

Market Information BULLETIN

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Southeast Marketing Area
Federal Order 7

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ISSUED FOR THE INFORMATION OF PRODUCERS WHO ARE NOT MEMBERS OF COOPERATIVE ASSOCIATIONS

Dairy Market Forecasts for 2018/19

Excerpts from Livestock, Dairy, & Poultry Outlook, August 18, 2018, Economic Research Service, USDA:

The annual forecast for the size of the milking herd in 2018 is unchanged at 9.405 million. The 2018 milk-per-cow forecast has been raised to 23,175 pounds per head, 5 pounds higher than last month's forecast, since the second-quarter number was higher than expected. However, the milk production forecast rounds to 217.9 billion pounds for the year, unchanged from last month's forecast.

The import forecast for 2018 on a milk-fat basis has been raised to 6.0 billion pounds, 0.1 billion more than last month's forecast, based on higher expected imports of butterfat products. The export forecast for the year has been raised 0.2 billion pounds to 10.4 billion, based on higher expected exports of butterfat products and whole milk powder. The forecast for ending stocks on a milk-fat basis is unchanged at 13.5 billion pounds. With a strengthening economy, the domestic use forecast on a milk-fat basis has been raised for the second half of the year. However, the annual forecast has been lowered by 0.1 billion pounds to 212.4 billion, as the lower-than-expected domestic use in the second quarter more than offsets the higher forecast for the second half of the year.

For 2018, the annual forecast for imports on a skim-solids basis is 5.6 billion pounds, unchanged from last month's projection. The export forecast on a skim-solids basis, however, has been reduced 0.6 billion pounds to 45.4 billion as exports of whey products were relatively low in June and the newly announced Chinese tariffs are expected to reduce exports of lactose. Ending stocks on a skim-solids basis are forecast at 10.5 billion pounds for 2018, unchanged from the last forecast. With a strengthening economy contributing to higher demand, the domestic use forecast on a skim-solids basis is 178.4 billion pounds, 0.6 billion pounds higher than last month's forecast.

Due to stronger expected demand and recent price strength, 2018 price forecasts for cheddar cheese, butter, and NDM have been raised to \$1.550-\$1.570, \$2.265-\$2.305, and 0.755-\$0.775 per pound, respectively. In addition to recent price strength and stronger expected demand, relatively low stock levels have contributed to a higher dry whey price forecast of (continued on pg. 4)

Uniform Price @ 3.5% Unchanged

The uniform price in Fulton County, GA, was \$18.12 per hundredweight of milk at 3.5 percent butterfat for the month of July. The uniform price, at 3.5 percent butterfat, is the same as the previous month and is \$1.52 per hundredweight lower compared to July 2017.

Class I utilization was 73.31 percent in July, 5.48 percent higher than the previous month and 5.80 percent higher than July of last year.

National Dairy Situation

The USDA estimates that the total U.S. production of milk in June was 18.27 billion pounds, 1.2 percent higher than June of last year and 1.3 percent lower compared with May 2018 on a daily average basis. Total cheese output (excluding cottage cheese) was 1.06 billion pounds, 1.8 percent above June 2017 but 1.4 percent above May 2018 on a daily average basis. Butter production was 143 million pounds, 3.1 percent above June 2017 but 11.8 percent lower than May 2018 on a daily average basis.

Nonfat dry milk powder production was 148.2 million pounds in June, 9.0 percent lower than last year and 4.2 percent lower than May on a daily average basis. Total dry whey production was 87.4 million pounds in June, 0.7 percent lower than June 2017 and 5.6 percent higher than the previous month on a daily average basis. Whey protein concentrates production was 39.9 million pounds in June, 1.1 percent lower than June 2017 and 1.6 percent lower than May on a daily average basis.

June's milk-feed price ratio, the pounds of 16% mixed dairy feed equal in value to 1 pound of whole milk, was 1.98, 0.08 points above the previous month's ratio.

