

# Market Information BULLETIN



Southeast Marketing Area  
Federal Order 7

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www.fmmatlanta.com

October 2021

Volume 22—No. 10

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

## Dairy Outlook

*Excerpts from Livestock, Dairy, and Poultry Outlook, September 2021, USDA, Economic Research Service:*

### Dairy Forecasts for 2021

Based on recent information showing a decline in milk cow numbers, relatively high feed costs, and relatively high culling of dairy cows, the forecast for the average number of milk cows in 2021 has been lowered to 9.475 million head, 10,000 below the previous month's forecast. Based on the decline in milk per cow from July to August, lower yield per cow is projected for the third and fourth quarters of 2021. The projected average yield per cow in 2021 is 23,960 pounds per year, 50 pounds lower than last month's forecast. The milk production forecast for 2021 is 227.0 billion pounds, 0.8 billion less than last month's forecast. The 2021 forecasts for domestic commercial use of dairy products are lower than projected last month, mainly due to higher anticipated wholesale prices and weaker domestic demand. On a milk-fat basis, the annual forecast for 2021 domestic commercial use is 220.8 billion pounds, 1.1 billion lower than last month's forecast. The domestic use forecast on a skim-solids basis for 2021 is 180.0 billion pounds, 0.7 billion lower than last month's projection. Based on recent price data and lower expected milk production, the wholesale price forecasts for most dairy products have been adjusted higher for 2021. Price forecasts for cheese, NDM, and dry whey are \$1.680 (+4.0 cents), \$1.245 (+2.0 cents), \$0.565 (+1.0 cent) per pound, respectively. The 2021 wholesale price forecast for butter is \$1.685 per pound, 0.5 cents lower than last month's projection. With a higher projected wholesale price for cheese, the Class III milk price forecast for 2021 is \$17.05 per hundredweight (cwt), \$0.40 higher than the previous month's forecast. The Class IV milk price projection is \$15.70 per cwt, \$0.15 higher than last month's forecast. The all-milk price forecast for 2021 is \$18.45 per cwt, an increase of \$0.30 from last month's projection.

**Dairy Forecasts for 2022** (continued on Page 4)

## Pandemic Market Volatility Assistance Program (PMVAP) Update

Since the announcement of the Pandemic Market Volatility Assistance Program (PMVAP) in mid-August, USDA has been actively implementing the administration of this program that will distribute up to \$350 million in payments directly to dairy farmers. The role of the handler/cooperative USDA is wrapping up one-on-one meetings with approximately 200 handlers and cooperatives that purchased milk and participated in the Federal Milk Marketing Order program during the July-December 2020 period. Handlers and cooperatives are critical to the administration of the PMVAP. They have the proprietary producer production data that determines the eligible milk under PMVAP rules. Further, they are the entities that distribute program funds to dairy farmers. To ensure the integrity of the PMVAP and proper distribution of funds, USDA will enter into an agreement with each handler and cooperative. This process, along with a thorough explanation of the mechanics of the program, is currently underway. Dairy farmer payments As reported when the program was announced on August 19, 2021, PMVAP is designed to provide pandemic assistance payments directly to dairy farmers who received a lower value for their milk due to market abnormalities caused by the pandemic. Funds are projected to be paid to dairy farmers by the end of December 2021. AGI Certification Required by Dairy Farmers Similar to many USDA programs the PMVAP requires dairy farmers to meet either of the following adjusted gross income (AGI) requirements of the program: • Less than \$900,000 average AGI for tax years 2016, 2017, and 2018, or • 75 percent of your average taxable income for tax years 2016, 2017, and 2018 came from farming, ranching, or forestry-related activities Your handler or cooperative may have provided you with an attestation statement, which you MUST complete and return in order to receive a payment. Information for handlers and dairy farmers can be found at [www.ams.usda.gov/services/pandemicmarket-volatility-assistance-program](http://www.ams.usda.gov/services/pandemicmarket-volatility-assistance-program). For questions not covered in the resources online, please email [PMVAP@usda.gov](mailto:PMVAP@usda.gov)

