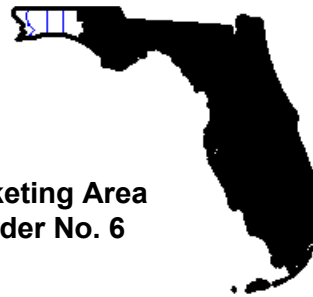


# FLORIDA Fluid Milk Report

Erik F. Rasmussen  
Market Administrator

Florida Marketing Area  
Federal Order No. 6



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## Dairy Forecast for 2018

*Excerpts from Livestock, Dairy, & Poultry Outlook, February 14, 2018, Economic Research Service, USDA:*

The forecast for the size of the milking herd in 2018 is unchanged at 9.415 million head, as cow numbers saw little change in December. Due to lower-than-expected yields in the fourth quarter of 2017, lower projected milk prices, and higher expected feed prices, the milk per cow forecast has been lowered slightly for the first half of the year and is now expected to total 23,230 pounds in 2018. As a result, the milk production forecast for the year is 0.1 billion pounds lower than last month's forecast, at 218.7 billion pounds.

Feed price forecasts have been raised since last month. The 2017/18 corn price forecast is \$3.05-\$3.55 per bushel, an increase of 5 cents at the midpoint of the range. The soybean meal price forecast is \$305-\$335 per short ton, an increase of \$5 at the midpoint of the range. The alfalfa hay price was \$148 per short ton in December, unchanged from November but \$21 higher than December 2016.

The annual forecast for exports on a milk-fat basis in 2018 is unchanged at 9.5 billion pounds, as slight growth from 2017 is still expected due to competitive domestic prices, a weaker dollar, and plentiful domestic supplies. The 2018 annual import forecast on a milk-fat basis is also unchanged at 6.0 billion pounds. Expectations of domestic demand for products with high milk-fat content are weaker than reflected in last month's forecast based on recent price weakness and high stocks; therefore, the 2018 domestic use forecast on a milk-fat basis has been lowered 0.2 billion pounds to 214.9 billion. Ending stocks for 2018 on a milk-fat basis are forecast 0.1 billion pounds higher than last month's forecast, at 12.9 billion pounds.

On a skim-solids basis, exports for 2018 are projected 0.5 billion pounds higher than the previous forecast, at 42.5 billion pounds, as recent strength in exports of (continued on page 4)

## Uniform Price Decreases

The uniform price in Hillsborough County, Florida, was \$19.62 per hundredweight for milk at 3.5 percent butterfat for the month of January. This is a decrease of \$1.30 compared with the previous month and a decrease of \$2.60 from January 2017.

Class I utilization was 81.83 percent in January. This represents a very slight increase of 0.02 percent compared to last month and is a decrease of 3.88 percent compared with January 2017.

## National Dairy Situation

The USDA estimates that the total U.S. production of milk in December 2017 was 18.04 billion pounds, 1.1 percent higher than December of last year and 1.2 percent higher compared with November 2017 on a daily average basis. Total cheese output was 1.09 billion pounds, 2.6 percent above December 2016 and 0.3 percent below November 2017 on a daily average basis. Butter production was 170 million pounds, 4.2 percent above December 2016 and 11.8 percent above November 2017 on a daily average basis.

Nonfat dry milk powder production was 163.3 million pounds in December, 5.4 percent higher than December of last year and 11.0 percent higher than November 2017 on a daily average basis. Total dry whey production was 83.1 million pounds in December, 6.1 percent above December 2016 and 1.5 percent below the previous month on a daily average basis. Whey protein concentrates production was 41.8 million pounds in December, 7.0 percent above December 2016 and 1.4 percent lower than November 2017 on a daily average basis.

December's milk-feed price ratio, the pounds of 16% mixed dairy feed equal in value to 1 pound of whole milk, was 2.38.

