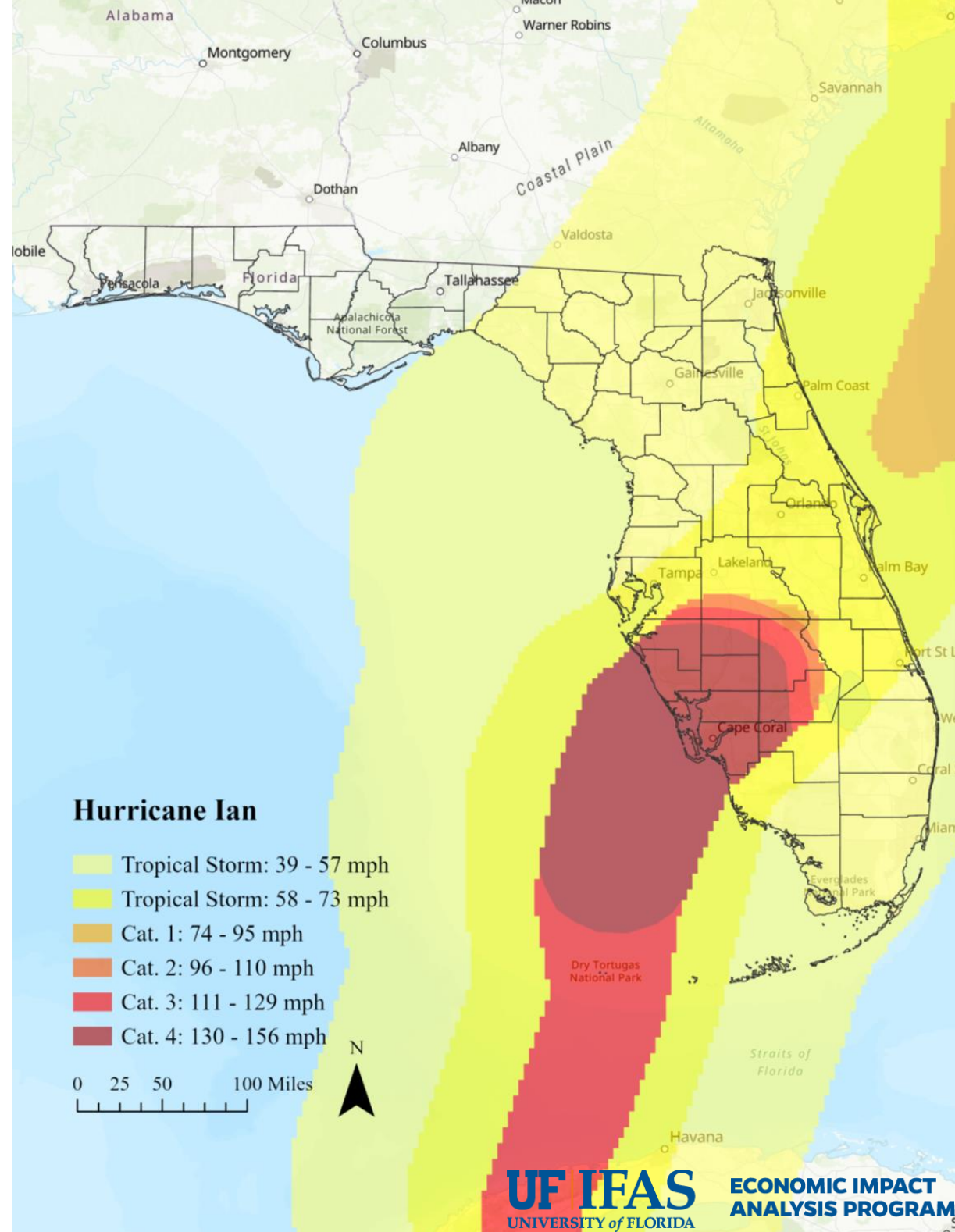
Hurricane Ian

- Strengthened to a Category 4 storm before landfall
- Landfall near Cayo Costa, FL on September 28, 2022, just south of Punta Gorda, FL
- High winds, devastating storm surge, extreme precipitation, major flooding



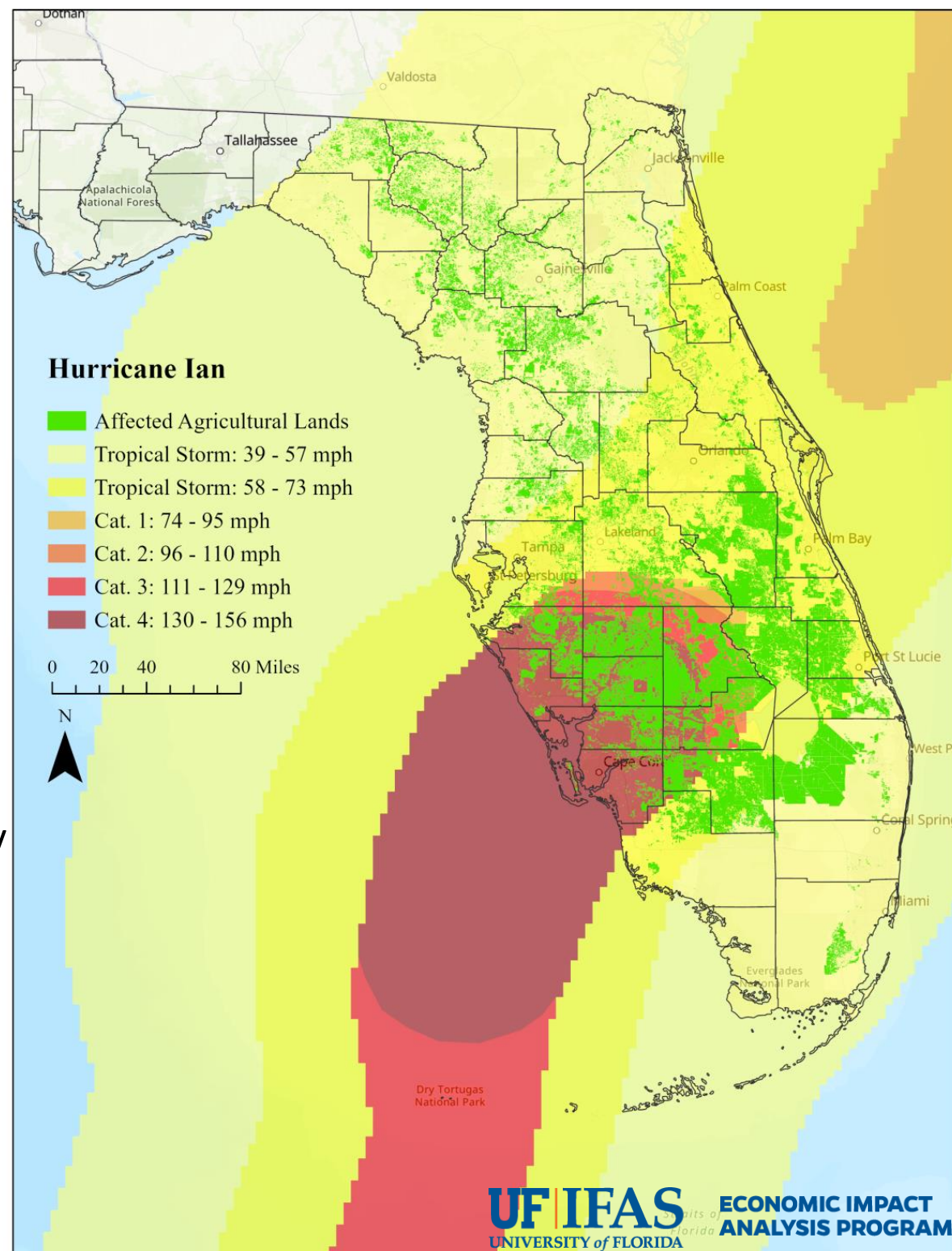
Hurricane Ian wind swath

- Counties (**whole** or partial) experiencing hurricane force winds:
 - **Charlotte**
 - Collier
 - **DeSoto**
 - Glades
 - **Hardee**
 - Hendry
 - **Highlands**
 - Hillsborough
 - **Lee**
 - **Manatee**
 - Okeechobee
 - Osceola
 - Polk
 - **Sarasota**
- All but 16 of the remaining counties (Western Panhandle) experienced tropical storm-force winds

