



2022
ANNUAL REPORT

LETTER FROM THE CHAIRMAN

As I close out my two-year tenure as chairman of the Florida Tomato Committee, I'd like to comment on the strengths, challenges, and future of our industry. The past season we showed strength as we returned to growth. Florida tomato production increased by 14% in the 2021-22 crop year with excellent quality across round, roma, grape, and cherry tomatoes. Like almost all industries right now, we were also challenged with historic inflation and supply chain disruptions. This is especially concerning for farmers as we are relied upon to feed the world. I'm honored to be part of the Florida tomato brotherhood - we always show resiliency in meeting a challenge, just as we did last season by shipping nearly 1 billion pounds of tomatoes.

We still have challenges to face in this very competitive industry, but there's a reason why Florida remains the largest fresh-market tomato producing state in the country. From the Georgia border to the southern tip of the Florida peninsula, we grow and harvest tomatoes for nearly 10 months out of the year, and we are the only domestic growers of field-grown tomatoes for seven of those months: November to May.

As greenhouse production has increased over the last 20 years, some have forgotten what makes Florida field-grown tomatoes special, but our loyal customers haven't. Florida tomatoes are the freshest to market and have the best shelf life in the industry. Whether buying mature green or vine-ripe, Florida tomatoes are grown with our famous sunshine, in real soil, and have unmatched taste and characteristics that make them the perfect slicing and dicing tomato. Whether you are a grocer or a restaurant, you can set yourself apart by carrying field-grown, USA-grown tomatoes through the cold months of the year. Give your customers a slice of Florida sunshine by sourcing Florida tomatoes through the fall, winter, and spring.

One of the main reasons why the Florida Tomato Committee exists is to partner with USDA and the Florida Department of Agriculture inspection team to ensure that Florida tomatoes are the highest quality in the market. Every tomato shipped out of the state goes through an inspection process mandated by the Florida Tomato Committee's Federal Marketing Order. I'd like to thank these inspectors for partnering with us and working diligently to help us deliver a top quality crop to our customers.

We are the Florida Tomato Industry and we remain the best!

Joseph (J.M.) Procacci
August 2022

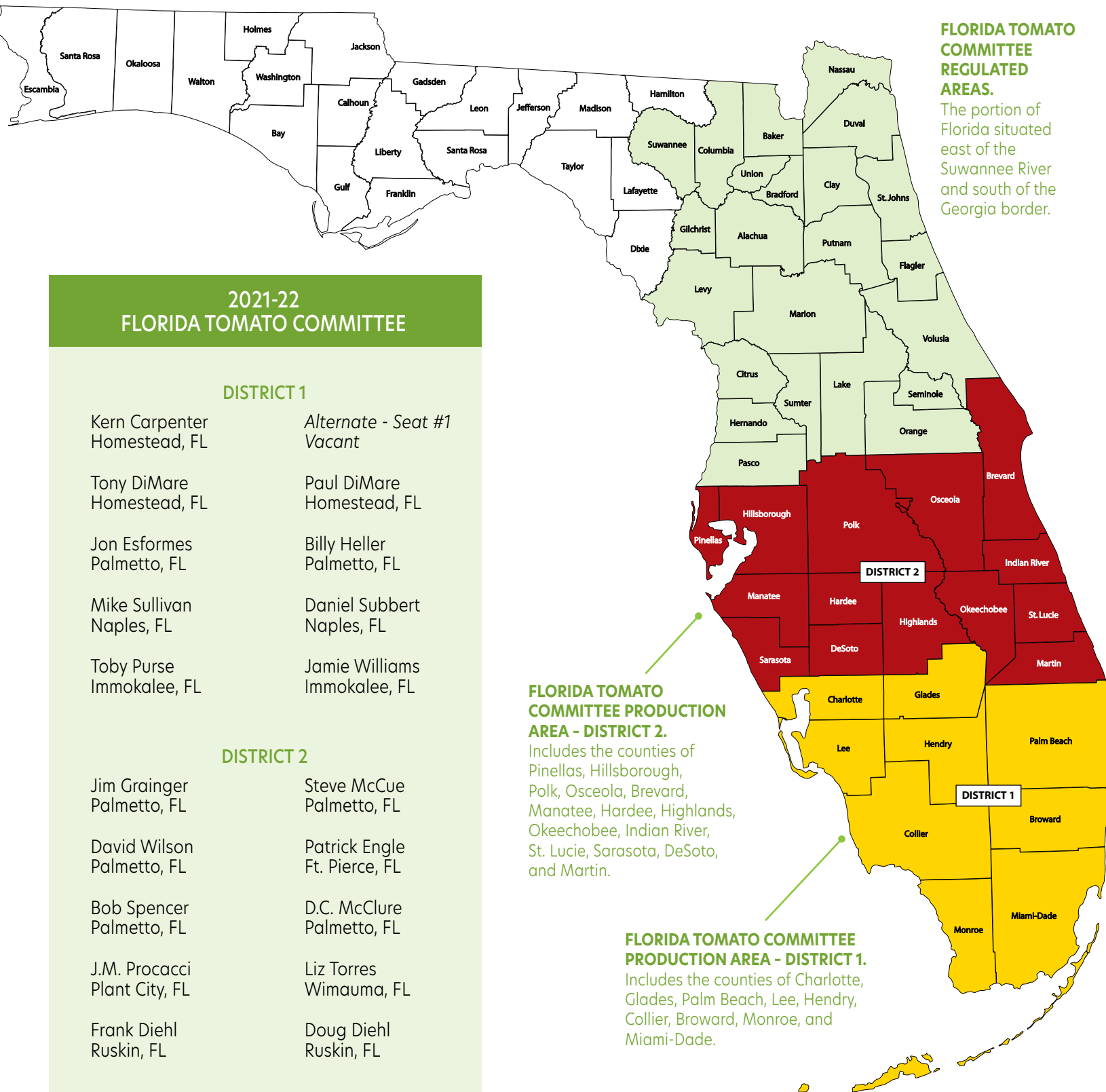


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DISCLAIMER: All prices found in this report are quoted prices reported by USDA on the Market News website (www.marketnews.usda.gov). Actual transaction prices are typically lower than the USDA quoted prices.





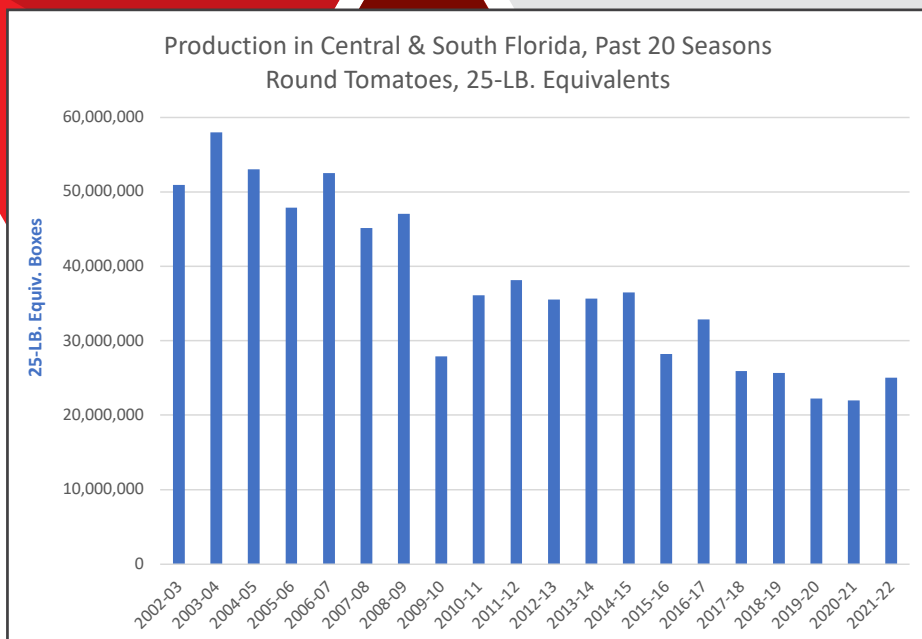
PRODUCTION & MARKET SUMMARY

Growers in Central and South Florida produced 25.06 million boxes (25 lb. equivalents) of round tomatoes during the 2021-22 season. This represented a 14% increase over the previous season's total of 21.98 million boxes. The increase in production resulted from a combination of increased acreage and higher yields. Although the FTC doesn't track plum, grape, or cherry tomatoes, it is estimated that round tomatoes account for approximately 70% of Florida's total tomato production.

Despite the increased production in 2021-22, Florida's tomato production is still near historic lows. The past season's crop was larger than the previous two seasons, but still well below historic levels. The industry is hopeful that the 2020-21 season marked a bottom but is also mindful that the increased production of this past season coincided with a difficult market environment. The average USDA quote for 25 lb. box of Florida round tomatoes was \$9.54, down 20% from the previous season (\$12.11), and down 50% from the high prices of 2019-20 (\$19.07). It should also be noted that the \$9.54 average season price quoted by USDA doesn't represent the actual transactional values, which are typically lower, particularly in an oversupplied market.

These lower prices were exacerbated by record high costs for nearly all production inputs such as fertilizer, chemicals, diesel, pallets, and corrugated boxes. Inflation reached 40-year highs due to loose monetary and fiscal policy during Covid, as well as global supply chain bottlenecks stemming from Covid lockdowns and the war in Ukraine. While many producers of other crops and products were able to raise their prices and pass on some of the additional costs to customers, the oversupplied tomato markets in North America made this mostly impossible for tomato growers and shippers. The political news journal Politico illustrated this point in April 2022 with an article titled "This cheeseburger explains your bigger grocery bill," which highlighted how nearly all the ingredient inputs for a burger had increased, with tomatoes being one notable exception.