## F.O. 6 - FLORIDA: CALCULATION OF UNIFORM PRICES - JANUARY 2018

### Calculation of Uniform Butterfat Price:

	<u>Utilization</u>	<u>Pounds</u>	<u>Price/lb.</u>	<u>Value</u>
Class I Butterfat	45.97%	4,201,252	\$2.4875	\$ 10,450,614.37
Class I Differential at Location				235,132.87
Class II Butterfat	37.90%	3,463,195	\$2.4601	8,519,806.02
Class III Butterfat	2.60%	237,372	\$2.4531	582,297.25
Class IV Butterfat	13.53%	1,236,152	\$2.4531	3,032,404.47
<b>Total Butterfat</b>	<b>100.00%</b>	<b>9,137,971</b>		<b>\$ 22,820,254.98</b>

**Uniform Butterfat Price per lb. (Hillsborough County, Florida):** **\$2.4973**

### Calculation of Uniform Skim Milk Price:

	<u>Utilization</u>	<u>Pounds</u>	<u>Price per unit</u>	<u>Value</u>
<b>Producer Milk</b>				
Class I Skim Milk	83.24%	194,256,762	\$6.98 /cwt.	\$ 13,559,122.00
Class I Butterfat	45.97%	4,201,252	\$2.4875 /lb.	10,450,614.37
Class I Differential at Location		198,458,014		11,094,971.28
<b>Total Class I Milk</b>	<b>81.83%</b>	<b>198,458,014</b>		<b>\$ 35,104,707.65</b>
Class II Skim Milk	10.21%	23,814,494	\$5.70 /cwt.	\$ 1,357,426.18
Class II Butterfat	37.90%	3,463,195	\$2.4601 /lb.	8,519,806.02
<b>Total Class II Milk</b>	<b>11.25%</b>	<b>27,277,689</b>		<b>\$ 9,877,232.20</b>
Class III Skim Milk	2.70%	6,300,086	\$5.61 /cwt.	\$ 353,434.83
Class III Butterfat	2.60%	237,372	\$2.4531 /lb.	582,297.25
<b>Total Class III Milk</b>	<b>2.70%</b>	<b>6,537,458</b>		<b>\$ 935,732.08</b>
Class IV Skim Milk	3.85%	8,988,282	\$4.71 /cwt.	\$ 423,348.08
Class IV Butterfat	13.53%	1,236,152	\$2.4531 /lb.	3,032,404.47
<b>Total Class IV Milk</b>	<b>4.22%</b>	<b>10,224,434</b>		<b>\$ 3,455,752.55</b>
<b>Producer Milk</b>	<b>100.00%</b>	<b>242,497,595</b>		<b>\$ 49,373,424.48</b>

### Adjustments

Overage and Other Source	\$0.00
Inventory Adjustments	\$0.00
Producer butterfat at uniform butterfat price	(\$22,820,254.98)
Location Adjustments to Producers	(\$248,701.42)
1/2 Unobligated Balance in P.S.F.	\$98,639.43

### Adjusted Pool Value

Reserve for Producer Settlement Fund	\$ 11.31434	\$26,403,107.51
	\$ 0.04434	\$103,477.89

**Uniform Skim Milk Price per cwt. (Hillsborough County, Florida):**

**\$11.27**

**Uniform Price per cwt. (Hillsborough County, Florida)**

**\$19.62\***

\* At 3.5% butterfat test; for information purposes.

### OTHER FEDERAL ORDERS: CLASS I AND UNIFORM PRICES (At 3.5% Butterfat)

MARKET NAME (Priced at)	CLASS I		UNIFORM		CLASS I %
	JAN 2018	FEB 2018	DEC 2017	JAN 2018	JAN 2018
Appalachian (Charlotte)	\$ 18.84	\$ 17.65	\$ 18.37	\$ 17.53	71.13%
Arizona (Phoenix)	\$ 17.79	\$ 16.60	\$ 16.02	\$ 14.56	23.93%
Central (Kansas City)	\$ 17.44	\$ 16.25	\$ 15.56	\$ 14.52	29.44%
<b>Florida (Tampa)</b>	<b>\$ 20.84</b>	<b>\$ 19.65</b>	<b>\$ 20.92</b>	<b>\$ 19.62</b>	<b>81.83%</b>
Mideast (Cleveland)	\$ 17.44	\$ 16.25	\$ 15.80	\$ 14.84	33.20%
Northeast (Boston)	\$ 18.69	\$ 17.50	\$ 16.71	\$ 15.70	33.40%
Pacific Northwest (Seattle)	\$ 17.34	\$ 16.15	\$ 15.21	\$ 14.32	21.97%
Southeast (Atlanta)	\$ 19.24	\$ 18.05	\$ 19.04	\$ 18.00	72.54%
Southwest (Dallas)	\$ 18.44	\$ 17.25	\$ 16.36	\$ 15.35	28.17%
Upper Midwest (Chicago)	\$ 17.24	\$ 16.05	\$ 15.57	\$ 14.26	9.90%