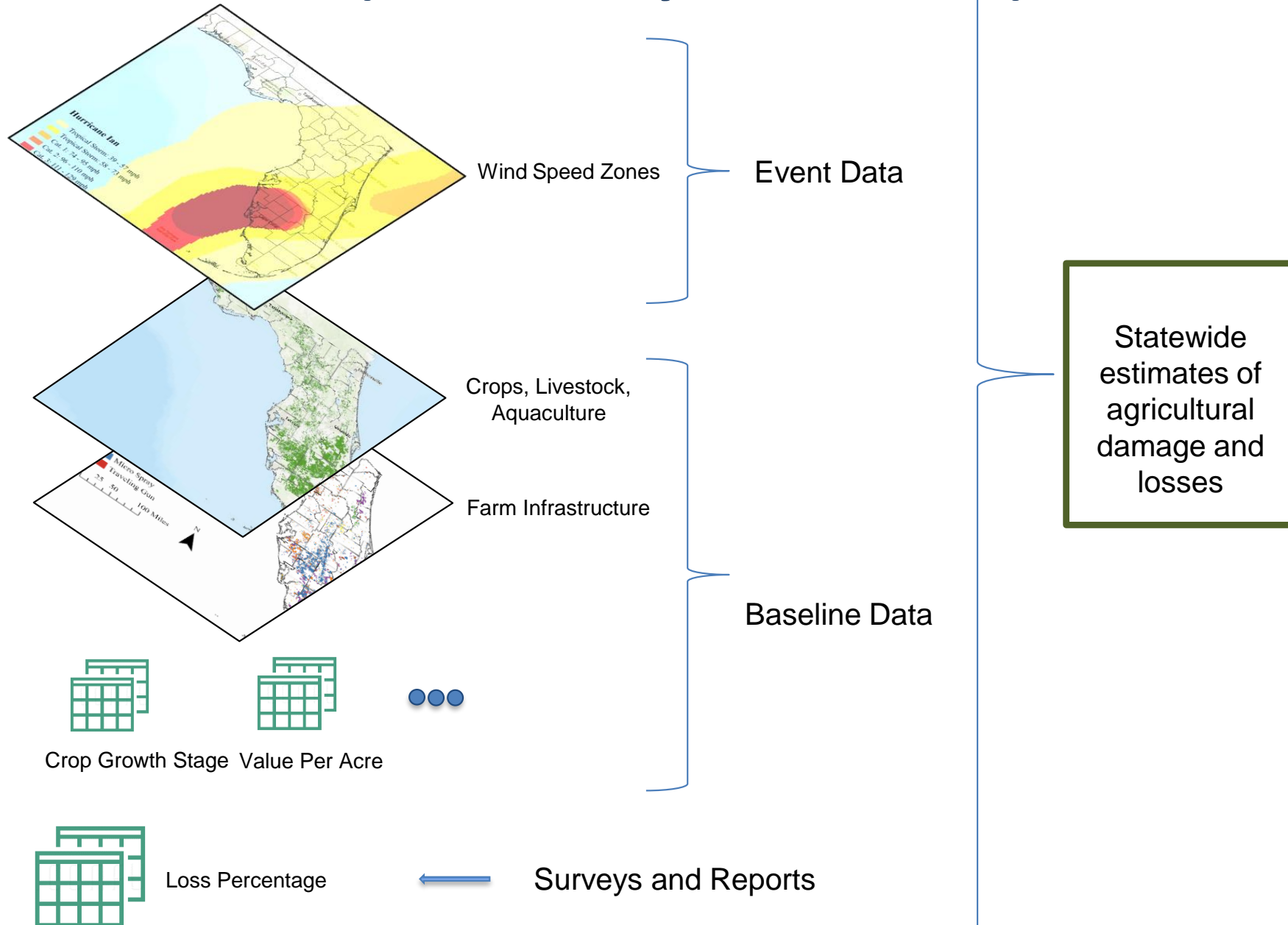


Agricultural lands impacted by Hurricane Ian

- Nearly five million acres of agricultural land affected
 - ~ 60% grazing land
- Over 700,000 acres affected by Cat. 4 hurricane conditions
 - ~ 63% grazing land
- Additional ~500,000 acres affected by less intense hurricane (Cat. 1 – 3) conditions
- Remainder of the peninsula affected by tropical storm conditions
- Commodity groups most affected (in terms of acreage) by hurricane conditions (not including grazing land):
 - Citrus
 - Vegetables and melons



Direct agricultural damage and loss estimation (Preliminary assessment)



<https://go.ufl.edu/ianagimpacts>

Estimating agricultural losses due to Hurricane Ian

- Production loss estimates convey the percentage/value of annual production (calendar year 2022 or marketing year 2022-23) that has been lost due to Hurricane Ian.
 - Some crops have multiple growing seasons in Florida and others sell products year-round, which has been roughly accounted for in estimated loss percentage values.
 - Losses that might occur in calendar year 2023, marketing year 2023-2024, or beyond are not assessed and would be “in addition to” these estimates.
- The low and high scenarios should be interpreted as low and high estimates on average losses for the relevant commodity group and storm zone and should not be interpreted as minimum and maximum values for individual producers or for commodity groups.
- Production loss estimates do not include the value of damages or destruction to stored inputs, stored harvested products, or infrastructure (including perennial plantings and lost/deceased animals).
- These estimates do not account for the fact that some crop losses might be eligible for or covered by crop insurance or other risk management tools available to producers.

Estimated agricultural losses due to Hurricane Ian (Preliminary assessment)

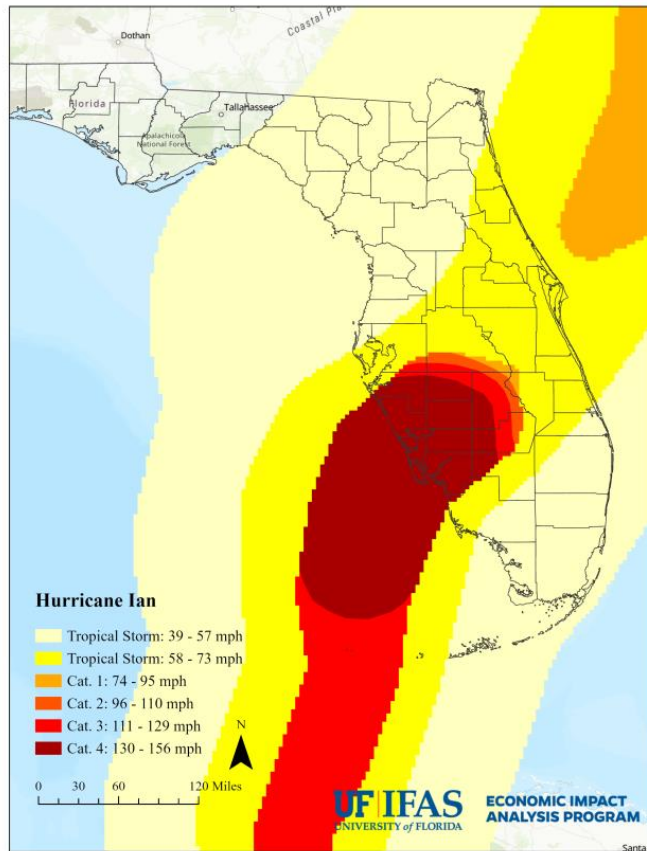
Table 4: Estimated potential range of agricultural losses due to Hurricane Ian by commodity group

Commodity Group	Estimated Losses (2022\$)	
	Low Scenario	High Scenario
Citrus	146,893,127	304,262,703
Fruit (Non-citrus) and Tree Nuts	78,252,802	184,465,330
Vegetables and Melons	208,031,264	393,515,827
Field and Row Crops	86,434,127	160,358,621
Horticultural Crops	153,531,344	297,047,800
Animals and Animal Products	113,471,791	221,561,186
TOTAL	786,614,456	1,561,211,468

Data source: Author's calculations based on preliminary analysis of survey data along with observations from previously analyzed tropical cyclone events (Irma [2017] and Michael [2018]).

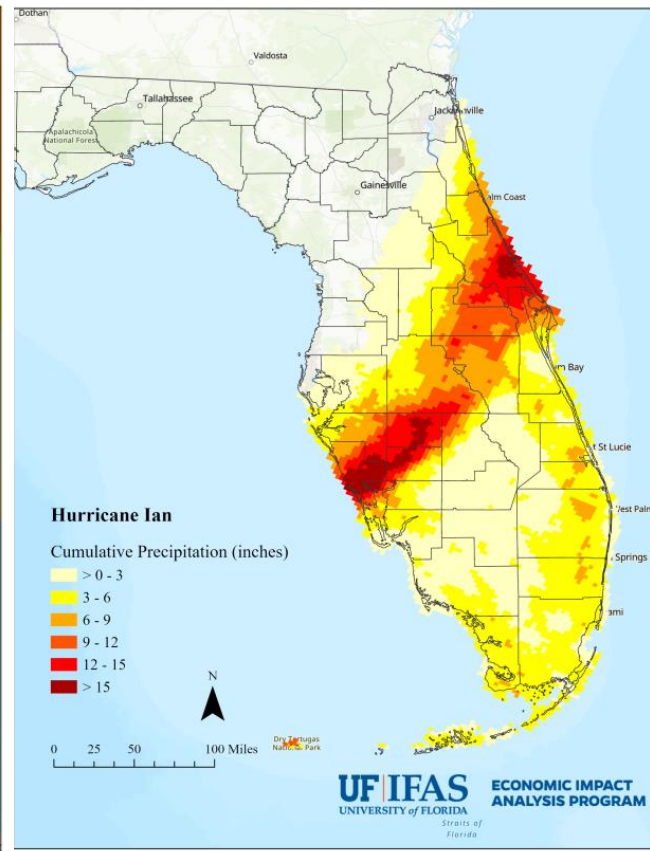
Note: These production loss estimates are preliminary and might change as additional information specific to Hurricane Ian is collected.

...but it's not just wind!