As always, the season began in October with growers harvesting



The past season's crop was larger than the previous two seasons, but still well below historic levels.

limited volumes. Production ramped up in November and volumes were particularly strong in December, fueled in part by unseasonably warm temperatures. The weather throughout the fall was very conducive to growing a good crop of tomatoes. The winter crop in South Florida was less productive as the weather wasn't as cooperative as in the fall, but volume remained steady and yields remained higher than the previous season. There were a couple of windstorms in the winter that hampered quality on some farms, and one significant cold snap in late January, which pushed temperatures below freezing (for a few hours) as far south as Immokalee. In fact, a unique weather pattern actually made it so that Southwest Florida was colder than Orlando. Most growers escaped significant damage to their crop, but others reported some moderate losses. Acreage was scaled back slightly in the spring and growing conditions were mostly good, as is usual between

March and May. The crop advanced quicker than normal through the late spring with most growers finished by the first week in June, slightly ahead of the typical picking schedule. Disease pressure for the season was normal with growers able to manage the crop without any major problems reported.

The overall quality of the crop was good and in line with recent years: 64% of round tomatoes graded at "85% U.S. No. 1 or better." Combination grade accounted for 16% of the volume while 20% were graded as U.S. No. 2. Mature greens made up 84% of the round tomatoes that were packed while vine-ripes accounted for 16%. Fruit size skewed larger than recent years with 55% of the crop coming in at size 5x6 or larger. See chart below for a five year comparison of the size and quality specs.

Season Totals	Green	Ripe	% U.S. #1	U.S. Combo	US #2	5x6	6x6	6x7
2021-22	84%	16%	64%	16%	20%	55%	30%	15%
2020-21	85%	15%	66%	16%	18%	50%	33%	17%
2019-20	85%	15%	65%	15%	20%	50%	32%	18%
2018-19	88%	12%	63%	19%	18%	49%	33%	18%
2017-18	87%	13%	59%	24%	17%	51%	32%	17%

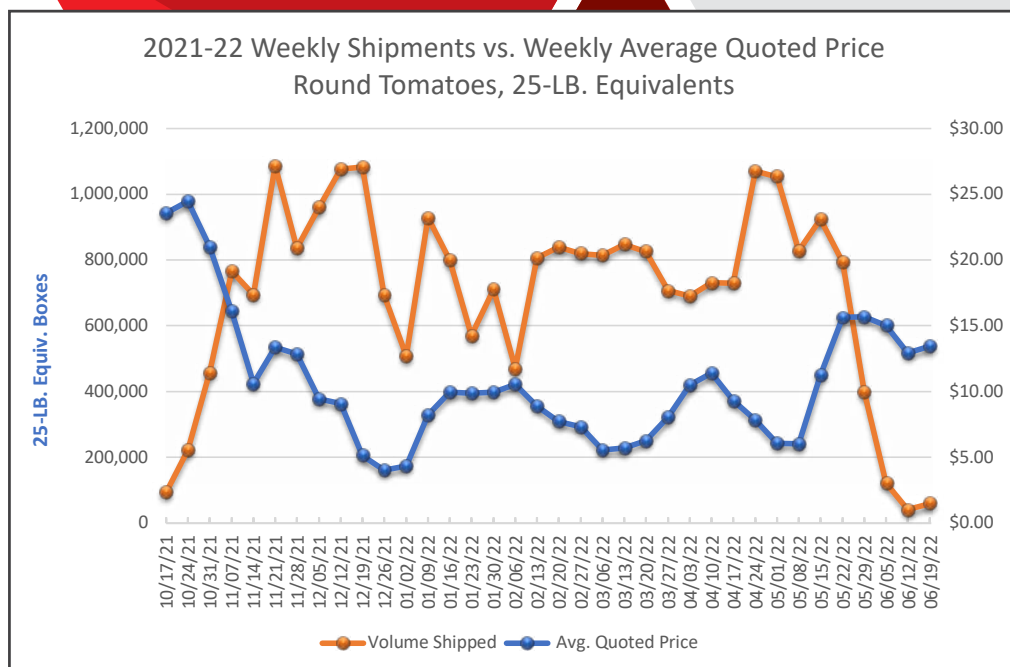
Prices for Florida tomatoes ranged from the low to mid \$20s throughout the month, providing a healthy early season return for growers who had volume.



Market prices were very favorable in October as the Florida season began. Early fall tomato volumes out of California, Tennessee, and Georgia were relatively light, and Mexican imports - while never light - were in a bit of gap between different production regions. As a result, prices for Florida tomatoes ranged from the low to mid \$20s throughout the month, providing a healthy early season return for growers who had volume. Prices, however, ticked down in November as Florida increased production, but the market was still profitable for growers and shippers. Prices started the month around \$20.00 before settling into a \$10.00 to \$13.00 range in the second half of the month.

Throughout December, as growers began transitioning from Central to South Florida, yields remained very high due to perfect growing conditions and warmer than normal weather. The higher Florida volume,

combined with increasing Mexican imports put immediate pressure on the market. Prices fell from around \$10.00 at the start of the month to as low as \$4.00 by Christmas. In other words, the holiday season was highly unprofitable for Florida tomato growers. As yields fell with cooler weather in January, and some growers became more conservative in quantities harvested, the supply/demand equilibrium improved by mid-January and into early February. Prices rose to between \$10.00 and \$12.00, which was a significant improvement over December, but still below the cost of production for most growers facing input price inflation.



In February and March, harvest volumes remained fairly steady with relatively modest volume, but market prices again came under intense pressure due to peak volume from the Sinaloa, Mexico crop. By early March, prices had fallen to as low as \$5.00. In early April, the market began to rebound, reaching \$12.00, but quickly reversed to \$6.00 by late April / early May as Canadian greenhouse imports added to the market oversupply. By the second week in May, the market started to recover as Mexican import volume decreased. Prices reached \$16.00 by the middle of the month and remained in that range through the end of May. By early June, volume was negligible as domestic tomato production began transitioning to Georgia and South Carolina.

Ultimately, it was a challenging season with mostly low prices from December to April, extreme inflation in input costs, and a demand environment that has still not fully reverted to pre-Covid norms. The demand picture remains especially uncertain in the foodservice sector, which is the primary consumer of Florida tomatoes. Covid lockdowns obviously reduced demand among foodservice in recent years, but even with lockdowns waning or completely gone, the foodservice landscape has been permanently altered with many independents having gone out of business. The market will adjust, but the industry must ensure that the post-Covid foodservice segment continues to see Florida tomatoes as the best option to satisfy their menu options.

Source: FTC packout data and USDA Market News.
Note: The prices in this graph are a weekly composite of average USDA quoted prices for all sizes and grades. Actual transaction prices may be lower than quoted prices. Each point represents week ending data, so 6/19/22 represents data from 6/13/22 through 6/19/22.

RESEARCH SUMMARY

Each year the Committee seeks proposals for research projects that address issues relevant to the current and future wellbeing of the Florida tomato industry. In 2021-22, the Committee funded seven research projects conducted by faculty at the University of Florida's Institute of Food and Agricultural Sciences.

Florida Tomato Committee Research Funding 2021-22

Project Title	Researchers
Grower adoption of a tomato decision support system (DSS) to improve foliar disease management	Dr. Pamela Roberts
Importance of guava root-knot and stubby root nematodes in Florida tomato fields	Dr. Johan Desaegeer
Improved Stink Bug Survey Strategies for Florida Tomatoes	Dr. Amanda Hodges
Monitoring insecticide resistance among field populations of the silverleaf whitefly	Dr. Hugh Smith
Using colored kaolin clay and natural repellents to control whitefly populations in tomato crop	Dr. Xavier Martini
Improving Florida tomatoes through applied genetics	Dr. Tong Geon Lee
Breeding tomatoes for Florida production	Dr. Samuel Hutton



Top row (L-R): Dr. Johan Desaegeer, Associate Professor of Entomology and Nematology
Dr. Hugh Smith, Associate Professor of Entomology and Nematology

Bottom row (L-R): Dr. Pamela Roberts, Professor of Plant Pathology
Dr. Xavier Martini, Assistant Professor of Entomology
Dr. Tong Geon Lee, Assistant Professor of Horticulture
Dr. Amanda Hodges, Director, Doctor of Plant Medicine Program
Dr. Samuel Hutton, Associate Professor of Horticulture

MARKETING ORDER REGULATIONS AND COMPLIANCE SUMMARY

The Florida Tomato Committee issued its handling regulations for the 2021-22 season on September 29, 2021. No changes were made from the previous season and the handler assessment rate remained two and a half cents (\$0.025) per 25-lb. equivalent box of round tomatoes.

As in past seasons, the regulations ran from October 10 through June 15 and required Registered Handlers to provide daily pack-out figures, pay assessments in a timely manner, and to be registered with the Committee to obtain inspection for shipments of round tomatoes out of the FTC regulated area. The grade and fruit size requirements remained the same, as did the requirement that all tomatoes be packed in new containers of 10, 20, or 25-lb. net weight. For a complete copy of the regulations, please contact the Committee's office or visit the website at FloridaTomatoes.org/regulations.