F.O. 7 - SOUTHEAST: CALCULATION OF UNIFORM PRICES - JULY 2018

Calculation of Uniform Butterfat Price:

	<u>Utilization</u>	<u>Pounds</u>	<u>Price/lb.</u>	<u>Value</u>
Class I Butterfat	47.05%	6,815,409	\$2.6641	\$ 18,156,931.10
Class I Differential at Location				223,972.87
Class II Butterfat	41.80%	6,054,163	\$2.5357	15,351,541.12
Class III Butterfat	6.79%	982,918	\$2.5287	2,485,504.75
Class IV Butterfat	4.36%	631,778	\$2.5287	1,597,577.05
Total Butterfat	100.00%	14,484,268		\$ 37,815,526.89
Uniform Butterfat Price per lb. (Fulton County, Georgia):				\$2.6108

Calculation of Uniform Skim Milk Price:

<u>Producer Milk</u>	<u>Utilization</u>	<u>Pounds</u>	<u>Price per unit</u>	<u>Value</u>
Class I Skim Milk	74.30%	282,688,067	\$6.25 /cwt.	\$ 17,668,004.21
Class I Butterfat	47.05%	6,815,409	\$2.6641 /lb.	18,156,931.10
Class I Differential at Location		289,503,476		9,485,754.59
Total Class I Milk	73.31%	289,503,476		\$ 45,310,689.90
Class II Skim Milk	15.86%	60,325,449	\$6.55 /cwt.	\$ 3,951,316.93
Class II Butterfat	41.80%	6,054,163	\$2.5357 /lb.	15,351,541.12
Total Class II Milk	16.81%	66,379,612		\$ 19,302,858.05
Class III Skim Milk	6.86%	26,085,941	\$5.44 /cwt.	\$ 1,419,075.18
Class III Butterfat	6.79%	982,918	\$2.5287 /lb.	2,485,504.75
Total Class III Milk	6.85%	27,068,859		\$ 3,904,579.93
Class IV Skim Milk	2.98%	11,329,535	\$5.48 /cwt.	\$ 620,858.52
Class IV Butterfat	4.36%	631,778	\$2.5287 /lb.	1,597,577.05
Total Class IV Milk	3.03%	11,961,313		\$ 2,218,435.57
Producer Milk	100.00%	394,913,260		\$ 70,736,563.45

Adjustments

Overage and Other Source	\$20,501.22
Inventory Adjustments	(\$24,583.45)
Producer butterfat at uniform butterfat price	(\$37,815,526.89)
Location Adjustments to Producers	\$2,483,590.24
1/2 Unobligated Balance in P.S.F.	\$185,756.50
Adjusted Pool Value	\$ 9.35426
Reserve for Producer Settlement Fund	\$ 0.04426
	\$35,586,301.07

Uniform Skim Milk Price per cwt. (Fulton County, Georgia):

\$9.31

Uniform Price per cwt. (Fulton County, Georgia)

\$18.12*

* 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 %
	July 2018	August 2018	June 2018	July 2018	July 2018
Appalachian (Charlotte)	\$ 18.76	\$ 17.55	\$ 17.81	\$ 17.52	69.06%
Arizona (Phoenix)	\$ 17.71	\$ 16.50	\$ 15.70	\$ 15.03	23.72%
Central (Kansas City)	\$ 17.36	\$ 16.15	\$ 15.53	\$ 14.78	23.31%
Florida (Tampa)	\$ 20.76	\$ 19.55	\$ 19.96	\$ 19.57	81.10%
Midwest (Cleveland)	\$ 17.36	\$ 16.15	\$ 15.84	\$ 15.22	29.00%
Northeast (Boston)	\$ 18.61	\$ 17.40	\$ 16.70	\$ 16.14	29.10%
Pacific Northwest (Seattle)	\$ 17.26	\$ 16.05	\$ 15.47	\$ 14.73	18.77%
Southeast (Atlanta)	\$ 19.16	\$ 17.95	\$ 18.12	\$ 18.12	73.31%
Southwest (Dallas)	\$ 18.36	\$ 17.15	\$ 16.43	\$ 15.77	28.39%
Upper Midwest (Chicago)	\$ 17.16	\$ 15.95	\$ 15.40	\$ 14.37	7.20%