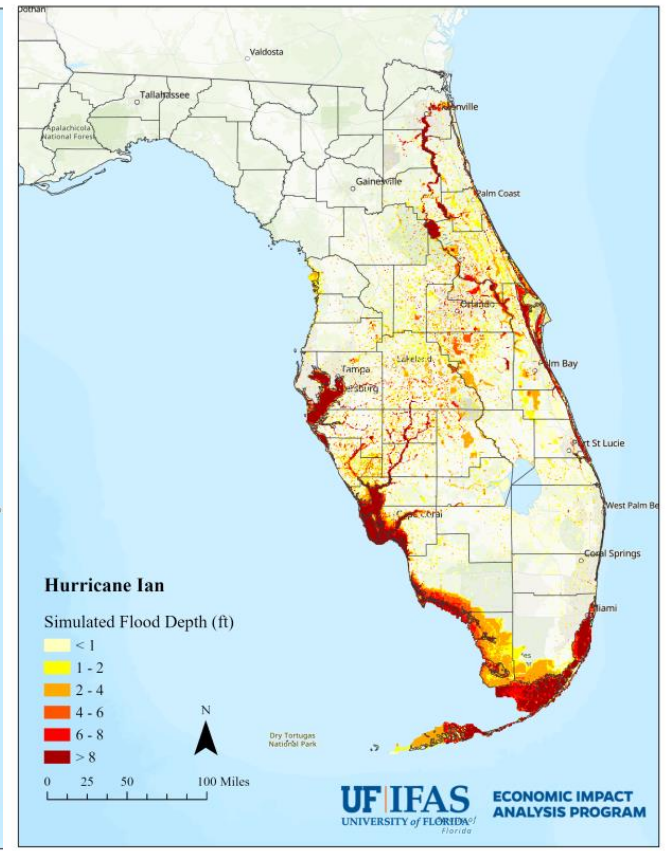
Wind Speed Zones

Data source: [National Hurricane Center](#)



Precipitation (9/24-9/30)

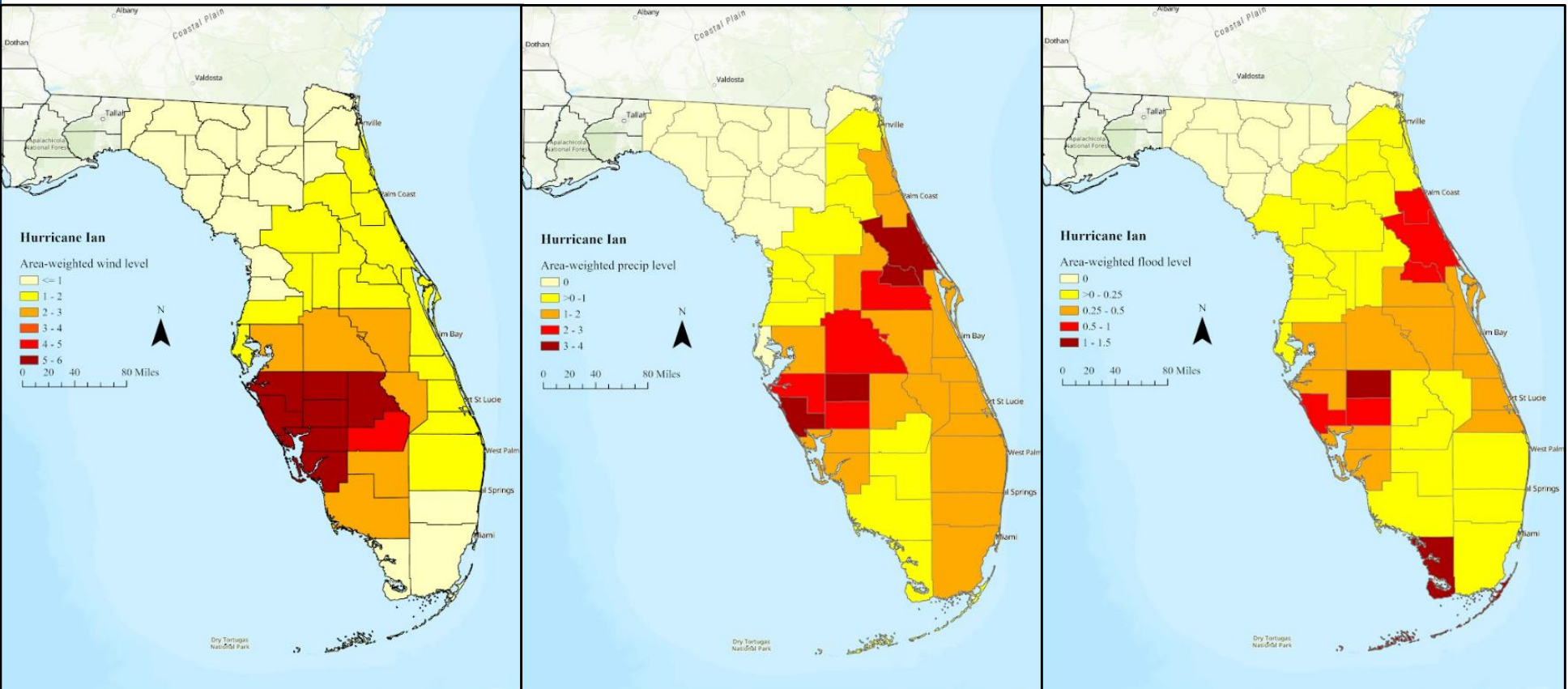
Data source: [National Weather Service](#)



Flood Depth

Data source: [Pacific Northwest National Laboratory Modeling Results](#)

...but it's not just wind!



Area weighted wind speed level

Data source: [National Hurricane Center](#) and authors' calculations

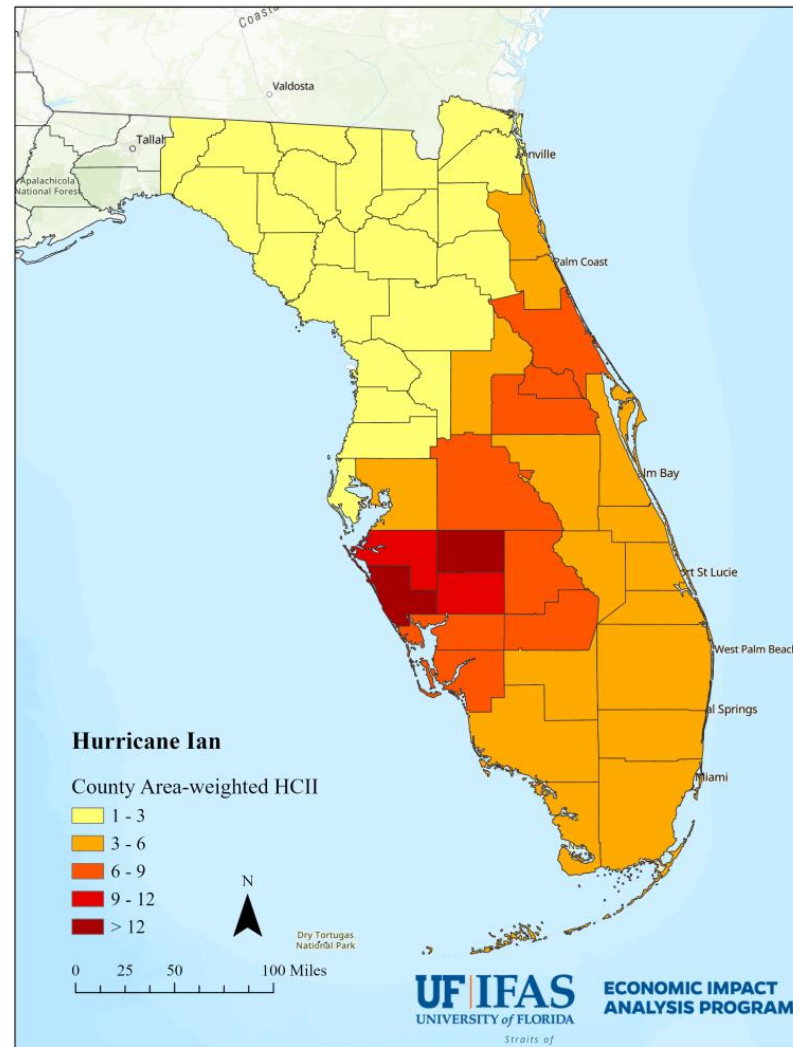
Area-weighted precipitation level

Data source: [National Weather Service](#) and authors' calculations

Area-weighted flood level

Data source: [Pacific Northwest National Laboratory Modeling Results](#) and authors' calculations

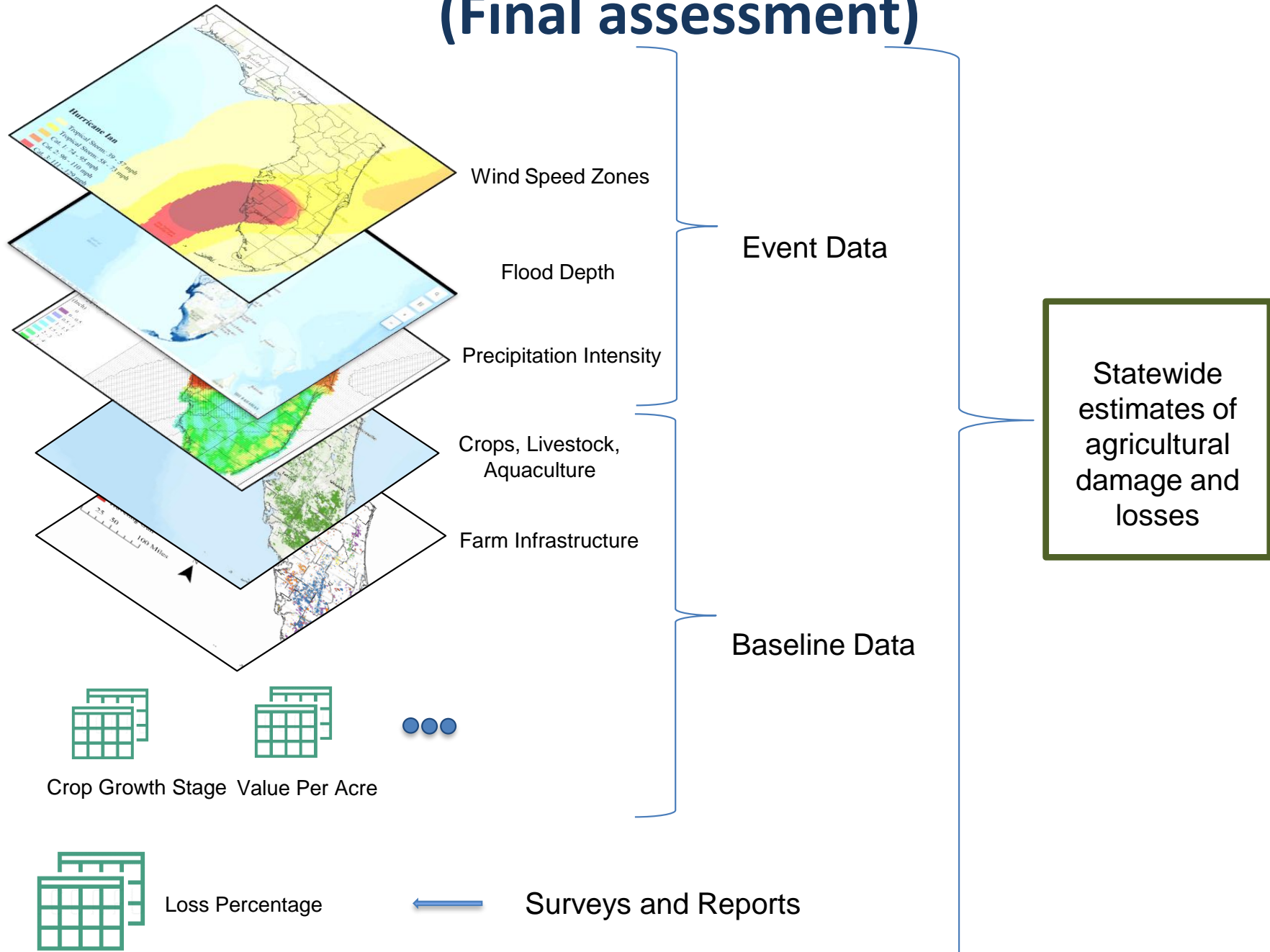
Estimated composite intensity of Hurricane Ian