The Marketing Order continues to be enforced by the Agricultural Law Enforcement (AgLaw) of the Florida Department of Agriculture and Consumer Services, as well as representatives of the Federal-State Fruit & Vegetable Inspection Service, which is overseen by the USDA Specialty Crops Inspection (SCI) Division. Registered Handlers also assist in the Committee's compliance efforts by calling in tips on possible violations. During the past season, AgLaw intercepted nine shipments in violation of the Marketing Order and one shipment in violation of the Florida Tomato Good Agricultural Practices (T-GAP) regulations. Some of the interceptions this season involved legitimate shipments that simply did not have the proper inspection certificates.



STATISTICAL TABLES

The Florida Tomato Committee production area is divided into two districts (see map on page 4), but still uses four districts for statistical purposes. In the following tables, **District 1** includes Miami-Dade County; **District 2** includes the counties of Broward, Palm Beach, Glades, Martin, Okeechobee, St. Lucie, Indian River, Osceola, and Brevard; **District 3** includes the counties of Monroe, Collier, Hendry, Lee, and Charlotte; **District 4** includes the counties of Sarasota, DeSoto, Highlands, Hardee, Manatee, Polk, Hillsborough, and Pinellas. The statistics in these tables only represent round tomatoes that are grown in the FTC production area; they do not include Roma, Grape, or Cherry tomatoes, and do not include any tomatoes produced north of the FTC production area (see map on page 4). As such, these statistics should not be used to represent Florida's total tomato production or the entire Florida tomato industry.



TABLE 1 2021-22 SHIPMENT VOLUME AND VALUE ROUND TOMATOES, ALL DISTRICTS

MATURE GREEN 25-LB. EQUIVALENTS						COLOR 25-LB. EQUIVALENTS				
Grade and Size	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value
85% U.S. 1 OR BETTER										
5 X 6/Larger	8,061,076	32.17	\$10.65	35.92	\$85,858,601	4,008	0.02	\$8.07	0.01	\$32,336
6 X 6	5,169,495	20.63	\$10.53	22.76	\$54,415,624	0	0.00	0	0.00	\$0
6 X 7	2,730,173	10.90	\$8.42	9.62	\$22,988,830	0	0.00	0	0.00	\$0
TOTAL	15,960,744	63.70	\$10.23	68.30	\$163,263,055	4,008	0.02	\$8.07	0.01	\$32,336
U.S. COMBINATION										
5 X 6/Larger	1,354,514	5.41	\$10.10	5.72	\$13,678,685	942,628	3.76	\$8.53	3.36	\$8,038,704
6 X 6	1,112,498	4.44	\$10.01	4.66	\$11,134,706	219,013	0.87	\$8.09	0.74	\$1,771,407
6 X 7	447,571	1.79	\$8.60	1.61	\$3,850,636	29,824	0.12	\$5.62	0.07	\$167,506
TOTAL	2,914,583	11.63	\$9.83	11.99	\$28,664,027	1,191,465	4.76	\$8.37	4.17	\$9,977,618
U.S. TWO										
5 X 6/Larger	1,173,736	4.68	\$8.38	4.12	\$9,836,822	2,228,223	8.89	\$6.92	6.45	\$15,421,875
6 X 6	586,392	2.34	\$8.56	2.10	\$5,016,898	532,677	2.13	\$7.21	1.61	\$3,842,012
6 X 7	348,708	1.39	\$6.58	0.96	\$2,295,136	114,580	0.46	\$6.01	0.29	\$688,508
TOTAL	2,108,836	8.42	\$8.13	7.17	\$17,148,856	2,875,480	11.48	\$6.94	8.35	\$19,952,395
TOTALS										
5 X 6 Larger	10,589,326	42.26	\$10.33	45.76	\$109,374,107	3,174,860	12.67	\$7.40	9.83	\$23,492,916
6 X 6	6,868,385	27.41	\$10.27	29.52	\$70,567,227	751,690	3.00	\$7.47	2.35	\$5,613,419
6 X 7	3,526,452	14.07	\$8.26	12.19	\$29,134,603	144,404	0.58	\$5.93	0.36	\$856,014
TOTAL	20,984,163	83.75	\$9.96	87.47	\$209,075,937	4,070,953	16.25	\$7.36	12.53	\$29,962,349

TOTAL VALUE	\$239,038,286
TOTAL 25-LB. EQUIVALENTS	25,055,116
AVERAGE QUOTED PRICE PER 25-LB. EQUIVALENTS	\$9.54

TABLE 2 2021-22 SHIPMENT VOLUME AND VALUE ROUND TOMATOES, DISTRICT 1

MATURE GREEN 25-LB. EQUIVALENTS						COLOR 25-LB. EQUIVALENTS				
Grade and Size	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value
85% U.S. 1 OR BETTER										
5 X 6/Larger	263,890	31.71	\$9.38	35.54	\$2,474,489	0	0.00	\$0.00	0.00	\$0
6 X 6	224,434	26.97	\$9.39	30.26	\$2,106,658	0	0.00	\$0.00	0.00	\$0
6 X 7	62,998	7.57	\$7.05	6.37	\$443,867	0	0.00	\$0.00	0.00	\$0
TOTAL	551,322	66.25	\$9.11	72.17	\$5,025,014	0	0.00	0.00	0.00	\$0
U.S. COMBINATION										
5 X 6/Larger	9,798	1.18	\$11.27	1.59	\$110,448	76,990	9.25	\$7.26	8.02	\$558,726
6 X 6	8,526	1.02	\$11.62	1.42	\$99,106	26,368	3.17	\$7.01	2.65	\$184,722
6 X 7	3,293	0.40	\$8.34	0.39	\$27,480	19,148	2.30	\$4.94	1.36	\$94,550
TOTAL	21,617	2.60	\$10.97	3.40	\$237,034	122,506	14.72	\$4.94	12.04	\$837,998
U.S. TWO										
5 X 6/Larger	22,679	2.73	\$6.78	2.21	\$153,671	62,861	7.55	\$6.19	5.59	\$389,286
6 X 6	20,889	2.51	\$6.87	2.06	\$143,470	16,763	2.01	\$6.47	1.56	\$108,500
6 X 7	5,664	0.68	\$5.22	0.42	\$29,548	7,858	0.94	\$4.86	0.55	\$38,158
TOTAL	49,232	5.92	\$6.64	4.69	\$326,689	87,482	10.51	\$6.13	7.70	\$535,944
TOTALS										
5 X 6 Larger	296,367	35.61	\$9.24	39.33	\$2,738,608	139,851	16.81	\$6.78	13.62	\$948,012
6 X 6	253,849	40.80	\$9.25	33.74	\$2,349,233	43,131	5.18	\$6.80	4.21	\$293,222
6 X 7	71,955	8.65	\$6.96	7.19	\$500,895	27,006	3.25	\$4.91	1.91	\$132,708
TOTAL	622,171	74.77	\$8.98	80.27	\$5,588,736	209,988	25.23	\$6.54	19.73	\$1,373,942

TOTAL VALUE	\$6,962,678
TOTAL 25-LB. EQUIVALENTS	832,159
AVERAGE QUOTED PRICE PER 25-LB. EQUIVALENTS	\$8.37

TABLE 3 2021-22 SHIPMENT VOLUME AND VALUE ROUND TOMATOES, DISTRICT 2

MATURE GREEN 25-LB. EQUIVALENTS						COLOR 25-LB. EQUIVALENTS				
Grade and Size	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value
85% U.S. 1 OR BETTER										
5 X 6/Larger	237,662	58.71	\$9.58	60.22	\$2,277,064	4,008	0.99	\$8.07	0.86	\$32,336
6 X 6	110,934	27.40	\$9.52	27.92	\$1,055,924	0	0.00	0	0.00	\$0
6 X 7	52,235	12.90	\$7.97	11.01	\$416,206	0	0.00	0	0.00	\$0
TOTAL	400,831	99.01	\$9.35	99.14	\$3,749,194	4,008	0.99	\$8.07	0.86	\$32,336
U.S. COMBINATION										
5 X 6/Larger	0	0.00	0	0.00	\$0	0	0.00	0	0.00	\$0
6 X 6	0	0.00	0	0.00	\$0	0	0.00	0	0.00	\$0
6 X 7	0	0.00	0	0.00	\$0	0	0.00	0	0.00	\$0
TOTAL	0	0.00	0	0.00	\$0	0	0.00	0	0.00	\$0
U.S. TWO										
5 X 6/Larger	0	0.00	0	0.00	\$0	0	0.00	0	0.00	\$0
6 X 6	0	0.00	0	0.00	\$0	0	0.00	0	0.00	\$0
6 X 7	0	0.00	0	0.00	\$0	0	0.00	0	0.00	\$0
TOTAL	0	0.00	0	0.00	\$0	0	0.00	0	0.00	\$0
TOTALS										
5 X 6 Larger	237,662	58.71	\$9.58	60.22	\$2,277,064	4,008	0.99	\$8.07	0.86	\$32,336
6 X 6	110,934	27.40	\$9.52	27.92	\$1,055,924	0	0.00	0	0.00	\$0
6 X 7	52,235	12.90	\$7.97	11.01	\$416,206	0	0.00	0	0.00	\$0
TOTAL	400,831	99.01	\$9.35	99.14	\$3,749,194	4,008	0.99	\$8.07	0.86	\$32,336