**FLORIDA MILK MARKETING AREA-FEDERAL ORDER 6  
STATISTICAL SUMMARY**

Receipts:	Jan 2018	Jan 2017
<b>Producer Milk</b>		
Class I	198,458,014	199,019,796
Class II	27,277,689	24,573,071
Class III	6,537,458	1,144,582
Class IV	10,224,434	7,474,755
Total Producer Milk	<u>242,497,595</u>	<u>232,212,204</u>
Average Butterfat Test	3.79%	3.69%
Percent of Producer Milk in Class I	81.83%	85.71%
Daily Average Receipts	7,822,503	7,490,716
<b>Other Source Milk</b>		
Class I	3,806,697	4,115,304
Class II	5,353,060	5,022,108
Class III	0	0
Class IV	260,989	1,185,297
Total Other Source Milk	<u>9,420,746</u>	<u>10,322,709</u>
<b>Overage</b>		
Class I	0	0
Class II	0	0
Class III	0	0
Class IV	0	0
Total Overage	<u>0</u>	<u>0</u>
<b>Opening Inventory</b>		
Class I	5,957,086	10,237,321
Class II	0	284,218
Class III	0	5,697
Class IV	9,135,129	7,238,039
Total Opening Inventory	<u>15,092,215</u>	<u>17,765,275</u>
<b>Total Receipts</b>	<b>267,010,556</b>	<b>260,300,188</b>
<b>Utilization:</b>		
<b>Class I Utilization</b>		
Inventory of Packaged FMP	7,200,791	10,945,703
Route Disposition Class I	199,702,756	201,873,203
Shrinkage	561,114	114,268
Transfers & Diversions to Nonpool	757,136	439,247
Total Class I Utilization	<u>208,221,797</u>	<u>213,372,421</u>
Average Butterfat Test	2.11%	2.04%
Daily Average Utilization	6,716,832	6,882,981
<b>Class II Utilization</b>		
Nonfluid Used To Produce	5,353,060	4,865,400
Shrinkage	0	0
Transfers & Diversions to Nonpool/Commercial Foods	12,980,629	8,663,704
Used To Produce/Other Uses	14,297,060	16,350,293
Total Class II Utilization	<u>32,630,749</u>	<u>29,879,397</u>
Average Butterfat Test	10.61%	11.87%
<b>Class III Utilization</b>		
Shrinkage	0	0
Transfers & Diversions to Nonpool/Used to Produce	6,388,936	1,150,279
Use to Produce/Other Uses	148,522	0
Total Class III Utilization	<u>6,537,458</u>	<u>1,150,279</u>
Average Butterfat Test	3.63%	4.19%
<b>Class IV Utilization</b>		
Inventory	9,990,103	8,304,578
Nonfluid Used To Fortify	230,040	399,436
Shrinkage	3,318,314	3,649,436
Transfers & Diversions to Nonpool	4,523	2,368,040
Used To Produce/Other Uses	1,558,983	1,176,601
Total Class IV Utilization	<u>19,620,552</u>	<u>15,898,091</u>
Average Butterfat Test	8.70%	10.16%
<b>Total Utilization</b>	<b>267,010,556</b>	<b>260,300,188</b>

## Florida Market Summary

The minimum order uniform price for payment to producers supplying the Florida Order marketing area in January 2018 is \$19.62 per hundredweight for milk with a 3.5% butterfat test in Hillsborough County. This is .965 times the uniform skim milk price of \$11.27 per hundredweight plus 3.5 times the uniform butterfat price of \$2.4973 per pound. Payment to producers may be adjusted by location differentials, if applicable, and by properly authorized deductions.

Uniform prices are the result of marketwide pooling; all producer milk was classified and priced according to the milk's use. In January, Class I use accounted for 83.24% of all producer skim milk (priced to handlers at \$6.98 hundredweight, plus the Class I differential) and 45.97% of producer butterfat (priced to handlers at \$2.4875 per pound plus Class I differential). Class II use accounted for 10.21% of all producer skim milk (\$5.70 per hundredweight) and 37.90% of producer butterfat (\$2.4601 per pound). Class III use accounted for 2.70% of all producer skim milk (\$5.61 per cwt) and 2.60% of producer butterfat (\$2.4531 per pound). Class IV use accounted for 3.85% of all producer skim milk (\$4.71 per cwt) and 13.53% of producer butterfat (\$2.4531 per pound).