Composite intensity of wind, precipitation, and flood depth

Data source: [National Hurricane Center](#), [National Weather Service](#),
[Pacific Northwest National Laboratory Modeling Results](#) and authors' calculations

Direct agricultural damage and loss estimation (Final assessment)



<https://go.ufl.edu/ianagimpackts>

Estimated acreage of agricultural lands impacted by Hurricane Ian (Final assessment)

Commodity Group	Hurricane Composite Intensity Index (HCII)					Grand Total
	1~3	3 ~ 6	6 ~ 9	9 ~ 12	12 ~ 15	
Citrus	53,133	107,004	143,928	71,236	-	375,302
Field and Row Crops	916,633	130,909	24,058	5,828	-	1,077,427
Fruit (Non-citrus) and Tree Nuts	17,178	10,477	3,654	2,076	-	33,385
Horticultural Crops	40,170	22,840	5,064	4,335	17	72,426
Animals and Animal Products	1,321,480	1,151,468	466,573	122,954	239	3,062,715
Vegetables and Melons	76,215	32,709	32,968	17,380	0	159,272
Total	2,424,809	1,455,407	676,245	223,810	256	4,780,527

*****Results are preliminary and subject to change*****

Estimated annual value of production on agricultural lands impacted by Hurricane Ian (Final assessment)

Commodity Group	Hurricane Composite Intensity Index (HCII)					Grand Total
	1~3	3 ~ 6	6 ~ 9	9 ~ 12	12 ~ 15	
Citrus	78,039,702	157,490,220	211,395,206	104,628,722	-	551,553,849
Field and Row Crops	1,161,889,744	106,664,978	14,334,751	1,625,743	-	1,284,515,216
Fruit (Non-citrus) and Tree Nuts	157,433,228	289,110,839	109,884,823	58,319,820	-	614,748,710
Horticultural Crops	1,489,240,656	928,067,865	146,606,053	124,765,956	347,772	2,689,028,302
Animals and Animal Products	1,045,377,395	269,724,923	138,560,803	151,061,866	56,513	1,604,781,500
Vegetables and Melons	754,086,295	239,405,498	413,393,106	241,619,003	321	1,648,504,223
Total	4,686,067,020	1,990,464,323	1,034,174,742	682,021,110	404,606	8,393,131,801

Note: Values are in 2022 dollars

*****Results are preliminary and subject to change*****

Estimated production losses due to Hurricane Ian (Final assessment)

Commodity Group	Hurricane Composite Intensity Index (HCII)					Grand Total
	1~3	3 ~ 6	6 ~ 9	9 ~ 12	12 ~ 15	
Citrus	\$15,607,940	\$62,996,088	\$105,697,603	\$62,777,233	-	\$247,078,864
Field and Row Crops	\$116,188,974	\$10,666,498	\$2,866,950	\$487,723	-	\$130,210,145
Fruit (Non-citrus) and Tree Nuts	\$23,614,984	\$57,822,168	\$32,965,447	\$23,327,928	-	\$137,730,527
Horticultural Crops	\$74,462,033	\$92,806,787	\$29,321,211	\$31,191,489	\$104,332	\$227,885,850
Animals and Animal Products	\$52,268,870	\$26,972,492	\$20,784,120	\$22,659,280	\$14,128	\$122,698,891
Vegetables and Melons	\$37,704,315	\$35,910,825	\$82,678,621	\$48,323,801	\$80	\$204,617,641
Total	\$319,847,116	\$287,174,857	\$274,313,952	\$188,767,454	\$118,540	\$1,070,221,919

Note: Values are in 2022 dollars

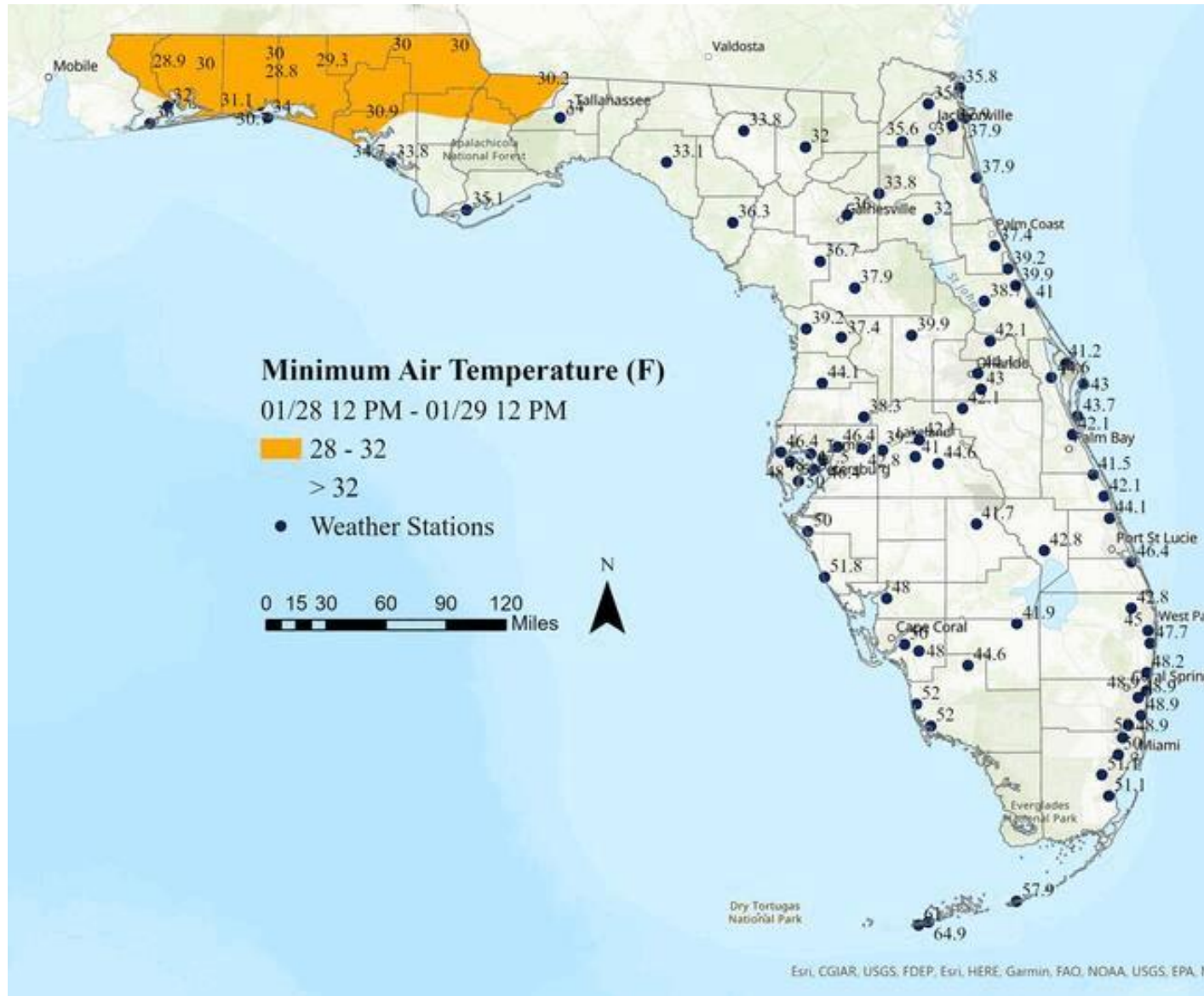
*****Results are preliminary and subject to change*****

Remaining questions and uncertainties

- **Comprehensive understanding of the impacts of wind, precipitation, and flooding on farming and ranching operations**
 - Impacts to yield and quality that are not yet fully apparent
 - Can vary widely by commodity and type of impact
- **Grower decisions related to delayed planting or replanting damaged crops that were early in season**
 - How might this affect time to market and value of crop?
- **Tipping points in terms of high levels of loss**
 - At what point does a high level of loss become a total loss in the sense that the costs to maintain and harvest outweigh projected revenues?