TOTAL VALUE	\$3,781,530
TOTAL 25-LB. EQUIVALENTS	404,839
AVERAGE QUOTED PRICE PER 25-LB. EQUIVALENTS	\$9.34

TABLE 4 2021-22 SHIPMENT VOLUME AND VALUE ROUND TOMATOES, DISTRICT 3

MATURE GREEN 25-LB. EQUIVALENTS						COLOR 25-LB. EQUIVALENTS				
Grade and Size	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value
85% U.S. 1 OR BETTER										
5 X 6/Larger	4,408,706	33.83	\$10.16	38.34	\$44,812,802	0	0.00	0	0.00	\$0
6 X 6	3,086,563	23.68	\$10.14	26.77	\$31,287,331	0	0.00	0	0.00	\$0
6 X 7	1,915,367	14.70	\$8.12	13.31	\$15,554,093	0	0.00	0	0.00	\$0
TOTAL	9,410,636	72.21	\$9.74	78.42	\$91,654,226	0	0.00	0	0.00	\$0
U.S. COMBINATION										
5 X 6/Larger	7,618	0.06	\$10.05	0.07	\$76,592	0	0.00	0	0.00	\$0
6 X 6	5,123	0.04	\$9.84	0.04	\$50,422	0	0.00	0	0.00	\$0
6 X 7	6,049	0.05	\$8.13	0.04	\$49,173	0	0.00	0	0.00	\$0
TOTAL	18,790	0.14	\$9.38	0.15	\$176,187	0	0.00	0	0.00	\$0
U.S. TWO										
5 X 6/Larger	686,289	5.27	\$7.68	4.51	\$5,270,902	1,855,937	14.24	\$6.72	10.67	\$12,469,784
6 X 6	362,053	2.78	\$7.99	2.48	\$2,894,372	375,600	2.88	\$6.73	2.16	\$2,528,010
6 X 7	257,804	1.98	\$6.10	1.35	\$1,572,152	65,397	0.50	\$4.85	0.27	\$317,180
TOTAL	1,306,146	10.02	\$7.46	8.33	\$9,737,427	2,296,934	17.62	\$6.67	13.10	\$15,314,973
TOTALS										
5 X 6 Larger	5,102,613	39.15	\$9.83	42.92	\$50,160,296	1,855,937	14.24	\$6.72	10.67	\$12,469,784
6 X 6	3,453,739	26.50	\$9.91	29.29	\$34,232,126	375,600	2.88	\$6.73	2.16	\$2,528,010
6 X 7	2,179,220	16.72	\$7.88	14.69	\$17,175,418	65,397	0.50	\$4.85	0.27	\$317,180
TOTAL	10,735,572	82.38	\$9.46	86.90	\$101,567,840	2,296,934	17.62	\$6.67	13.10	\$15,314,973

TOTAL VALUE	\$116,882,813
TOTAL 25-LB. EQUIVALENTS	13,032,506
AVERAGE QUOTED PRICE PER 25-LB. EQUIVALENTS	\$8.97

TABLE 5
2021-22 SHIPMENT VOLUME AND VALUE
ROUND TOMATOES, DISTRICT 4

MATURE GREEN 25-LB. EQUIVALENTS						COLOR 25-LB. EQUIVALENTS				
Grade and Size	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value	Containers	% of Total Shipped	Avg. Quoted Price	% of Total Value	Total Quoted Value
85% U.S. 1 OR BETTER										
5 X 6/Larger	3,150,818	29.21	\$11.52	32.58	\$36,294,246	0	0.00	0	0.00	\$0
6 X 6	1,747,564	16.20	\$11.42	17.92	\$19,965,711	0	0.00	0	0.00	\$0
6 X 7	699,573	6.49	\$9.40	5.90	\$6,574,664	0	0.00	0	0.00	\$0
TOTAL	5,597,955	51.90	\$11.22	56.40	\$62,834,621	0	0.00	0.00	0.00	\$0
U.S. COMBINATION										
5 X 6/Larger	1,337,098	12.40	\$10.09	12.11	\$13,491,645	865,638	8.03	\$8.64	6.71	\$7,479,978
6 X 6	1,098,849	10.19	\$10.00	9.86	\$10,985,178	192,645	1.79	\$8.24	1.42	\$1,586,686
6 X 7	438,229	4.06	\$8.61	3.39	\$3,773,983	10,676	0.10	\$6.83	0.07	\$72,956
TOTAL	2,874,176	26.65	\$9.83	25.36	\$28,250,806	1,068,959	9.91	\$6.83	8.20	\$9,139,620
U.S. TWO										
5 X 6/Larger	464,768	4.31	\$9.49	3.96	\$4,412,249	309,425	2.87	\$8.28	2.30	\$2,562,805
6 X 6	203,450	1.89	\$9.73	1.78	\$1,979,056	140,314	1.30	\$8.59	1.08	\$1,205,503
6 X 7	85,240	0.79	\$8.14	0.62	\$693,436	41,325	0.38	\$8.06	0.30	\$333,170
TOTAL	753,458	6.99	\$9.40	6.36	\$7,084,741	491,064	4.55	\$8.35	3.68	\$4,101,478
TOTALS										
5 X 6 Larger	4,952,684	45.92	\$10.94	48.65	\$54,198,139	1,175,064	10.89	\$8.55	9.01	\$10,042,783
6 X 6	3,049,863	28.28	\$10.80	29.56	\$32,929,944	332,959	3.09	\$8.39	2.51	\$2,792,188
6 X 7	1,223,042	11.34	\$9.03	9.91	\$11,042,084	52,001	0.48	\$7.81	0.36	\$406,127
TOTAL	9,225,589	85.54	\$10.64	88.12	\$98,170,168	1,560,023	14.46	\$8.49	11.88	\$13,241,098

TOTAL VALUE	\$111,411,266
TOTAL 25-LB. EQUIVALENTS	10,785,612
AVERAGE QUOTED PRICE PER 25-LB. EQUIVALENTS	\$10.33

TABLE 6
2021-22 SHIPMENTS, AVERAGE QUOTED PRICES, AND TOTAL QUOTED VALUE BY WEEK
ROUND TOMATOES, 25-LB. EQUIVALENTS

Date (Week Ending)	Mature Green			Color			All Maturities		
	Containers	Avg. Quoted Price	Total Quoted Value	Containers	Avg. Quoted Price	Total Quoted Value	Containers	Avg. Quoted Price	Total Quoted Value
10/17/21	83,173	\$23.72	\$1,972,634	10,182	\$22.43	\$228,370	93,355	\$23.58	\$2,201,004
10/24/21	194,609	\$24.65	\$4,797,029	28,085	\$23.25	\$652,972	222,694	\$24.47	\$5,450,000
10/31/21	396,569	\$21.12	\$8,376,860	60,627	\$20.34	\$1,233,209	457,196	\$21.02	\$9,610,068
11/07/21	665,671	\$16.20	\$10,786,859	100,325	\$15.38	\$1,542,628	765,996	\$16.10	\$12,329,487
11/14/21	624,531	\$10.75	\$6,712,963	69,888	\$9.44	\$659,471	694,419	\$10.62	\$7,372,434
11/21/21	987,748	\$13.47	\$13,303,413	99,211	\$12.28	\$1,218,420	1,086,959	\$13.36	\$14,521,833
11/28/21	707,782	\$13.16	\$9,312,370	128,248	\$11.21	\$1,437,924	836,030	\$12.86	\$10,750,294
12/05/21	806,935	\$9.74	\$7,861,791	153,021	\$7.72	\$1,180,712	959,956	\$9.42	\$9,042,503
12/12/21	932,953	\$9.40	\$8,767,761	143,707	\$6.97	\$1,001,880	1,076,660	\$9.07	\$9,769,641
12/19/21	870,056	\$5.58	\$4,855,246	212,282	\$3.32	\$704,871	1,082,338	\$5.14	\$5,560,117
12/26/21	536,571	\$4.52	\$2,427,344	157,324	\$2.31	\$363,427	693,895	\$4.02	\$2,790,771
01/02/22	395,976	\$4.67	\$1,850,717	111,369	\$3.14	\$349,178	507,345	\$4.34	\$2,199,895
01/09/22	781,939	\$8.46	\$6,612,907	146,926	\$7.01	\$1,029,487	928,865	\$8.23	\$7,642,394
01/16/22	649,770	\$10.21	\$6,635,442	149,840	\$8.74	\$1,310,242	799,610	\$9.94	\$7,945,684
01/23/22	434,252	\$10.25	\$4,452,559	135,987	\$8.62	\$1,172,758	570,239	\$9.86	\$5,625,317
01/30/22	597,905	\$10.26	\$6,134,481	113,171	\$8.31	\$940,898	711,076	\$9.95	\$7,075,379
02/06/22	399,203	\$10.86	\$4,335,221	70,624	\$8.78	\$620,026	469,827	\$10.55	\$4,955,247
02/13/22	688,572	\$9.26	\$6,374,504	117,687	\$6.83	\$803,355	806,259	\$8.90	\$7,177,860
02/20/22	690,736	\$8.20	\$5,663,858	148,005	\$5.53	\$819,083	838,741	\$7.73	\$6,482,941
02/27/22	633,829	\$7.96	\$5,045,818	185,276	\$5.14	\$951,721	819,105	\$7.32	\$5,997,539
03/06/22	671,865	\$6.14	\$4,125,463	142,732	\$2.84	\$405,900	814,597	\$5.56	\$4,531,363
03/13/22	704,306	\$6.07	\$4,274,091	143,067	\$3.93	\$561,579	847,373	\$5.71	\$4,835,670
03/20/22	649,471	\$6.75	\$4,384,281	176,078	\$4.38	\$772,084	825,549	\$6.25	\$5,156,365
03/27/22	598,765	\$8.39	\$5,026,178	108,196	\$6.19	\$669,878	706,961	\$8.06	\$5,696,056
04/03/22	600,409	\$10.80	\$6,485,344	89,087	\$8.52	\$759,053	689,496	\$10.51	\$7,244,397
04/10/22	610,172	\$11.67	\$7,120,601	120,677	\$9.95	\$1,200,896	730,849	\$11.39	\$8,321,497
04/17/22	614,457	\$9.63	\$5,915,554	115,662	\$7.62	\$881,730	730,119	\$9.31	\$6,797,284
04/24/22	927,445	\$8.18	\$7,588,448	143,164	\$5.68	\$813,763	1,070,609	\$7.85	\$8,402,211
05/01/22	911,229	\$6.47	\$5,899,026	141,906	\$3.46	\$490,654	1,053,135	\$6.07	\$6,389,680
05/08/22	669,131	\$6.49	\$4,339,357	159,254	\$4.00	\$637,026	828,385	\$6.01	\$4,976,383
05/15/22	757,518	\$11.70	\$8,862,370	167,206	\$9.23	\$1,543,224	924,724	\$11.25	\$10,405,594
05/22/22	706,651	\$15.85	\$11,201,858	86,884	\$13.78	\$1,197,502	793,535	\$15.63	\$12,399,360
05/29/22	318,217	\$16.14	\$5,136,801	79,095	\$13.77	\$1,089,116	397,312	\$15.67	\$6,225,917
06/05/22	90,676	\$15.60	\$1,414,603	31,537	\$13.41	\$422,886	122,213	\$15.04	\$1,837,489
06/12/22	28,157	\$13.46	\$378,954	12,764	\$11.80	\$150,549	40,921	\$12.94	\$529,503
06/19/22	46,914	\$13.71	\$643,232	11,862	\$12.30	\$145,877	58,776	\$13.43	\$789,109
TOTALS	20,984,163	\$9.96	\$209,075,937	4,070,933	\$7.36	\$29,962,349	25,055,116	\$9.54	\$239,038,286