### Packaged Class I Route Sales in Marketing Area

Product Description	Pounds	Percent
<b>December 2017</b>		
Whole Milk	94,464,738	39.78%
Fat Free Milk	19,779,707	8.33%
Low fat Milk (incl. 1%)	27,340,751	11.51%
Reduced Fat Milk (incl. 2%)	70,289,480	29.60%
Cultured Fluid Milk (incl. Buttermilk)	1,509,400	0.65%
Flavored Drinks and Milk	24,060,934	10.13%
<b>Total Disposition in Marketing Area</b>	<b>237,445,010</b>	<b>100.00%</b>
Total Disposition by Pool Plants	190,555,195	80.25%
Total Disposition by Non pool Plants	46,889,815	19.75%
<b>Total Disposition in Marketing Area</b>	<b>237,445,010</b>	<b>100.0%</b>

Receipts of producer milk during January 2018 totaled 242.5 million pounds, 10.3 million pounds more than January 2017. Florida producers supplied 199.5 million pounds of milk in December 2017 or an estimated 87.96% of the producer milk pooled in Florida. In December 2016, Florida producers supplied 86.61% of producer milk pooled on the Florida market. There were 9 regulated pool distributing plants and 4 cooperative associations submitting reports of receipts and utilization in the computation of the uniform prices for January. In-area Class I route disposition was 237.4 million pounds in December 2017, 3.7 million pounds less than last year.

### Dairy Forecast for 2018, cont.

(continued from page 1) NDM/SMP, whey products, and lactose is expected to carry into the first half of 2018. Imports on a skim-solids basis are now forecast at 6.0 billion pounds for the year, 0.1 billion pounds higher than the last forecast. The domestic use forecast has been lowered 0.8 billion pounds to 181.6 billion, as domestic use lagged year-ago levels in November and December despite lower prices for most dairy products. Ending stocks on a skim-solids basis for the year are forecast at 11.6 billion pounds, unchanged from last month's forecast.

Small changes have been made in forecasts for some product prices in 2018. The cheddar cheese price forecast has been lowered to \$1.530-\$1.600 per pound for the year, as prices in the first half are projected lower but should still climb throughout the year. Recent price declines and continued flagging growth in butter consumption have motivated a decrease in the butter price forecast for the year to \$2.195-\$2.295 per pound. The dry whey and NDM price annual forecasts are unchanged at \$0.270-\$0.300 and \$0.715-\$0.775 per pound, respectively.

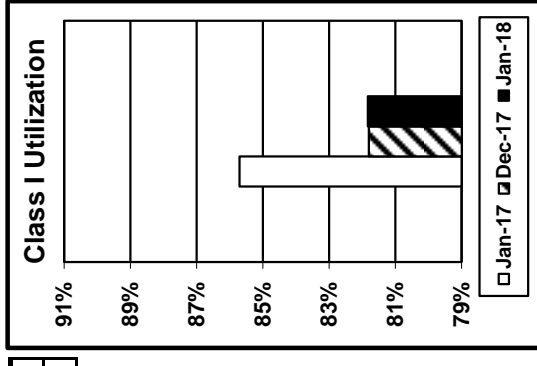
The Class III price forecast has been lowered to \$14.20-\$14.90 per cwt due to lower cheese prices; the Class IV price forecast for 2018 is also lower at \$13.35-\$14.15 because of lower butter prices. The all-milk price forecast for the year is \$15.70-\$16.40 per cwt, 15 cents lower at the midpoint of the range than last month's forecast.