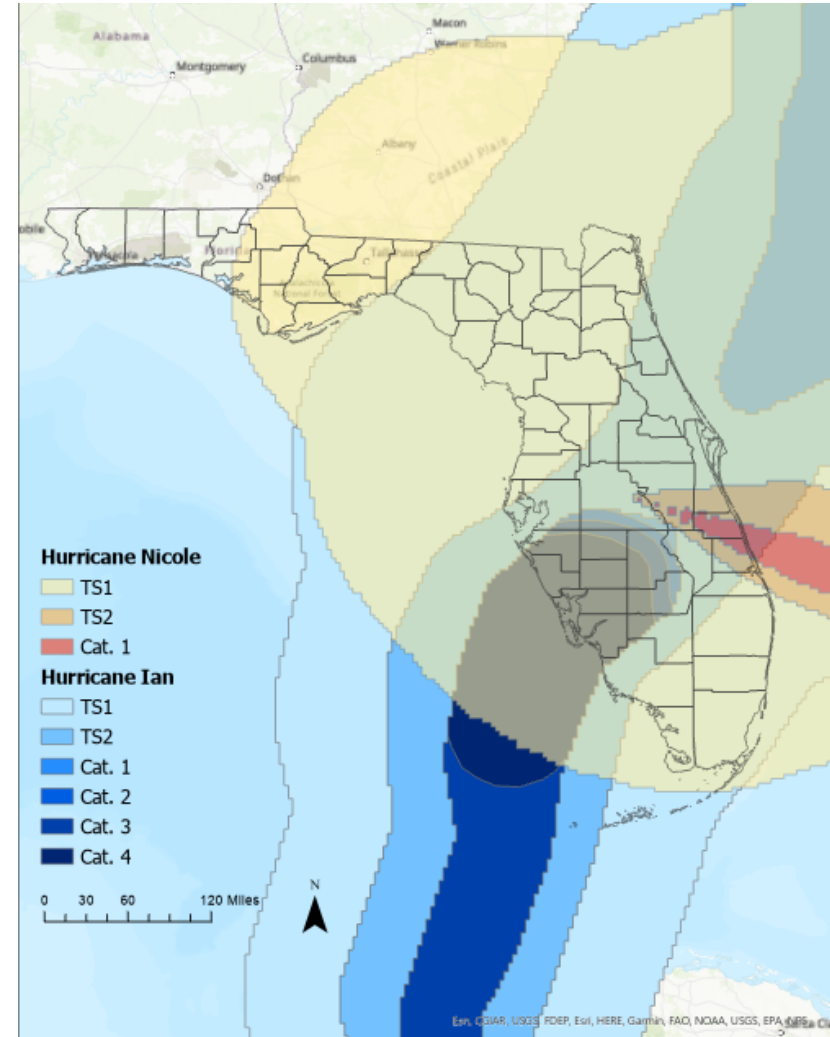
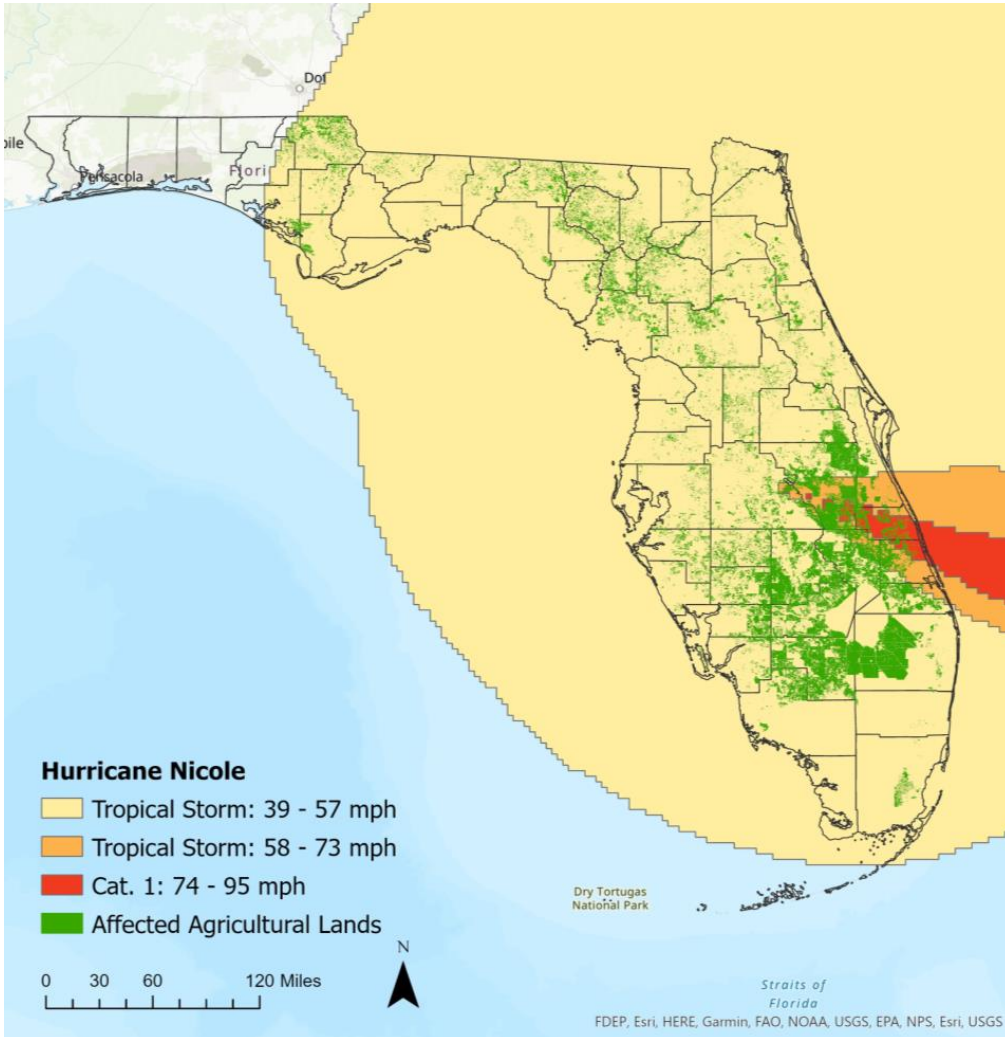
Have to consider compounding disasters...

January 2022 Freeze event



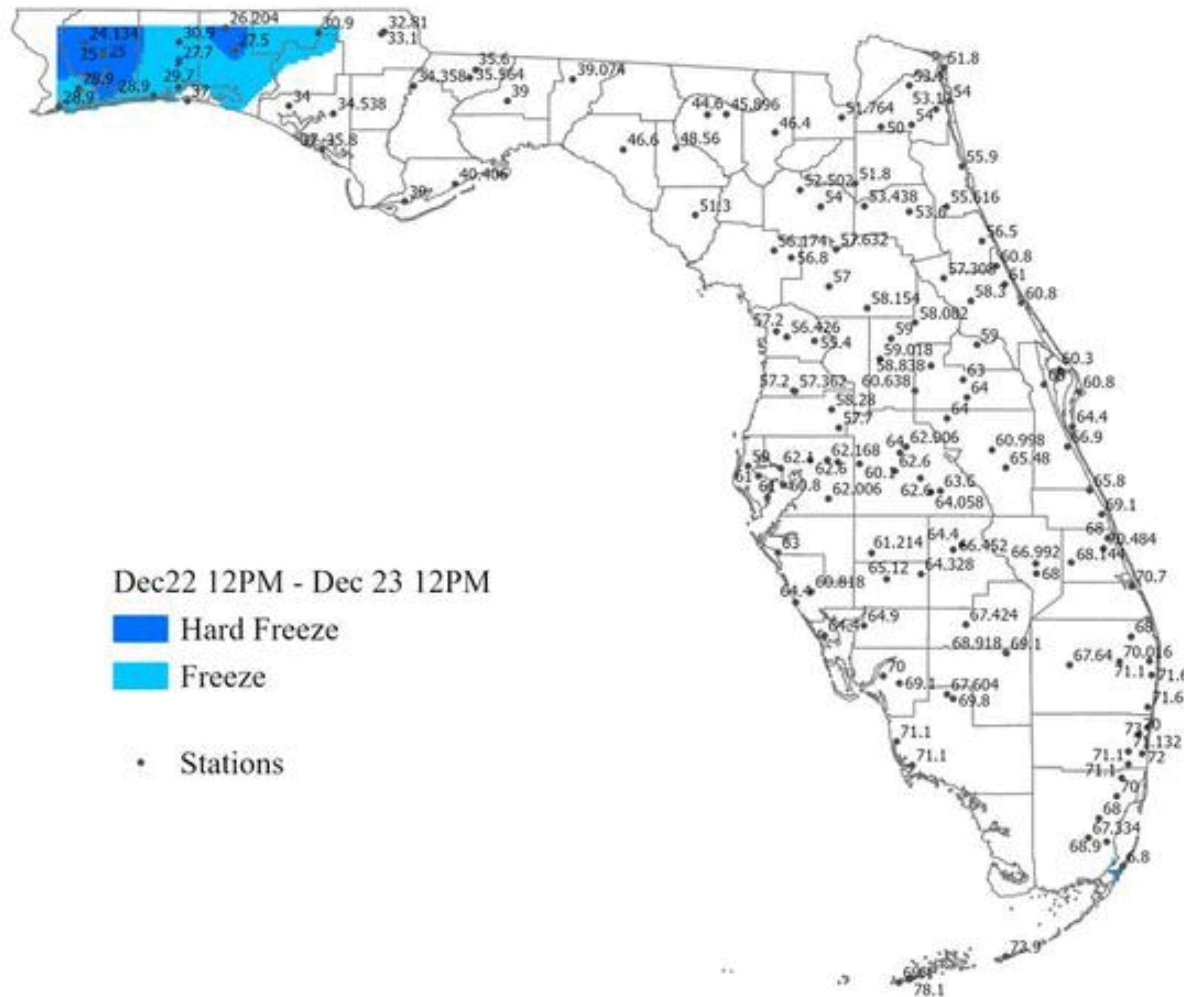
Have to consider compounding disasters...

Hurricane Nicole



Have to consider compounding disasters...

December 2022 Freeze event



*****Results are preliminary and subject to change*****

Continued work

- **Survey improvements**
 - Crop-specific adjustments to ensure we are accurately capturing impact types
 - Improve assessment of infrastructure impacts
- **Continued efforts to encourage information sharing to decrease redundancy in data collection within state and federal agencies**
- **Identifying sources of funding and data to continue to move towards “State of the Art” agricultural impact assessment tools**
 - Tip the scales on the accuracy/speed tradeoff





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Connect. Explore. Engage.