**SOUTHEAST MILK MARKETING AREA-FEDERAL ORDER 7
STATISTICAL SUMMARY**

Receipts:	July 2018	July 2017
Producer Milk		
Class I	289,503,476	285,118,531
Class II	66,379,612	67,810,024
Class III	27,068,859	43,037,459
Class IV	11,961,313	26,350,474
Total Producer Milk	<u>394,913,260</u>	<u>422,316,488</u>
Average Butterfat Test	3.66%	3.66%
Percent of Producer Milk in Class I	73.31%	67.51%
Daily Average Receipts	12,739,137	13,623,113
Other Source Milk		
Class I	5,726,522	4,719,231
Class II	3,114,351	3,352,236
Class III	23,773	0
Class IV	1,897,882	1,176,500
Total Other Source Milk	<u>10,762,528</u>	<u>9,247,967</u>
Overage		
Class I	0	0
Class II	0	23,072
Class III	0	0
Class IV	324,677	0
Total Overage	<u>324,677</u>	<u>23,072</u>
Opening Inventory		
Class I	17,059,958	21,514,636
Class II	564,204	218,198
Class III	2,539,142	1,179,995
Class IV	8,745,511	8,797,532
Total Opening Inventory	<u>28,908,815</u>	<u>31,710,361</u>
Total Receipts	434,909,280	463,297,888
Utilization:		
Class I Utilization		
Inventory of Packaged FMP	17,720,059	17,540,683
Route Disposition Class I	281,616,388	283,301,879
Shrinkage	4,878,166	1,633,432
Transfers & Diversions to Nonpool	8,075,343	8,876,404
Total Class I Utilization	<u>31,228,956</u>	<u>311,352,398</u>
Average Butterfat Test	2.34%	2.26%
Daily Average Utilization	10,073,870	10,043,626
Class II Utilization		
Nonfluid Used To Produce	2,461,080	2,533,274
Shrinkage	0	13,229
Transfers & Diversions to Nonpool/Commercial Foods	49,399,360	58,355,267
Used To Produce/Other Uses	18,197,727	10,501,760
Total Class II Utilization	<u>70,058,167</u>	<u>71,403,530</u>
Average Butterfat Test	9.35%	8.12%
Class III Utilization		
Shrinkage	5,085,621	5,052,687
Transfers & Diversions to Nonpool	21,041,672	36,073,624
Used To Produce/Other Uses	3,504,481	3,091,143
Total Class III Utilization	<u>29,631,774</u>	<u>44,217,454</u>
Average Butterfat Test	3.52%	2.89%
Class IV Utilization		
Inventory	12,080,435	18,416,914
Nonfluid Used To Fortify	539,932	623,056
Shrinkage	0	236
Transfers & Diversions to Nonpool	10,309,016	17,284,300
Used To Produce/Other Uses	0	0
Total Class IV Utilization	<u>22,929,383</u>	<u>36,324,506</u>
Average Butterfat Test	5.70%	7.19%
Total Utilization	434,909,280	463,297,888

Southeast Market Summary

The minimum order uniform price for payment to producers supplying the Southeast Order marketing area during July 2018 is \$18.12 per hundredweight for milk with a 3.5% butterfat test in Fulton County, Georgia. This is .965 times the uniform skim milk price of \$9.31 per hundredweight plus 3.5 times the uniform butterfat price of \$2.6108 per pound. Payment to producers may be reduced 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 July, Class I use, which is primarily bottled or packaged fluid milk, accounted for 75.39% of all producer skim milk (priced to handlers at \$6.25 per hundredweight, plus the Class I differential, see page 2) and 47.76% of producer butterfat (priced to handlers at \$2.6641 per pound plus Class I differential). Class II use, which is milk used in fluid cream products and miscellaneous manufacturing, accounted for 16.09% of all producer skim milk (\$6.55 per hundredweight) and 42.42% of producer butterfat (\$2.5357 per pound). Class III use, mostly milk used to produce cheese, accounted for 5.74% of all producer skim milk (\$5.44 per hundredweight) and 5.68% of producer butterfat (\$2.5287 per pound). Class IV use, generally milk processed into butter and powder, accounted for 2.78% of all producer skim milk (\$5.48 per hundredweight) and 4.14% of producer butterfat (\$2.5287 per pound).