**FEDERAL ORDER 6 - FLORIDA: CLASS AND UNIFORM PRICES**

Pool Period	CLASS I*			CLASS II			CLASS III			CLASS IV			UNIFORM*		
	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5
Dec 2016	\$15.24	\$2.1644	\$22.28	\$7.32	\$2.3424	\$15.26	\$9.56	\$2.3354	\$17.40	\$7.04	\$2.3354	\$14.97	\$14.25	\$2.2537	\$21.64
Jan 2017	\$15.01	\$2.3914	\$22.85	\$7.77	\$2.5323	\$16.36	\$8.22	\$2.5253	\$16.77	\$7.62	\$2.5253	\$16.19	\$14.08	\$2.4652	\$22.22
Feb	\$13.60	\$2.5732	\$22.13	\$8.29	\$2.4344	\$16.52	\$8.69	\$2.4274	\$16.88	\$7.35	\$2.4274	\$15.59	\$12.77	\$2.4994	\$21.07
Mar	\$14.05	\$2.4968	\$22.30	\$8.00	\$2.4246	\$16.21	\$7.61	\$2.4176	\$15.81	\$6.07	\$2.4176	\$14.32	\$13.12	\$2.4614	\$21.28
Apr	\$13.15	\$2.5023	\$21.45	\$6.78	\$2.3618	\$14.81	\$7.23	\$2.3548	\$15.22	\$5.98	\$2.3548	\$14.01	\$12.01	\$2.4267	\$20.08
May	\$12.54	\$2.4276	\$20.60	\$6.60	\$2.4204	\$14.84	\$7.38	\$2.4134	\$15.57	\$6.26	\$2.4134	\$14.49	\$11.61	\$2.4239	\$19.69
Jun	\$12.74	\$2.4032	\$20.71	\$6.89	\$2.7136	\$16.15	\$7.22	\$2.7066	\$16.44	\$6.65	\$2.7066	\$15.89	\$11.87	\$2.5531	\$20.39
Jul	\$12.72	\$2.7752	\$21.99	\$7.41	\$2.9526	\$17.48	\$5.33	\$2.9456	\$15.45	\$6.52	\$2.9456	\$16.60	\$11.85	\$2.8603	\$21.45
Aug	\$11.95	\$3.0259	\$22.12	\$7.25	\$3.0179	\$17.56	\$6.25	\$3.0109	\$16.57	\$6.29	\$3.0109	\$16.61	\$11.24	\$3.0224	\$21.43
Sep	\$11.73	\$3.0831	\$22.11	\$7.03	\$2.8629	\$16.80	\$6.59	\$2.8559	\$16.36	\$6.08	\$2.8559	\$15.86	\$11.13	\$2.9727	\$21.14
Oct	\$12.07	\$2.9120	\$21.84	\$6.84	\$2.6716	\$15.95	\$7.63	\$2.6646	\$16.69	\$5.72	\$2.6646	\$14.85	\$11.26	\$2.7874	\$20.62
Nov	\$12.68	\$2.7344	\$21.81	\$6.58	\$2.5616	\$15.32	\$8.23	\$2.5546	\$16.88	\$5.23	\$2.5546	\$13.99	\$11.81	\$2.6467	\$20.66
Dec	\$13.70	\$2.5875	\$22.28	\$5.94	\$2.5021	\$14.49	\$6.95	\$2.4951	\$15.44	\$4.95	\$2.4951	\$13.51	\$12.45	\$2.5446	\$20.92
Jan 2018	\$12.38	\$2.5415	\$20.84	\$5.70	\$2.4601	\$14.11	\$5.61	\$2.4531	\$14.00	\$4.71	\$2.4531	\$13.13	\$11.27	\$2.4973	\$19.62
Feb	\$13.38	\$3.5415	\$25.31	\$6.70											