Source: FTC Packout Data and USDA Market News

TABLE 7
2021-22 WEEKLY SHIPMENTS BY TOMATO SIZE
MATURE GREEN, ROUND TOMATOES, 25-LB. EQUIVALENTS

DATE (Week Ending)	5 X 6	6 X 6	6 X 7	TOTALS
10/17/21	46,095	30,457	6,621	83,173
10/24/21	102,162	71,706	20,741	194,609
10/31/21	187,534	137,286	71,749	396,569
11/07/21	319,460	235,164	111,047	665,671
11/14/21	273,232	224,277	127,022	624,531
11/21/21	498,627	312,943	176,178	987,748
11/28/21	358,155	231,965	117,662	707,782
12/05/21	393,533	267,587	145,815	806,935
12/12/21	412,637	319,292	201,024	932,953
12/19/21	365,608	314,927	189,521	870,056
12/26/21	266,099	169,961	100,511	536,571
01/02/22	176,708	124,654	94,614	395,976
01/09/22	382,825	230,245	168,869	781,939
01/16/22	310,328	196,870	142,572	649,770
01/23/22	206,742	138,211	89,299	434,252
01/30/22	288,447	195,155	114,303	597,905
02/06/22	225,806	113,556	59,841	399,203
02/13/22	371,834	218,307	98,431	688,572
02/20/22	400,706	199,513	90,517	690,736
02/27/22	297,096	232,630	104,103	633,829
03/06/22	329,155	233,625	109,085	671,865
03/13/22	356,576	231,515	116,215	704,306
03/20/22	351,621	195,070	102,780	649,471
03/27/22	300,779	191,989	105,997	598,765
04/03/22	325,234	182,813	92,362	600,409
04/10/22	314,665	195,157	100,350	610,172
04/17/22	330,644	198,286	85,527	614,457
04/24/22	555,287	278,512	93,646	927,445
05/01/22	524,926	285,602	100,701	911,229
05/08/22	379,223	214,048	75,860	669,131
05/15/22	359,678	284,020	113,820	757,518
05/22/22	373,772	225,369	107,510	706,651
05/29/22	133,048	117,522	67,647	318,217
06/05/22	33,275	40,478	16,923	90,676
06/12/22	10,387	12,947	4,823	28,157
06/19/22	27,422	16,726	2,766	46,914
TOTALS	10,589,326	6,868,385	3,526,452	20,984,163

Source: FTC Packout Data

TABLE 8
2021-22 WEEKLY SHIPMENTS BY TOMATO SIZE
COLOR, ROUND TOMATOES, 25-LB. EQUIVALENTS

DATE (Week Ending)	5 X 6	6 X 6	6 X 7	TOTALS
10/17/21	8,990	1,172	20	10,182
10/24/21	24,079	3,831	175	28,085
10/31/21	50,100	9,777	750	60,627
11/07/21	82,890	15,708	1,727	100,325
11/14/21	53,325	14,538	2,025	69,888
11/21/21	74,200	22,112	2,899	99,211
11/28/21	96,163	27,166	4,919	128,248
12/05/21	114,764	33,604	4,653	153,021
12/12/21	98,321	40,331	5,055	143,707
12/19/21	160,006	47,601	4,675	212,282
12/26/21	116,286	35,412	5,626	157,324
01/02/22	83,678	24,812	2,879	111,369
01/09/22	110,490	31,024	5,412	146,926
01/16/22	107,085	33,996	8,759	149,840
01/23/22	95,185	29,874	10,928	135,987
01/30/22	85,941	22,297	4,933	113,171
02/06/22	54,797	12,041	3,786	70,624
02/13/22	86,632	22,310	8,745	117,687
02/20/22	122,637	18,895	6,473	148,005
02/27/22	155,436	22,875	6,965	185,276
03/06/22	114,570	23,334	4,828	142,732
03/13/22	112,162	26,146	4,759	143,067
03/20/22	140,155	31,176	4,747	176,078
03/27/22	86,299	19,169	2,728	108,196
04/03/22	64,945	19,677	4,465	89,087
04/10/22	96,763	19,552	4,362	120,677
04/17/22	94,889	17,495	3,278	115,662
04/24/22	125,758	15,849	1,557	143,164
05/01/22	132,851	8,408	647	141,906
05/08/22	142,483	15,605	1,166	159,254
05/15/22	137,051	27,404	2,751	167,206
05/22/22	66,417	17,419	3,048	86,884
05/29/22	48,957	21,576	8,562	79,095
06/05/22	12,107	13,466	5,964	31,537
06/12/22	9,495	3,223	46	12,764
06/19/22	8,954	2,816	92	11,862
TOTALS	3,174,860	751,690	144,404	4,070,953

Source: FTC Packout Data

TABLE 9
2021-22 WEEKLY SHIPMENTS BY DISTRICT
ROUND TOMATOES, 25-LB. EQUIVALENTS

DATE Week Ending	DISTRICT 1		DISTRICT 2		DISTRICT 3		DISTRICT 4		TOTALS
	Amount	%	Amount	%	Amount	%	Amount	%	
10/17/21	0	0.00	0	0.00	0	0.00	93,355	100.00	93,355
10/24/21	0	0.00	2,560	1.15	28,750	12.91	191,384	85.94	222,694
10/31/21	0	0.00	5,200	1.14	163,189	35.69	288,807	63.17	457,196
11/07/21	0	0.00	2,703	0.35	338,342	44.17	424,950	55.48	765,996
11/14/21	0	0.00	4,160	0.60	262,023	37.73	428,236	61.67	694,419
11/21/21	0	0.00	14,240	1.31	474,542	43.66	598,177	55.03	1,086,959
11/28/21	0	0.00	4,560	0.55	358,221	42.85	473,249	56.61	836,030
12/05/21	0	0.00	6,064	0.63	362,299	37.74	591,593	61.63	959,956
12/12/21	410	0.04	13,420	1.25	421,881	39.18	640,949	59.53	1,076,660
12/19/21	910	0.08	14,128	1.31	525,775	48.58	541,525	50.03	1,082,338
12/26/21	19,402	2.80	4,000	0.58	357,859	51.57	312,634	45.05	693,895
01/02/22	11,779	2.32	11,280	2.22	276,513	54.50	207,773	40.95	507,345
01/09/22	59,026	6.35	16,896	1.82	544,734	58.65	308,209	33.18	928,865
01/16/22	32,952	4.12	6,888	0.86	509,995	63.78	249,775	31.24	799,610
01/23/22	26,241	4.60	18,960	3.32	361,426	63.38	163,612	28.69	570,239
01/30/22	66,111	9.30	17,760	2.50	419,367	58.98	207,838	29.23	711,076
02/06/22	47,253	10.06	3,840	0.82	296,351	63.08	122,383	26.05	469,827
02/13/22	71,604	8.88	15,200	1.89	528,040	65.49	191,415	23.74	806,259
02/20/22	49,618	5.92	8,480	1.01	585,667	69.83	194,976	23.25	838,741
02/27/22	76,246	9.31	17,640	2.15	520,262	63.52	204,957	25.02	819,105
03/06/22	56,586	6.95	20,240	2.48	540,444	66.34	197,327	24.22	814,597
03/13/22	52,758	6.23	22,860	2.70	560,568	66.15	211,188	24.92	847,373
03/20/22	32,099	3.89	19,360	2.35	622,426	75.40	151,664	18.37	825,549
03/27/22	81,572	11.54	22,980	3.25	526,485	74.47	75,924	10.74	706,961
04/03/22	67,847	9.84	20,960	3.04	421,267	61.10	179,421	26.02	689,496
04/10/22	35,836	4.90	30,320	4.15	453,868	62.10	210,825	28.85	730,849
04/17/22	26,568	3.64	27,520	3.77	451,958	61.90	224,073	30.69	730,119
04/24/22	8,682	0.81	25,200	2.35	487,031	45.49	549,696	51.34	1,070,609
05/01/22	4,483	0.43	18,400	1.75	436,669	41.46	593,583	56.36	1,053,135
05/08/22	1,726	0.21	7,260	0.88	360,390	43.51	459,009	55.41	828,385
05/15/22	2,450	0.26	1,760	0.19	359,711	38.90	560,803	60.65	924,724
05/22/22	0	0.00	0	0.00	320,614	40.40	472,921	59.60	793,535
05/29/22	0	0.00	0	0.00	128,614	32.37	268,698	67.63	397,312
06/05/22	0	0.00	0	0.00	27,226	22.28	94,987	77.72	122,213
06/12/22	0	0.00	0	0.00	0	0.00	40,921	100.00	40,921
06/19/22	0	0.00	0	0.00	0	0.00	58,776	100.00	58,776
TOTAL	832,159	3.32	404,839	1.62	13,032,506	52.02	10,785,612	43.05	25,055,116