Packaged Class I Route Sales in Marketing Area

Product Description	Pounds	Percent
June 2018		
Whole Milk	134,743,121	41.60%
Fat Free Milk	19,923,247	6.15%
Low fat Milk (incl. 1%)	30,141,763	9.30%
Reduced Fat Milk (incl. 2%)	109,215,655	33.71%
Cultured Fluid Milk (incl. Buttermilk)	5,971,036	1.84%
Flavored Drinks and Milk	23,922,885	7.40%
Total Disposition in Marketing Area	323,917,707	100.0%
Total Disposition by Pool Plants	243,171,703	75.07%
Total Disposition by Nonpool Plants	80,746,004	24.92%
Total Disposition in Marketing Area	323,917,707	100.0%

Receipts of producer milk during June totaled 389.2 million pounds. There were 21 regulated pool distributing plants, 2 pool supply plant and 14 cooperative associations submitting reports of receipts and utilization that were included in the computation of the uniform prices for July 2018. Class I route disposition in the area was 324 million pounds in June 2018.

Dairy Market Forecasts for 2018/19, cont.

(continued from page 1) of \$0.295-\$0.315 per pound.

With higher dairy product price forecasts, milk price forecasts for 2018 are higher than the last forecasts as well. The Class III and IV prices are projected at \$14.50-\$14.70 and \$13.95-\$14.25 per cwt, respectively, increases of 15 cents and 25 cents at the midpoints of the ranges. The all-milk price forecast has been raised 10 cents at the midpoint of the range to \$16.10-\$16.30 per cwt for the year.

With higher milk price forecasts and lower feed price forecasts, the 2019 milk production forecast has been raised to 220.9 billion pounds, 0.3 billion higher than last month's forecast. The milk cow forecast for 2019 has been raised 10 thousand head to 9.405 million, and milk per cow is projected at 23,495 pounds, 20 pounds higher than projected last month.

Due to stronger expected demand, 2019 price forecasts for cheese, nonfat dry milk, and dry whey have been raised to \$1.590-\$1.690, \$0.755-0.825, and \$0.300-\$0.330 per pound, respectively. The butter price forecast for the year is unchanged at \$2.220-\$2.350 per pound.

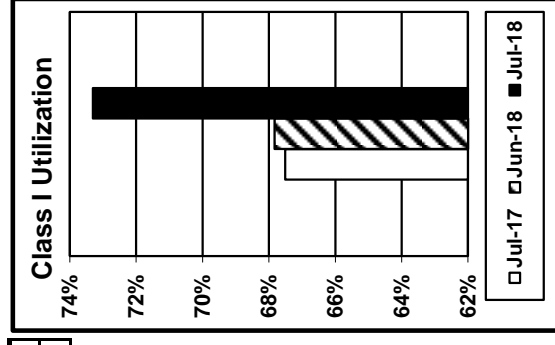
Class III and IV price forecasts have been raised for 2019. The Class III price for the year is projected at \$14.95-\$15.95 per cwt, a 25-cent increase at the midpoint of the range. The Class IV price is now forecast at \$13.75-\$14.85 per cwt, a 10-cent increase at the midpoint of the range. The all-milk price forecast for 2019 has been raised 20 cents at the midpoint of the range to \$16.45-\$17.45 per cwt.