**FEDERAL ORDER 6 - FLORIDA: POOLED RECEIPTS AND UTILIZATION OF PRODUCER MILK**

Pool Period	Producer Milk 1000 lbs.	Number of Farms	CLASS I		CLASS II		CLASS III		CLASS IV	
			1000 lbs.	%	1000 lbs.	%	1000 lbs.	%	1000 lbs.	%
Dec 2016	234,849	137	195,492	83.24%	22,540	9.60%	11,287	4.81%	5,530	2.35%
Jan 2017	232,212	129	199,020	85.71%	24,573	10.58%	1,145	0.49%	7,475	3.22%
Feb	213,014	125	177,729	83.43%	27,152	12.75%	2,381	1.12%	5,752	2.70%
Mar	235,520	119	196,479	83.42%	26,392	11.21%	7,334	3.11%	5,316	2.26%
Apr	219,859	131	177,183	80.58%	24,000	10.92%	7,056	3.21%	11,620	5.29%
May	218,418	109	177,322	81.18%	23,737	10.87%	8,401	3.85%	8,958	4.10%
Jun	204,329	127	167,555	82.01%	22,199	10.86%	8,887	4.35%	5,687	2.78%
Jul	197,380	126	164,694	83.44%	24,357	12.34%	4,829	2.45%	3,500	1.77%
Aug	215,152	176	181,228	84.22%	27,271	12.68%	4,187	1.95%	2,466	1.15%
Sep	202,752	184	174,233	85.93%	19,562	9.65%	2,059	1.02%	6,898	3.40%
Oct	218,757	173	183,666	83.96%	25,663	11.73%	394	0.18%	9,034	4.13%
Nov	218,101	147	183,961	84.34%	23,202	10.64%	3,337	1.53%	7,601	3.49%
Dec	226,771	128	185,525	81.81%	20,614	9.09%	9,667	4.26%	10,965	4.84%
Jan 2018	242,498	130**	198,458	81.83%	27,278	11.25%	6,537	2.70%	10,224	4.22%



\* Class I and uniform prices are at Hillsborough County (Tampa), Florida; \*\* Estimated

## Florida Marketing Area - Federal Order 6

2018 Pool and Payment Dates									
	Pool & Uniform Price	MA Payment Dates		Payments for Producer Milk					
		Due to:	Due From:	First Partial Payment Due**		Second Partial Payment Due**		Final Pay Due	
Pool Month	Release Date	All Funds	P/S	Coop	Non - member	Coop	Non - member	Coop	Non - member
February	03/11/18	03/12/18	03/13/18	02/20/18	02/20/18	03/05/18	03/05/18	03/13/18	03/14/18
March	04/11/18	04/12/18	04/13/18	03/19/18	03/20/18	04/04/18	04/05/18	04/13/18	04/16/18
April	05/11/18	05/14/18	05/15/18	04/19/18	04/20/18	05/04/18	05/07/18	05/15/18	05/16/18

\*\*The base rate for making partial payments in Hillsborough Co., FL for February will be \$17.66 per hundredweight for cooperatives (90 percent of the preceding month's uniform price) and \$16.68 for nonmembers (85 percent of the preceding month's uniform price).

Producer Touch Base Requirements & Handler Diversion Limits													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Producer Touch Base Days	10	10	10	10	10	10	10	10	10	10	10	10	
Diversion Percentage Limits	15%	15%	20%	20%	20%	20%	10%	10%	10%	10%	10%	15%	

### WASDE Dairy Report 1/

**WASDE – 574 February 8, 2018**

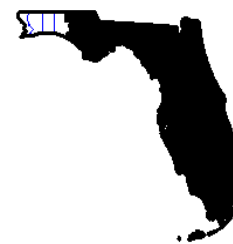
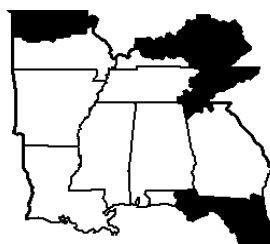
The milk production forecast for 2018 is lowered from last month on expectations of slower growth in milk per cow. The 2018 fat basis export and import forecasts are unchanged from the previous month. On a skim-solids basis, the import forecast is raised slightly while the export forecast is raised on strong global demand for skim milk powder, lactose, and whey products. The 2017 production, trade, and stock estimates are adjusted to reflect December data.

Annual product price forecasts for cheese and butter are lowered from the previous month as demand remains relatively weak. No changes are made to the annual prices for NDM and whey. The Class III price is lowered on the cheese price projection while the Class IV price is down on a lower butter price forecast. The all milk price is forecast is reduced to \$15.70 to \$16.40 per cwt.

*1/ The World Agricultural Supply and Demand Estimates (WASDE) report provides USDA's comprehensive forecasts of supply and demand for major U.S. and global crops and U.S. livestock, including dairy. The most recent WASDE report is available at [www.usda.gov/oce/commodity/wasde/index.htm](http://www.usda.gov/oce/commodity/wasde/index.htm).*



**MILK MARKET ADMINISTRATOR**  
 U.S. Department Of Agriculture  
 2763 Meadow Church Rd, Ste 100  
 Duluth, Georgia 30097



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