## F.O. 7 - SOUTHEAST: CALCULATION OF UNIFORM PRICES - September 2021

### Calculation of Uniform Butterfat Price:

	<u>Utilization</u>	<u>Pounds</u>	<u>Price/lb.</u>	<u>Value</u>
Class I Butterfat	43.01%	6,017,358	\$1.8553	\$ 11,164,004.30
Class I Differential at Location				197,324.50
Class II Butterfat	44.43%	6,216,145	\$1.9458	12,095,374.96
Class III Butterfat	6.97%	974,696	\$1.9388	1,889,740.61
Class IV Butterfat	5.59%	781,739	\$1.9388	1,515,635.58
<b>Total Butterfat</b>	<b>100.00%</b>	<b>13,989,938</b>		<b>\$ 26,862,079.95</b>
<b>Uniform Butterfat Price per lb. (Fulton County, Georgia):</b>				<b>\$1.9201</b>

### 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	72.24%	255,071,479	\$10.46 /cwt.	\$ 26,680,476.72
Class I Butterfat	43.01%	6,017,358	\$1.8553 /lb.	11,164,004.30
Class I Differential at Location		261,088,837		8,541,234.98
<b>Total Class I Milk</b>	<b>71.14%</b>	<b>261,088,837</b>		<b>\$ 46,385,716.00</b>
Class II Skim Milk	18.01%	63,576,874	\$10.45 /cwt.	\$ 6,643,783.32
Class II Butterfat	44.43%	6,216,145	\$1.9458 /lb.	12,095,374.96
<b>Total Class II Milk</b>	<b>19.01%</b>	<b>69,793,019</b>		<b>\$ 18,739,158.28</b>
Class III Skim Milk	7.06%	24,914,844	\$10.10 /cwt.	\$ 2,516,399.25
Class III Butterfat	6.97%	974,696	\$1.9388 /lb.	1,889,740.61
<b>Total Class III Milk</b>	<b>7.05%</b>	<b>25,889,540</b>		<b>\$ 4,406,139.86</b>
Class IV Skim Milk	2.69%	9,497,309	\$9.92 /cwt.	\$ 942,133.05
Class IV Butterfat	5.59%	781,739	\$1.9388 /lb.	1,515,635.58
<b>Total Class IV Milk</b>	<b>2.80%</b>	<b>10,279,048</b>		<b>\$ 2,457,768.63</b>
<b>Producer Milk</b>	<b>100.00%</b>	<b>367,050,444</b>		<b>\$ 71,988,782.77</b>
<b>Adjustments</b>				
Overage and Other Source				\$225,882.05
Inventory Adjustments				\$50,143.83
Producer butterfat at uniform butterfat price				(\$26,862,079.95)
Location Adjustments to Producers				\$2,086,902.75
1/2 Unobligated Balance in P.S.F.				\$144,743.32
<b>Adjusted Pool Value</b>			<b>\$ 13.49184</b>	<b>\$47,634,374.77</b>
Reserve for Producer Settlement Fund			<b>\$ 0.04184</b>	\$147,736.72

**Uniform Skim Milk Price per cwt. (Fulton County, Georgia):** **\$13.45**

**Uniform Price per cwt. (Fulton County, Georgia)** **\$19.70\***

\* 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 %
	Sept	Oct	Aug	Sept	Dept
Appalachian (Charlotte)	\$ 19.99	\$ 20.48	\$ 19.24	\$ 19.37	73.77%
Arizona (Phoenix)	\$ 18.94	\$ 19.43	\$ 17.08	\$ 16.43	32.65%
California (Woodland)	\$ 18.69	\$ 19.18	\$ 16.59	\$ 16.91	20.80%
Central (Kansas City)	\$ 18.59	\$ 19.08	\$ 16.50	\$ 16.73	28.99%
Florida (Tampa)	\$ 21.99	\$ 22.48	\$ 21.11	\$ 21.22	83.34%
Midwest (Cleveland)	\$ 18.59	\$ 19.08	\$ 16.85	\$ 16.53	31.50%
Northeast (Boston)	\$ 19.84	\$ 20.33	\$ 17.69	\$ 17.96	32.90%
Pacific Northwest (Seattle)	\$ 18.49	\$ 18.98	\$ 16.47	\$ 16.28	22.57%
<b>Southeast (Atlanta)</b>	<b>\$ 20.39</b>	<b>\$ 20.88</b>	<b>\$ 19.60</b>	<b>\$ 19.70</b>	<b>71.14%</b>
Southwest (Dallas)	\$ 19.59	\$ 20.08	\$ 17.33	\$ 17.55	31.59%
Upper Midwest (Chicago)	\$ 18.39	\$ 18.88	\$ 16.22	\$ 16.71	9.20%