FEDERAL ORDER 7 - SOUTHEAST: 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				
Apr 2017	\$11.55	\$2.4863	\$19.85	\$6.78	\$2.3618	\$14.81	\$7.23	\$2.3548	\$15.22	\$5.98	\$2.3548	\$14.01	\$9.92	\$2.3992	\$17.97
May	\$10.94	\$2.4116	\$19.00	\$6.60	\$2.4204	\$14.84	\$7.38	\$2.4134	\$15.57	\$6.26	\$2.4134	\$14.49	\$9.72	\$2.4133	\$17.83
Jun	\$11.14	\$2.3872	\$19.11	\$6.89	\$2.7136	\$16.15	\$7.22	\$2.7066	\$16.44	\$6.65	\$2.7066	\$15.89	\$10.04	\$2.5760	\$18.70
Jul	\$11.12	\$2.7592	\$20.39	\$7.41	\$2.9526	\$17.48	\$5.33	\$2.9456	\$15.45	\$6.52	\$2.9456	\$16.60	\$9.95	\$2.8681	\$19.64
Aug	\$10.35	\$3.0099	\$20.52	\$7.25	\$3.0179	\$17.56	\$6.25	\$3.0109	\$16.57	\$6.29	\$3.0109	\$16.61	\$9.83	\$3.0111	\$20.02
Sep	\$10.13	\$3.0671	\$20.51	\$7.03	\$2.8629	\$16.80	\$6.59	\$2.8559	\$16.36	\$6.08	\$2.8559	\$15.86	\$9.63	\$2.9466	\$19.61
Oct	\$10.47	\$2.8960	\$20.24	\$6.84	\$2.6716	\$15.95	\$7.63	\$2.6646	\$16.69	\$5.72	\$2.6646	\$14.85	\$9.80	\$2.7619	\$19.12
Nov	\$11.08	\$2.7184	\$20.21	\$6.58	\$2.5616	\$15.32	\$8.23	\$2.5546	\$16.88	\$5.23	\$2.5546	\$13.99	\$10.24	\$2.6246	\$19.07
Dec	\$12.10	\$2.5715	\$20.68	\$5.94	\$2.5021	\$14.49	\$6.95	\$2.4951	\$15.44	\$4.95	\$2.4951	\$13.51	\$10.57	\$2.5269	\$19.04
Jan 2018	\$10.78	\$2.5255	\$19.24	\$5.70	\$2.4601	\$14.11	\$5.61	\$2.4531	\$14.00	\$4.71	\$2.4531	\$13.13	\$9.65	\$2.4823	\$18.00
Feb	\$9.51	\$2.5356	\$18.05	\$5.38	\$2.3560	\$13.44	\$5.37	\$2.3490	\$13.40	\$4.82	\$2.3490	\$12.87	\$8.40	\$2.4196	\$16.57
Mar	\$9.18	\$2.3714	\$17.16	\$5.55	\$2.4343	\$13.88	\$5.93	\$2.4343	\$14.24	\$4.71	\$2.4273	\$13.04	\$8.16	\$2.4081	\$16.30
Apr	\$9.62	\$2.4631	\$17.90	\$5.41	\$2.5183	\$14.03	\$5.89	\$2.5113	\$14.47	\$4.86	\$2.5113	\$13.48	\$8.45	\$2.4944	\$16.88
May	\$9.78	\$2.5157	\$18.24	\$5.45	\$2.6309	\$14.47	\$6.21	\$2.6239	\$15.18	\$5.58	\$2.6239	\$14.57	\$8.73	\$2.5813	\$17.46
Jun	\$10.15	\$2.6454	\$19.05	\$6.33	\$2.6762	\$15.48	\$6.08	\$2.6692	\$15.21	\$5.77	\$2.6692	\$14.91	\$9.13	\$2.6597	\$18.12
Jul	\$10.05	\$2.7021	\$19.16	\$6.55	\$2.5357	\$15.20	\$5.44	\$2.5287	\$14.10	\$5.48	\$2.5287	\$14.14	\$9.31	\$2.6108	\$18.12
Aug	\$9.26	\$2.5743	\$17.95	\$6.16											