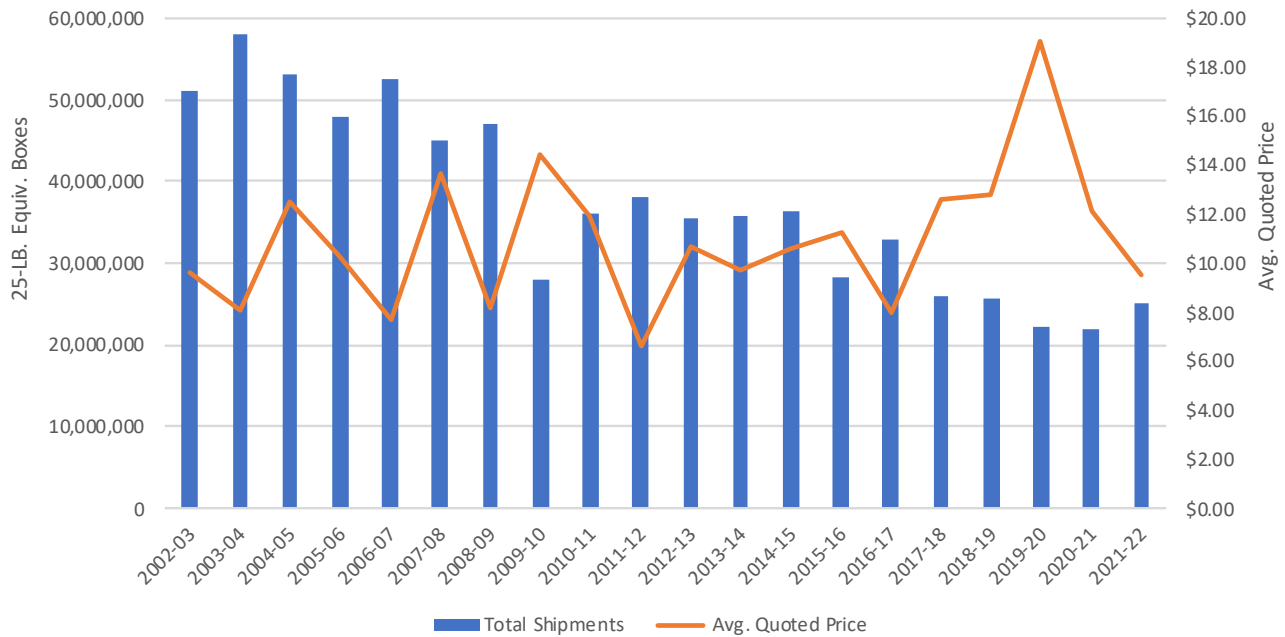
Source: FTC Packout Data

TABLE 10
SHIPMENT VOLUME AND QUOTED VALUE BY DISTRICT
ROUND TOMATOES, 25-LB. EQUIVALENTS

Districts	Season	Total Shipments	Total Quoted Value	Avg. Quoted Price
All	2017-18	25,921,805	\$326,056,444	\$12.58
	2018-19	25,685,507	\$328,619,985	\$12.79
	2019-20	22,264,554	\$424,477,224	\$19.07
	2020-21	21,975,453	\$266,019,098	\$12.11
	2021-22	25,055,116	\$239,038,286	\$9.54
One	2017-18	1,038,870	\$9,378,651	\$9.03
	2018-19	815,318	\$9,341,093	\$11.46
	2019-20	985,191	\$21,266,194	\$21.59
	2020-21	1,068,724	\$10,421,397	\$9.75
	2021-22	832,159	\$6,962,678	\$8.37
Two	2017-18	348,876	\$3,911,824	\$11.21
	2018-19	163,447	\$2,177,422	\$13.32
	2019-20	157,816	\$2,999,979	\$19.01
	2020-21	446,114	\$5,965,366	\$13.37
	2021-22	404,839	\$3,781,530	\$9.34
Three	2017-18	10,103,123	\$107,082,753	\$10.60
	2018-19	11,713,201	\$148,113,239	\$12.64
	2019-20	11,000,937	\$207,366,131	\$18.85
	2020-21	10,695,583	\$124,392,492	\$11.63
	2021-22	13,032,506	\$116,882,813	\$8.97
Four	2017-18	14,430,936	\$205,683,216	\$14.25
	2018-19	12,993,541	\$168,988,231	\$13.01
	2019-20	10,120,610	\$192,844,920	\$19.05
	2020-21	9,765,124	\$125,305,215	\$12.83
	2021-22	10,785,612	\$111,411,266	\$10.33

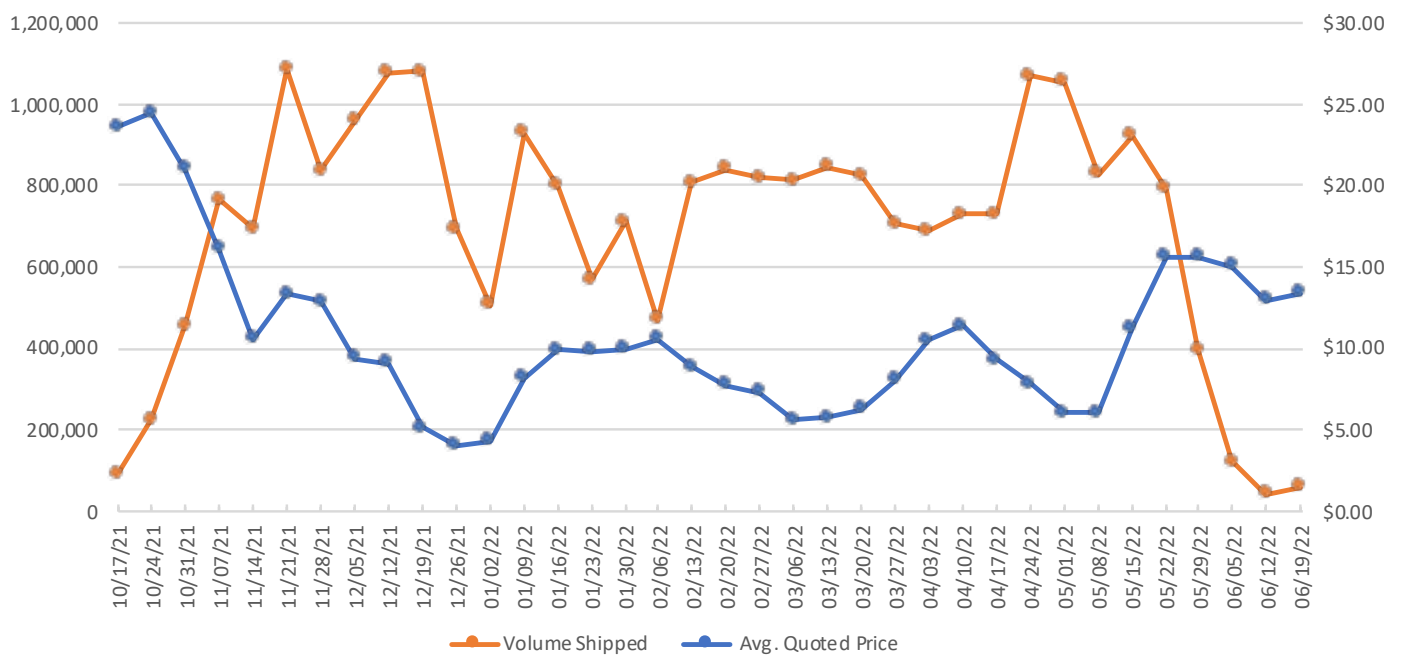
Source: FTC Packout Data and USDA Market News