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**ECONOMIC IMPACT
ANALYSIS PROGRAM**

Florida Department of Citrus

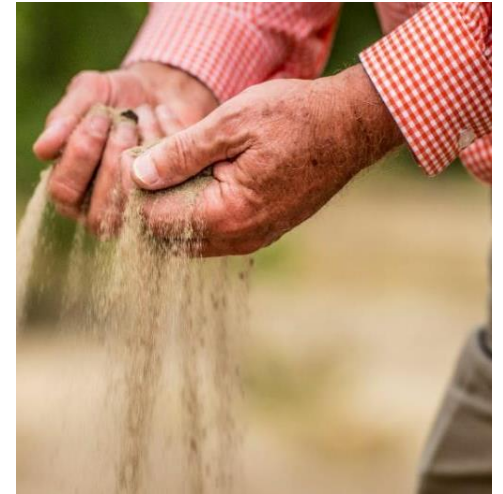
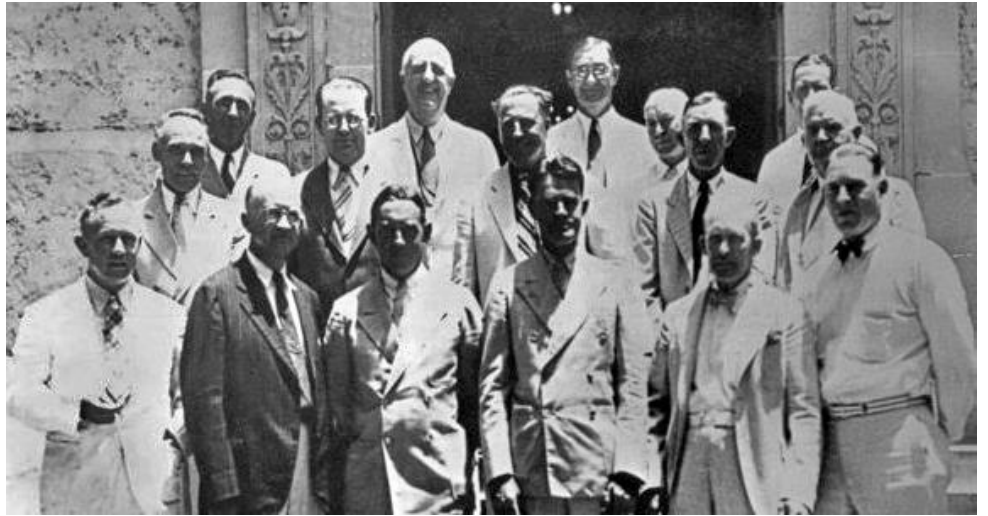
January Legislative Update

Florida Citrus™

The Florida Department of Citrus

Overview

- Established in 1935 by growers
- Self-funded for 80+ years
- 11-member Florida Citrus Commission appointed by Governor
- Executive agency of Florida government charged with the marketing, research and regulation of the Florida Citrus industry





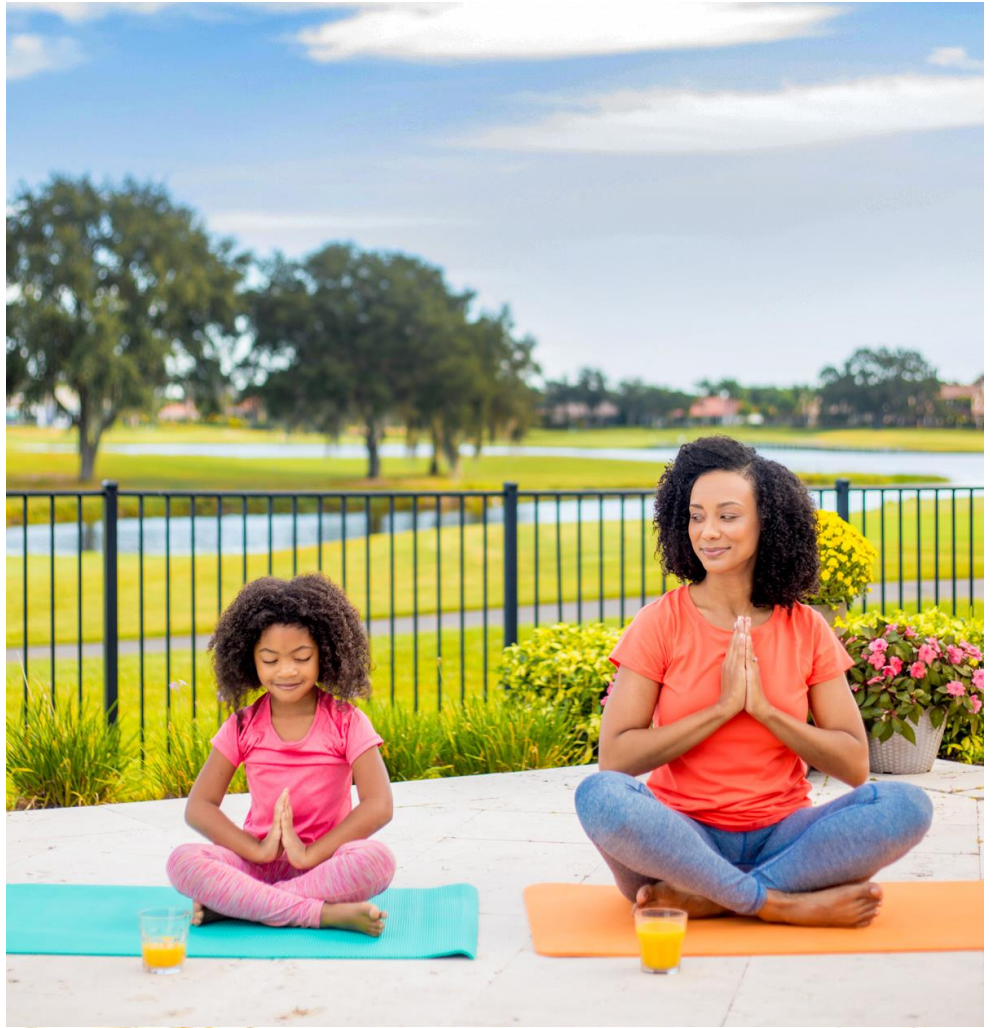
Mission

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.

FY 2022-2023

Economic Marketing Research Department

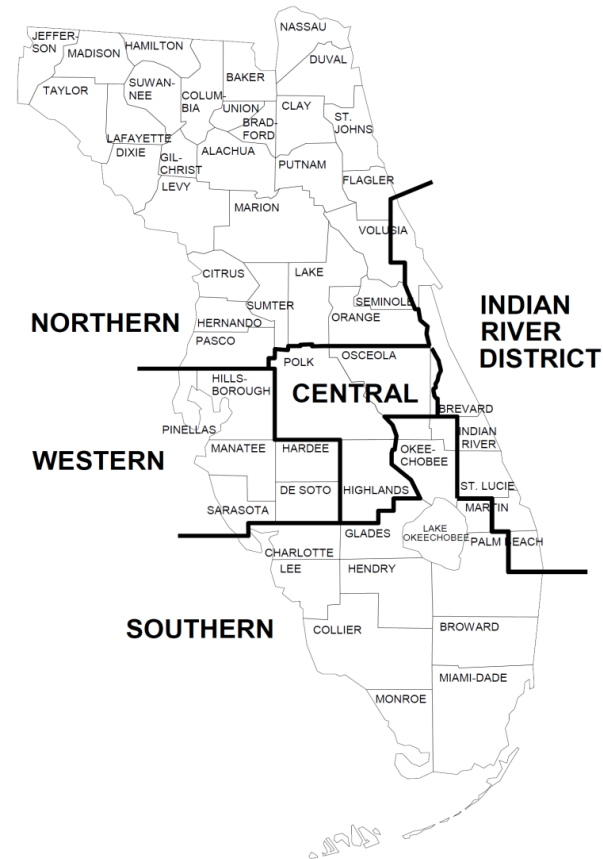
— Overview



The Florida Citrus Industry is a significant economic contributor to the Florida economy.

- **27 counties have citrus production**
 - 5 commercial citrus production areas
- **375,000+ acres of grove lands**
 - 344,000+ acres of bearing grove lands
- **25 registered packinghouses able to ship fresh fruit to global markets**
- **18 registered processing facilities that process citrus juice and byproducts**

Florida Commercial Citrus Production Areas



Source: U.S. Department of Agriculture, National Agricultural Statistics Service (USDA-NASS) – Florida Field Office. Commercial Citrus Inventory Prelim. Report: 2022, September 2022

Total Contributions of the Florida Citrus Industry 2020-21

- Industry Output (Sales Revenues)
\$6.935 billion
- Employment (Fulltime and Part-time)
32,542 jobs
- Value Added (Gross State Product)
\$2.841 billion
- State and Local Tax Contributions
\$151 million

Total contributions are the sum of direct, indirect, and induced contributions and measure all activity throughout Florida's economy supported by the citrus industry.

FY 2022-2023

Economic Marketing Research Department

Impact of Hurricane Ian, Nicole & 2022 Freeze



FY22-23 Impact of Hurricanes Ian + Nicole & 2022 Freeze

Total losses to commercial citrus producers in the state are estimated to be **\$387.8M to \$635.5M.**

- Primary impacts of multiple destructive weather events in 2022 to citrus were fruit losses and tree damage from freeze, winds and standing water.
- 375,000+ commercial citrus acreage across the State faced production losses from as a result of hurricane or tropical storm force winds.
 - Production losses were estimated from **\$146.9M to \$304.3M***
- Early estimates from tree damage indicate a loss between 8-11% of the industry's 55.75M commercial citrus trees.
 - Total citrus tree replacement damages are estimated from **\$240.9M to 331.2M.****
 - Future tree mortality caused by flooding may not be known by end of season
- Producer operations also experienced heavy infrastructure damage.