FEDERAL ORDER 7 - SOUTHEAST: 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.	%
Apr 2017	501,646	1,578	298,804	59.57%	64,104	12.78%	68,088	13.57%	70,650	14.08%
May	496,584	1,589	312,446	62.92%	68,895	13.87%	66,353	13.36%	48,890	9.85%
Jun	450,975	1,645	298,763	66.25%	69,834	15.49%	56,703	12.57%	25,675	5.69%
Jul	422,316	1,814	285,119	67.51%	67,810	16.06%	43,037	10.19%	26,350	6.24%
Aug	427,360	1,902	330,006	77.22%	64,618	15.12%	18,284	4.28%	14,452	3.38%
Sep	408,376	1,824	312,637	76.55%	61,080	14.96%	11,500	2.82%	23,159	5.67%
Oct	424,246	1,840	315,628	74.40%	64,366	15.17%	10,281	2.42%	33,970	8.01%
Nov	422,925	1,808	316,742	74.89%	66,679	15.77%	10,918	2.58%	28,586	6.76%
Dec	452,716	1,830	318,219	70.29%	66,442	14.68%	23,050	5.09%	45,006	9.94%
Jan 2018	476,314	1,922	345,495	72.54%	70,352	14.77%	20,218	4.24%	40,249	8.45%
Feb	429,423	1,683	292,267	68.06%	63,177	14.71%	40,181	9.36%	33,798	7.87%
Mar	500,008	1,693	323,728	64.74%	83,253	16.65%	43,478	8.70%	49,549	9.91%
Apr	481,785	1,738	313,271	65.02%	74,794	15.52%	37,899	7.87%	55,822	11.59%
May	456,835	1,670	309,464	67.75%	77,488	16.96%	36,649	8.02%	33,234	7.27%
Jun	419,965	1,687	284,843	67.83%	72,373	17.23%	31,298	7.45%	31,451	7.49%
Jul	394,913	1,700**	289,503	73.31%	66,380	16.81%	27,069	6.85%	11,961	3.03%



* Class I and uniform prices are at Fulton County (Atlanta), Georgia.** Estimated

Southeast Marketing Area - Federal Order 7

2018 Pool and Payment Dates							
Pool Month	Pool & Uniform Price Release Date	MA Payment Dates		Payments for Producer Milk			
		Due to:	Due From:	Partial Payment** Due		Final Payment Due	
		All Funds	P/S & T-Credit	Coop	Nonmember	Coop	Nonmember
August	09/11/18	09/12/18	09/13/18	08/27/18	08/27/18	09/13/18	09/14/18
September	10/11/18	10/12/18	10/15/18	09/25/18	09/26/18	10/15/18	10/16/18
October	11/11/18	11/13/18	11/14/18	10/25/18	10/26/18	11/14/18	11/15/18

** The base rate for making partial payments in Fulton County, GA for August will be \$16.31 per hundredweight. This is 90 percent of the preceding month's uniform price of \$18.12 per hundredweight.

Producer Touch Base Requirements & Handler Diversion Limits												
[per Order Amendment issued March 17, 2008]												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Producer Touch Base Days	1	1	1	1	1	1	1	1	1	1	1	1
Diversion Percentage Limits	25%	25%	35%	35%	35%	35%	25%	25%	25%	25%	25%	35%

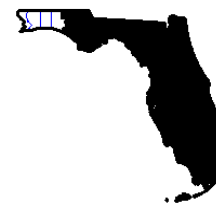
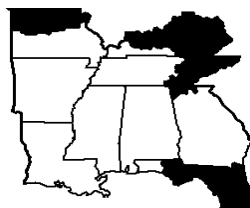
WASDE Dairy Report 1/ WASDE – 580, August 10, 2018

For 2018, fat basis exports are raised from the previous month on higher sales of butter and other fat-containing products. The fat basis import forecast is also raised on higher expected imports of butterfat products. The skim-solids basis export forecast for 2018 is lowered on weaker sales of nonfat dry milk (NDM) and the imposition of tariffs by China on lactose and other dairy products. The import forecast is unchanged. For 2019, the fat basis import and export forecasts are unchanged from the previous month. Skim-solids basis exports are lowered on expected continued weak sales of lactose.

For 2018, cheese, butter, NDM and whey price forecasts are raised for 2018. Prices for cheese, NDM and whey are also raised for 2019 as demand strength is expected to carry into next year. However, the 2019 butter price forecast remains unchanged from the previous month. The 2018 Class III and Class IV price forecasts are raised from the previous month to reflect the higher dairy product price forecasts. For 2019, Class III price forecast is raised on higher forecast cheese and whey prices. The Class IV price forecast is raised on the stronger forecast NDM price. The all milk price is raised to \$16.10 to \$16.30 per cwt for 2018, and is raised to \$16.45 to \$17.45 per cwt for 2019.

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.

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