TABLE 11
HISTORICAL COMPARISON: TOTAL SHIPMENTS VS. AVG. QUOTED PRICE
ROUND TOMATOES, 25-LB. EQUIVALENTS



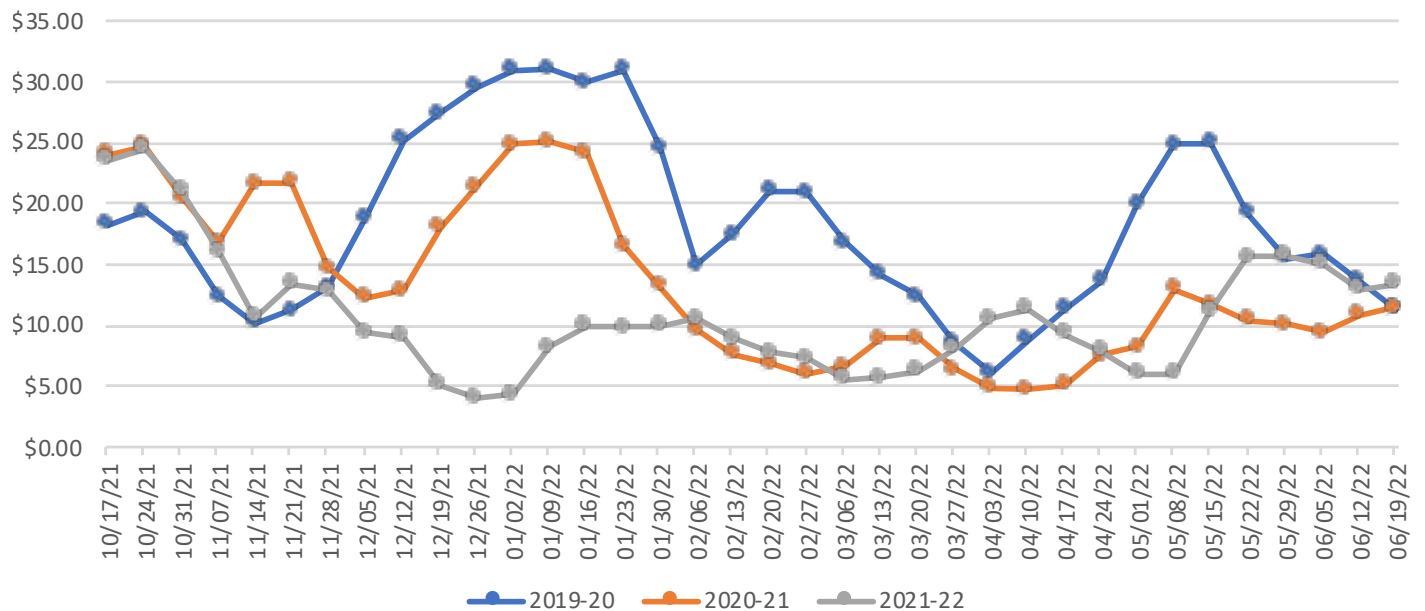
Source: FTC Packout Data

TABLE 12
2021-22 WEEKLY SHIPMENTS VS. WEEKLY AVERAGE QUOTED PRICE
ROUND TOMATOES, 25-LB. EQUIVALENTS



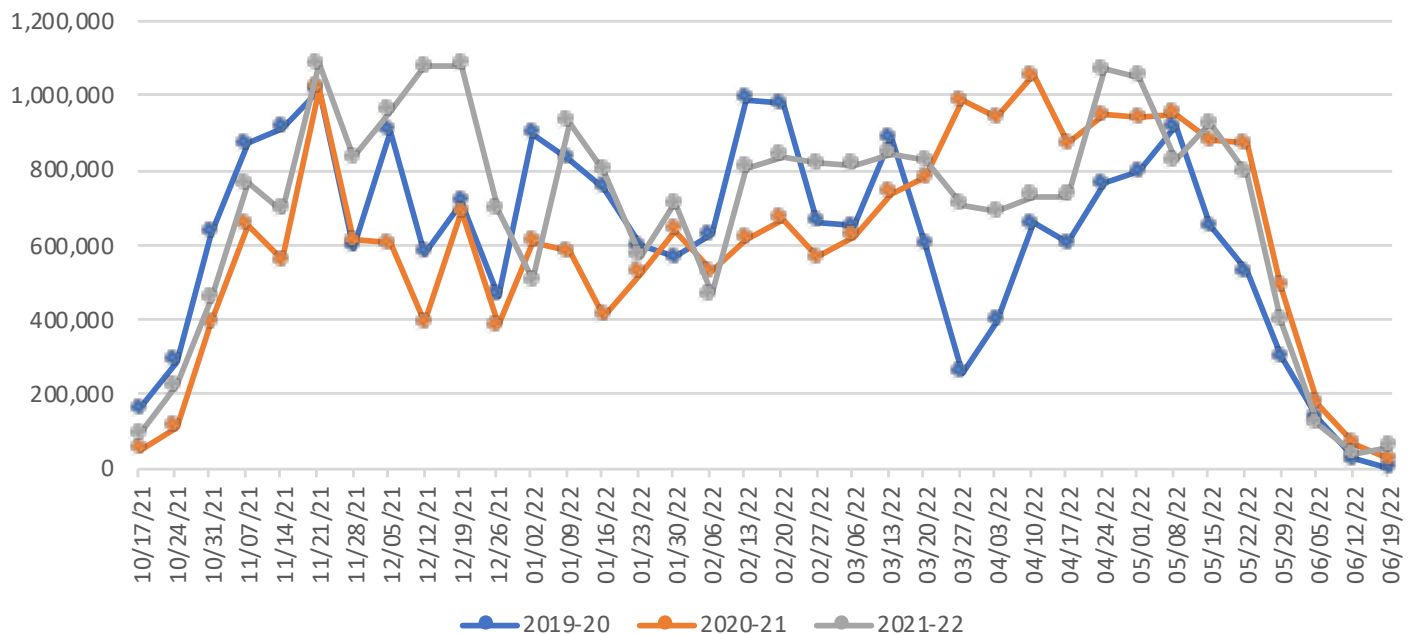
Source: FTC Packout Data and USDA Market News