*Source: Christa D. Court, Qiao, X., Saha, B., He, F., McDaid, K. "Preliminary Assessment of Agricultural Losses Resulting from Hurricane Ian," Economic Impact Analysis Program, University of Florida-IFAS, Food & Resource Economics Department, Gainesville, FL, October 17, 2022.

** Total citrus tree replacement estimates based on grower surveys and a \$54.29 tree replacement and care UF/IFAS estimate adjusted to 2022 dollars.

USDA Forecast and Expectations for 2022-23 Season

Overall, Florida citrus production forecast of 20 million boxes oranges, grapefruit, and tangerines represents a 50% decline when compared to the 2021-22 season

Orange production - 18M boxes (56% decline);
Grapefruit production 1.5M boxes (55% decline); and
Specialty tangerines - 500k boxes (33% decline)

Florida processors must rely on imports and domestic receipts to meet current demand which may impact future market access.

Florida is projected to account for nearly 70% of all domestically produced orange juice in 22-23 season.

Demand for Florida citrus products will continue strong in 22-23 season but reduced overall availability impacts U.S. consumption.



FY 2022-2023

Scientific Research & Development



FY22-23 Tree Propagation Programming

- For the 2022-2023 fiscal year, \$1 million was appropriated for the Florida Department of Citrus' Program for Expedited Propagation for HLB tolerant and resistant trees. Additionally, the Florida Department of Agriculture and Consumer Services – Division of Plant Industry received \$2 million for their Accelerated Budwood Initiative.
- FDOC and FDACS are working together to provide nurseries the resources needed to quickly ramp up availability of trees that are displaying tolerance or resistance to HLB, so that growers interested in replanting have access in the nearest possible term.
- Varieties included in this year's program are the Donaldson, Parson Brown, Carney 2, Carney 3, and Roble.
- 25 citrus nurseries around the state are participating in this program. To date, plant material has been distributed to the nurseries and propagation of these varieties have begun.
- There is a collaborative effort within the industry to identify and propagate additional escape trees that show tolerance or resistance to HLB.

FY 2022-2023

Global Marketing

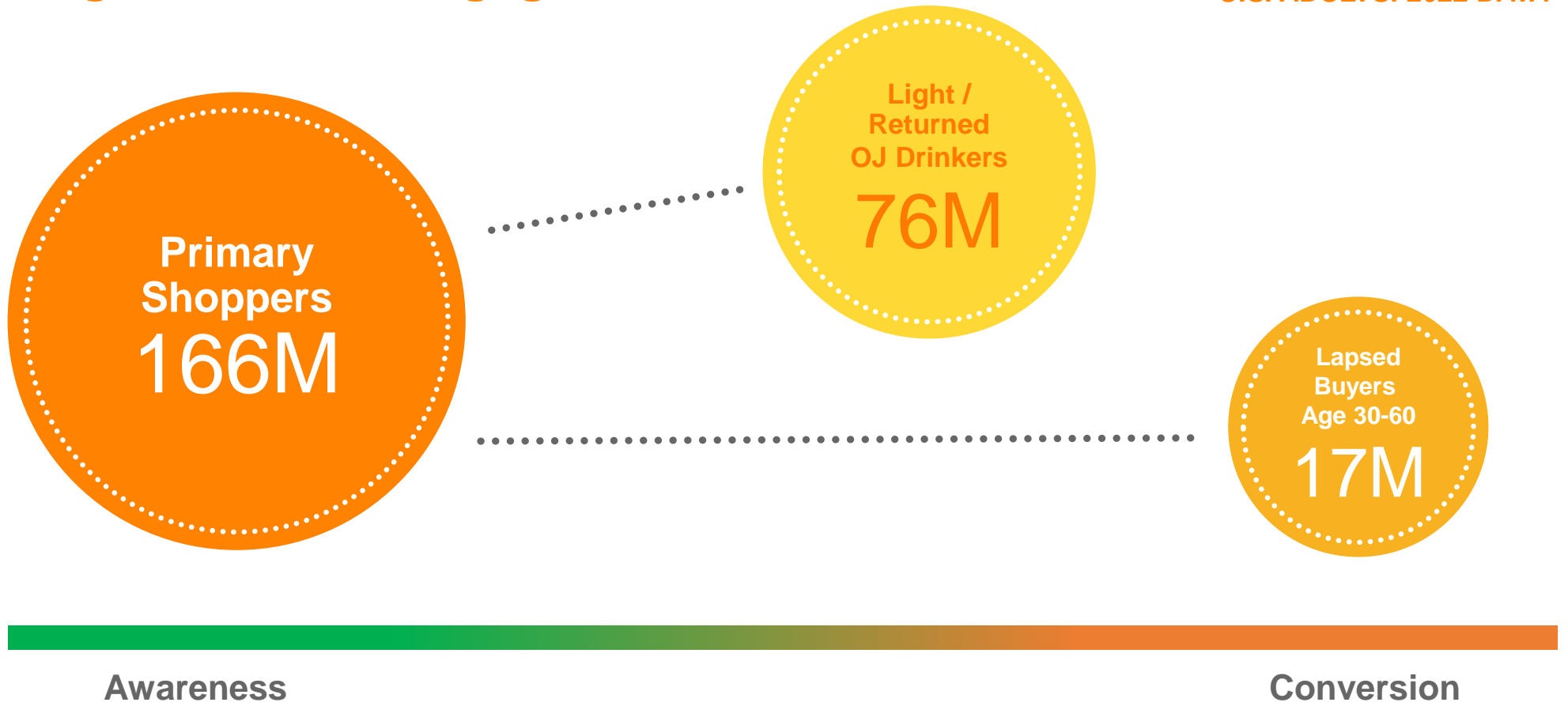


Strategic Approach



Target Audience Engagement

U.S. ADULTS: 2022 DATA



Integrated Programming

- Performance Marketing
Awareness To Conversion
- eCommerce Direct Conversion
- Creative and Content
- Issues and Monitoring
- Community Engagement
- Influence
- Media Outreach and Events
- Web Support
- Grapefruit



FY 2021-2022: Florida Citrus – July 1, 2022 – Update

As of 07/01/2022

F D O C

F Y 2 2 - 2 3



FDOC Domestic OJ Marketing Campaign: \$19.3M Budget

July 1, 2021 – June 30, 2022

eCommerce Attributed Sales

\$71,084,351

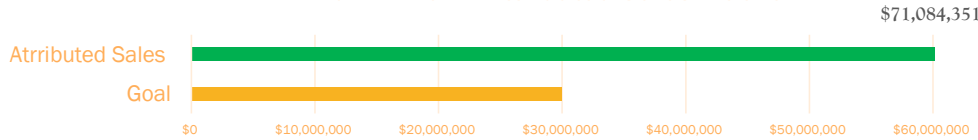
eCommerce Goal

\$30M

% to Goal

239%

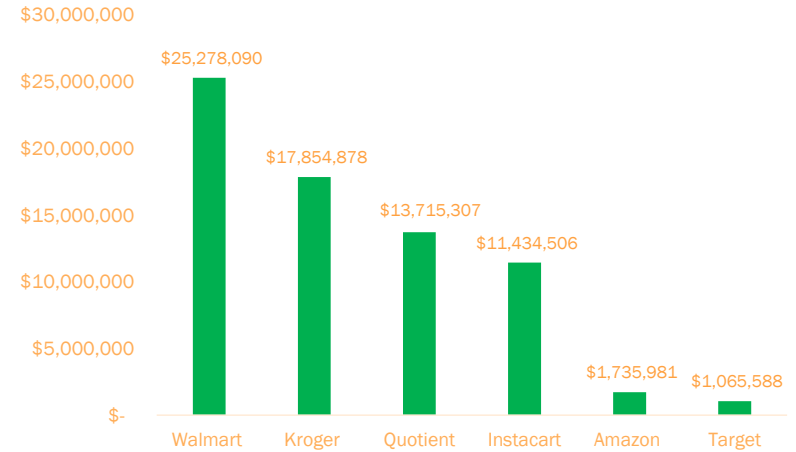
FY2021 - 2022 Attributed Sales Tracker



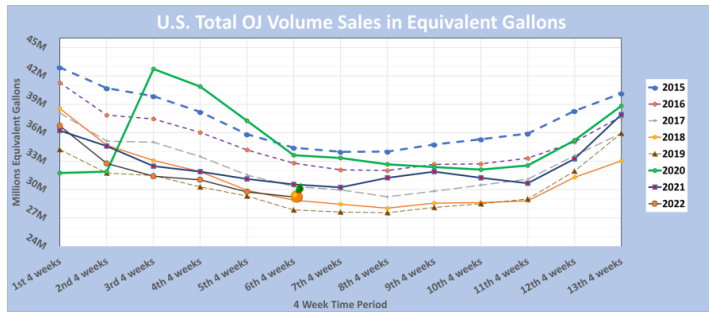
FY2020-2021 Annual FDOC Generic Promotion Return on Investment (ROI)*
\$9.28 – \$9.67

*Benefits of FDOC Generic Promotion on Demand for OJ, Annual ROI Study, UF-FAMRC

Attributed Sales by Retail Partner



U.S. Orange Juice Nielsen Retail Sales above 2018 & 2019 Levels, 4-week period ending 06/18/22



Data Source: 2019-2022, FDOC Custom Database – Nielsen Answers on Demand (AOC)

Audited Post Estimate (Week-ending April 9, 2022)

Average Price Per Pounds Solids

Early / Mid-Season (final)

\$2.60497

Valencia

\$2.74830

Grapefruit (final)

White: \$2.79730

Red/Pink: \$2.28542

Crop Forecast (June 2022)