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

Receipts:	Sept 2021	Sept 2020
<b>Producer Milk</b>		
Class I	261,088,837	264,494,422
Class II	69,793,019	76,305,833
Class III	25,889,540	12,489,422
Class IV	10,279,048	39,826,099
Total Producer Milk	<b>367,050,444</b>	<b>393,115,776</b>
Average Butterfat Test	3.81%	3.77%
Percent of Producer Milk in Class I	71.14%	67.28%
Daily Average Receipts	12,235,015	13,103,859
<b>Other Source Milk</b>		
Class I	7,258,237	7,318,599
Class II	3,390,919	9,693,640
Class III	790,226	2,916,434
Class IV	6,329,518	7,735,096
Total Other Source Milk	<b>17,768,900</b>	<b>27,663,769</b>
<b>Overage</b>		
Class I	400,491	0
Class II	218,639	0
Class III	9,277	0
Class IV	816,166	323
Total Overage	<b>1,444,573</b>	<b>323</b>
<b>Opening Inventory</b>		
Class I	20,746,360	19,108,669
Class II	2,905,584	3,919,945
Class III	2,180,132	3,490,163
Class IV	11,710,931	16,842,613
Total Opening Inventory	<b>37,543,007</b>	<b>43,361,390</b>
<b>Total Receipts</b>	<b>423,806,924</b>	<b>464,141,258</b>
<b>Utilization:</b>		
<b>Class I Utilization</b>		
Inventory of Packaged FMP	23,281,084	22,888,832
Route Disposition Class I	260,110,871	261,495,099
Shrinkage	3,655,555	2,799,982
Transfers & Diversions to Nonpool	2,446,415	3,737,777
Total Class I Utilization	<b>289,493,925</b>	<b>290,921,690</b>
Average Butterfat Test	2.29%	2.27%
Daily Average Utilization	9,649,798	9,697,390
<b>Class II Utilization</b>		
Nonfluid Used To Produce	2,787,734	3,395,629
Shrinkage	0	32,158
Transfers & Diversions to Nonpool/Commercial Foods	54,166,260	53,751,055
Used To Produce/Other Uses	19,354,167	32,740,576
Total Class II Utilization	<b>76,308,161</b>	<b>89,919,418</b>
Average Butterfat Test	8.97%	10.89%
<b>Class III Utilization</b>		
Shrinkage	0	0
Transfers & Diversions to Nonpool	28,869,175	18,896,019
Used To Produce/Other Uses	0	0
Total Class III Utilization	<b>28,869,175</b>	<b>18,896,019</b>
Average Butterfat Test	3.39%	4.23%
<b>Class IV Utilization</b>		
Inventory	14,844,214	21,363,072
Nonfluid Used To Fortify	594,723	1,134,121
Shrinkage	4,943,366	5,453,034
Transfers & Diversions to Nonpool	6,637,324	33,875,327
Used To Produce/Other Uses	2,116,036	2,578,577
Total Class IV Utilization	<b>29,135,663</b>	<b>64,404,131</b>
Average Butterfat Test	6.27%	4.40%
<b>Total Utilization</b>	<b>423,806,924</b>	<b>464,141,258</b>