TABLE 13
THREE YEAR COMPARISON, WEEKLY AVERAGE QUOTED PRICE
ROUND TOMATOES, 25-LB. EQUIVALENTS



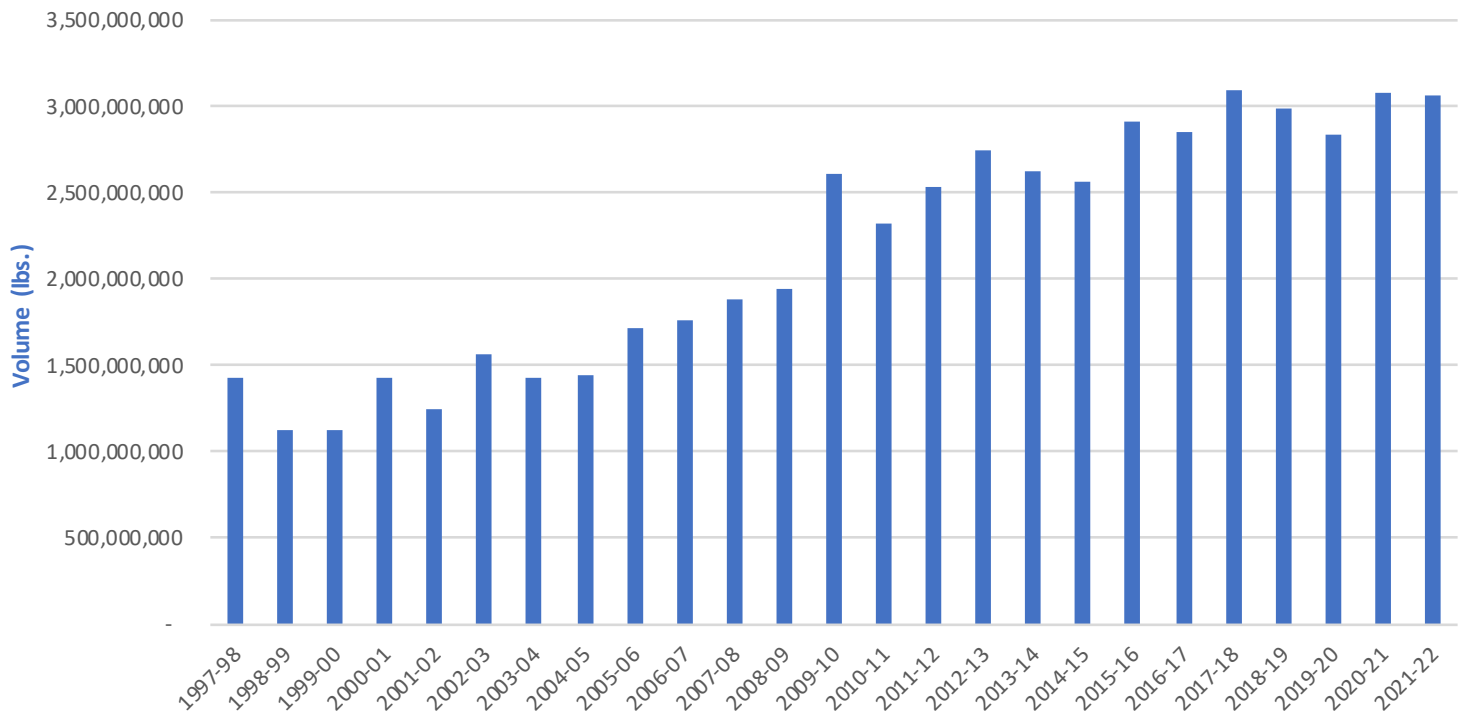
Source: USDA Market News

TABLE 14
THREE YEAR COMPARISON, WEEKLY PACKOUT VOLUME
ROUND TOMATOES, 25-LB. EQUIVALENTS



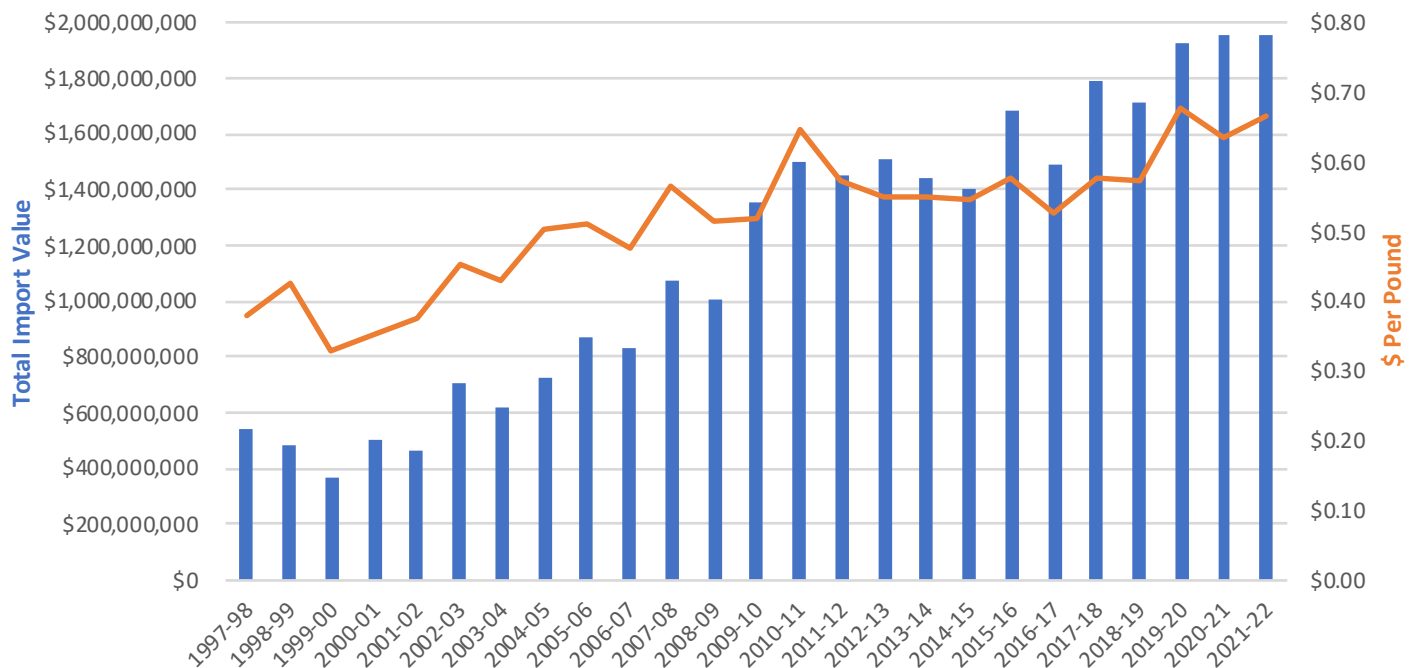
Source: FTC Packout Data

TABLE 15
TOMATO IMPORTS (BY VOLUME) FROM MEXICO DURING THE FLORIDA SEASON
ALL TOMATO TYPES, OCTOBER TO JUNE



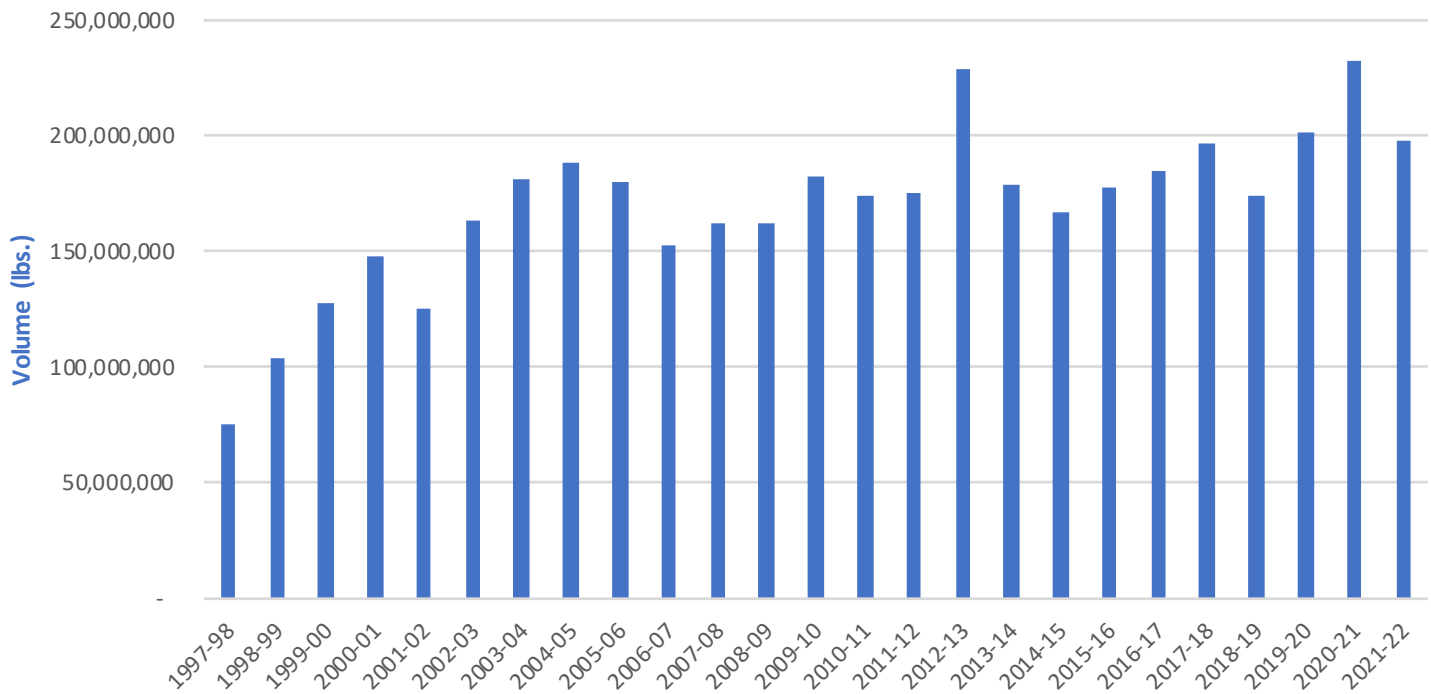
Source: U.S. Census Bureau, Foreign Trade

TABLE 16
TOMATO IMPORTS (BY VALUE) FROM MEXICO DURING THE FLORIDA SEASON
ALL TOMATO TYPES, OCTOBER TO JUNE



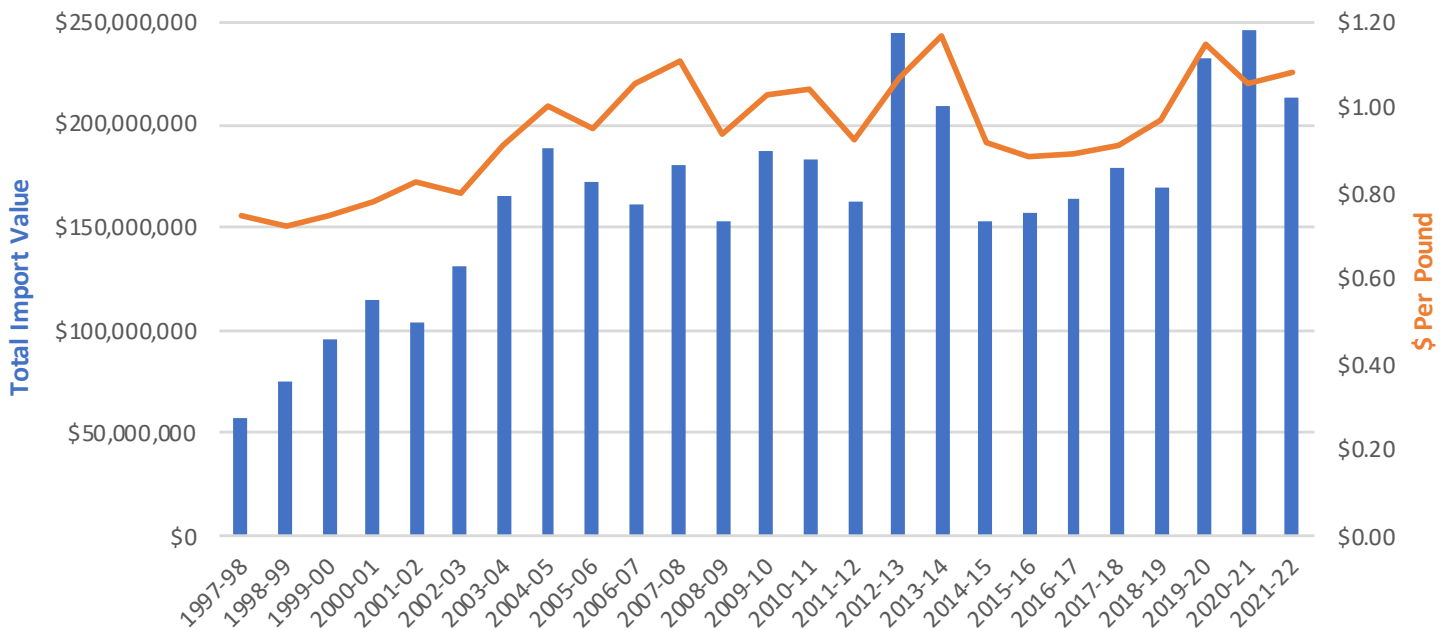
Source: U.S. Census Bureau, Foreign Trade

TABLE 17
TOMATO IMPORTS (BY VOLUME) FROM CANADA DURING THE FLORIDA SEASON
ALL TOMATO TYPES, OCTOBER TO JUNE



Source: U.S. Census Bureau, Foreign Trade

TABLE 18
TOMATO IMPORTS (BY VALUE) FROM CANADA DURING THE FLORIDA SEASON
ALL TOMATO TYPES, OCTOBER TO JUNE



Source: U.S. Census Bureau, Foreign Trade