Florida Oranges
40.7 Million boxes

Florida Grapefruit
3.3 Million boxes

Florida Specialty
750,000 boxes

Florida Citrus Juice Movement

Florida Processors' Statistics Report Summary (Oct-Sep)
Season-to-Date w/e May 07, 2022 Processors' Statistics Report #31

Movement: Packaged and Bulk

2020-21	2021-22	% Chg	2020-21	2021-22	% Chg
FCOJ (Million SSE Gal)			FCGJ (Million SSE Gal)		
164.26	184.98	12.6%	2.50	2.99	19.9%
SSOJ (NFC) (Million SSG)			SSGJ (NFC) (Million SSE Gal)		
220.11	221.08	0.4%	7.47	8.28	10.8%

CURRENT: FY 2022-2023 Florida Citrus – January 6, 2023 – Update

As of 1/4/2023

F D O C

F Y 2 2 - 2 3



FDOC Domestic OJ Marketing Campaign: \$18.5M Budget

July 1, 2022 – June 30, 2023

eCommerce Attributed Sales

\$37,243,038

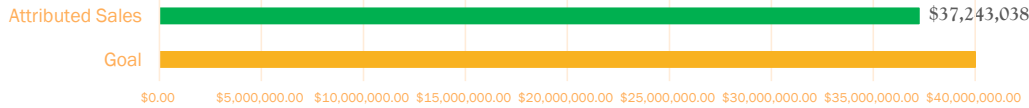
eCommerce Goal

\$40M

% to Goal

93%

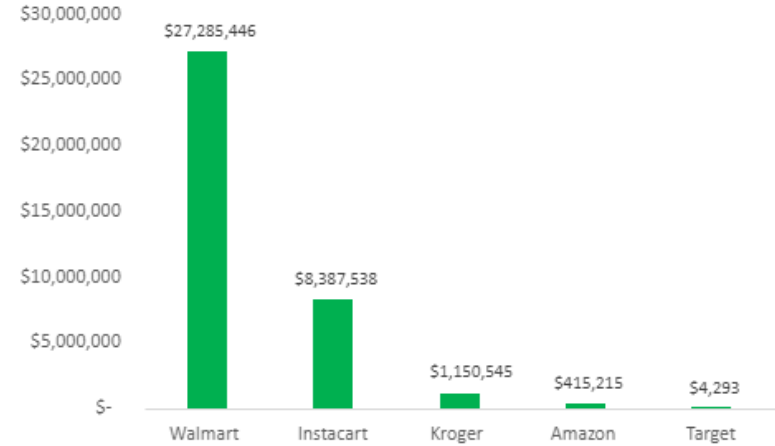
FDOC 2022 - 2023 Attributed Sales



FY2021-2022 Annual FDOC Generic Promotion Return on Investment (ROI)*
\$4.30 – \$5.60

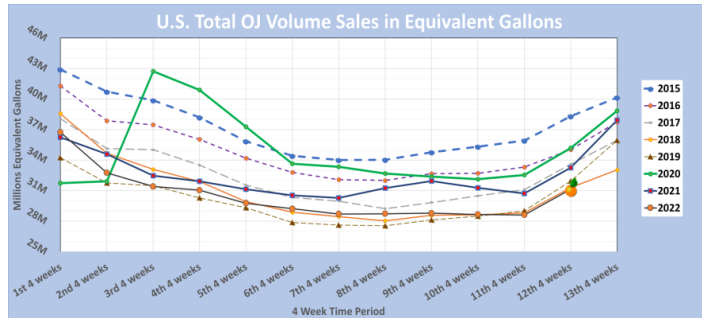
*Benefits of FDOC Generic Promotion on Demand for OJ, Annual ROI Study, UF-FAMRC

Attributed Sales by Retail Partner



U.S. OJ Nielsen Retail Sales above 2019 Levels

4-week period ending 12/03/22



Data Source: 2019-2022, FDOC Custom Database – Nielsen Answers on Demand (AOC)

Crop Forecast
(December 2022)

Florida Oranges
20 Million boxes

Florida Grapefruit
1.8 Million boxes

Florida Specialty
600,000 boxes

FDOC Citrus Juice Statistics

Florida Processors' Statistics Report Summary (Oct-Sep)
Season-to-Date Packaged and Bulk Movement
W/E December 19, 2022 Processors' Statistics Report # 7

FCOJ (Millions SSE Gal)			FCGJ (Millions SSE Gal)		
2020-21	2021-22	% Chg	2020-21	2021-22	% Chg
39.3	39.5	0.6%	0.6	0.4	-40.4%
SSOJ (NFC) (Millions SSG)			SSGJ (NFC) (Millions SSE Gal)		
48.9	47.7	-2.3%	1.5	1.6	2.5%

Audited Post Estimate
(Final 2021-2022)

Average Price Per Pounds Solids

Early / Mid-Season
\$2.60497

Valencia
\$2.76955

Grapefruit
White: \$2.79730
Red/Pink: \$2.28542

.....

*“Stopping advertising to save money is like
stopping your watch to save time.”*

HENRY FORD

FY22-23 Customer Reacquisition Costs

- Acquiring a new customer is anywhere from five to 25 times more expensive than retaining an existing one.*
- Consumers today are subjected to as many as 4-10K messages a day – brands must stay top of mind to keep share of voice.**

* [Harvard Business Review and Bain & Company](#)

** [Forbes](#)



Shannon Shepp
Executive Director
Florida Department of Citrus
www.FloridaCitrus.org

APPEARANCE RECORD

Citrus Update

2/17/23

Meeting Date

Bill Number or Topic

Agriculture

Committee

Deliver both copies of this form to
Senate professional staff conducting the meeting

Amendment Barcode (if applicable)

Name Shannon Shepp

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Email sshepp@citrus.myflorida.com

Bartow
City

FL
State

33831
Zip

Speaking: For Against Information **OR** Waive Speaking: In Support Against

PLEASE CHECK ONE OF THE FOLLOWING:

I am appearing without compensation or sponsorship.

I am a registered lobbyist, representing:

I am not a lobbyist, but received something of value for my appearance (travel, meals, lodging, etc.), sponsored by:

Florida Department of Citrus

While it is a tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this hearing. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard. If you have questions about registering to lobby please see Fla. Stat. §11.045 and Joint Rule 1. [2020-2022 Joint Rules.pdf \(flsenate.gov\)](#)

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S-001 (08/10/2021)

CourtSmart Tag Report

Room: SB 301

Case No.:

Type:

Caption: Senate Agriculture Committee Judge:

Started: 1/17/2023 11:00:22 AM

Ends: 1/17/2023 12:09:25 PM

Length: 01:09:04

11:00:22 AM Danna, please call the roll; a quorum in present
11:01:14 AM please silence all electronic devices
11:01:32 AM there will be several presentations about citrus
11:02:07 AM Dr. Christa Court, Dir. of Econ. Impact Analysis Program, UF IFAS, will speak first
11:16:20 AM Presentation on the Impact of the 2022 Hurricanes on Ag.
11:16:36 AM Question by Sen. Boyd
11:17:29 AM Dr. Court responds
11:18:12 AM Sen. Boyd has a follow-up question
11:18:38 AM Dr. Court responds
11:18:45 AM Chair asks if there are any questions
11:18:50 AM Chair asks if there's any discussion
11:18:56 AM Dr. Court thanked for her presentation
11:19:07 AM Shannon Shepp, Exec. Dir. of the Dept. of Citrus
11:19:44 AM Ms. Shepp is recognized for a presentation on the state of the citrus industry
11:32:10 AM Presentation ends
11:32:22 AM Chair asks for questions
11:32:29 AM Sen. Berman is recognized
11:33:01 AM Sen. Berman has a follow-up
11:34:14 AM Sen. Berman has another follow-up question
11:34:30 AM Chair asks if there are more questions
11:34:39 AM Sen. Thompson is recognized
11:34:56 AM Sen. Thompson is recognized
11:34:57 AM Response from Ms. Shepp
11:35:40 AM Sen. Thompson with follow-up
11:36:08 AM Response from Ms. Shepp
11:36:54 AM Final question from Sen. Thompson re: revenue
11:37:22 AM Response from Ms. Shepp
11:38:03 AM Chair Collins makes a comment
11:38:08 AM Chair recognizes Sen. Simon for a question
11:38:27 AM Response from Ms. Shepp
11:38:36 AM Follow-up from Sen. Simon
11:39:11 AM Chair asks for examples of labels on produce
11:39:25 AM Sen. Mayfield is recognized for a question
11:39:50 AM Response from Ms. Shepp
11:40:45 AM Chair asks if there are any other questions
11:40:58 AM Chair asks if there's any discussion
11:41:04 AM Matt Joyner, Exec. VP of Fla. Citrus Mutual w/ a presentation on challenges facing citrus industry
11:49:11 AM Mr. Joyner turns podium over to Glen Beck of Beck Brothers Citrus
11:55:50 AM Mr. Joyner adds some informaiton
12:00:44 PM Chair Collins asks if there are questions
12:00:56 PM Sen. Mayfield is recognized
12:01:14 PM Response from Mr. Joyner
12:02:33 PM Chair recognizes Sen. Berman for a questions
12:02:48 PM Response from Mr. Beck
12:03:28 PM Sen. Berman asks follow-up
12:03:36 PM Response from Mr. Beck
12:04:16 PM Mr. Joyner adds more information
12:04:41 PM Chair recognizes Sen. Thompson for a question
12:05:46 PM Mr. Beck responds about incentives for orange growers to stay in the business
12:07:29 PM Sen. Thompson has a follow-up
12:07:39 PM Response from Mr. Beck
12:07:46 PM Chair asks if there are any other questions

12:07:49 PM Chair asks for discussion
12:07:56 PM Presenters are thanked
12:08:39 PM Chair asks if anyone else would like to speak
12:08:49 PM Any other business?
12:08:56 PM Sen. Boyd moves to adjourn
12:09:03 PM Motion's adopted to adjourn