## Southeast Market Summary

The minimum order uniform price for payment to producers supplying the Southeast Order marketing area during September 2021 is \$19.70 per hundredweight for milk with a 3.5% butterfat test in Fulton County, Georgia. This is .965 times the uniform skim milk price of \$13.45 per hundredweight plus 3.5 times the uniform butterfat price of 1.9201 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 September 2021, Class I use, which is primarily bottled or packaged fluid milk, accounted for 72.24% of all producer skim milk (priced to handlers at \$10.46 hundredweight, plus the Class I differential, see page 2) and 43.01% of producer butterfat (priced to handlers at \$1.8553 per pound plus Class I differential). Class II use, which is milk used in fluid cream products and miscellaneous manufacturing, accounted for 18.01% of all producer skim milk (\$10.45 per hundredweight) and 44.43% of producer butterfat (\$1.9458 per pound). Class III use, mostly milk used to produce cheese, accounted for 6.97% of all producer skim milk (\$10.10 per hundredweight) and 6.97% of producer butterfat (\$1.9388 per pound). Class IV use, generally milk processed into butter and powder, accounted for 2.69% of all producer skim milk (\$9.92 per hundredweight) and 5.59% of producer butterfat (\$1.9388 per pound).

### Packaged Class I Route Sales in Marketing Area

Product Description	Pounds	Percent
<b>August 2021</b>		
Whole Milk	124,259,656	39.55%
Fat Free Milk	13,972,502	4.45%
Low fat Milk (incl. 1%)	31,733,693	10.10%
Reduced Fat Milk (incl. 2%)	95,501,128	30.39%
Cultured Fluid Milk (incl. Buttermilk)	6,198,494	1.97%
Flavored Drinks and Milk	42,554,754	13.54%
<b>Total Disposition in Marketing Area</b>	<b>314,220,227</b>	<b>100.00%</b>
Total Disposition by Pool Plants	222,719,382	70.88%
Total Disposition by Nonpool Plants	91,500,845	29.12%
<b>Total Disposition in Marketing Area</b>	<b>314,220,227</b>	<b>100.00%</b>

Receipts of producer milk during September 2021 totaled 367 million pounds. There were 18 regulated pool distributing plants, 2 pool supply plants and 16 cooperative associations submitting reports of receipts and utilization that were included in the computation of the uniform prices for September 2021. Class I route disposition in the area was 314.2 million pounds in August 2021.

## Dairy Outlook

(continued from Page 1) The average number of milk cows is expected to continue declining in the first quarter of 2022. As a result, the annual forecast has been lowered to 9.450 million head, 30,000 head below the last month's forecast. The projection for milk per cow is 24,305 pounds, 25 pounds lower than last month's forecast. The projection for 2022 milk production has been adjusted to 229.7 billion pounds, 0.9 billion pounds lower than last month's forecast but 2.7 billion pounds higher than 2021.

In 2022, domestic use is projected to be lower than the previous month's forecast as wholesale prices are projected higher and milk production is projected down. On a milk-fat basis, the domestic use forecast for 2022 is 224.5 billion pounds, 1.0 billion lower than the previous forecast. On a skim-solids basis, the forecast for domestic use is 182.2 billion pounds, 0.7 billion lower than last month's forecast

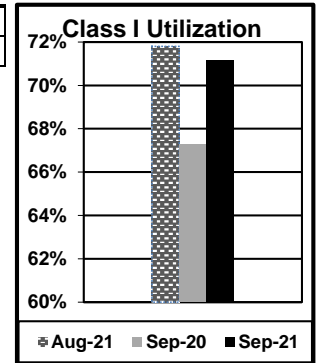
**FEDERAL ORDER 7 - SOUTHEAST: CLASS AND UNIFORM PRICES**

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	@ 3.5	Skim/cwt	Bfat/lb	@ 3.5
Sep 2020	\$16.82	\$1.7155	\$22.24	\$7.83	\$1.6002	\$13.16	\$11.25	\$1.5932	\$16.43	\$ 7.43	\$1.5932	\$12.75	\$ 14.37	\$1.6436	\$19.62
Oct	\$13.77	\$1.6313	\$19.00	\$8.15	\$1.6458	\$13.63	\$16.45	\$1.6388	\$21.61	\$ 8.01	\$1.6388	\$13.47	\$ 12.57	\$1.6364	\$17.86
Nov	\$16.58	\$1.6696	\$21.84	\$8.70	\$1.5623	\$13.86	\$18.55	\$1.5553	\$23.34	\$ 8.14	\$1.5553	\$13.30	\$ 14.55	\$1.6041	\$19.66
Dec	\$18.68	\$1.6136	\$23.67	\$8.91	\$1.5469	\$14.01	\$10.71	\$1.5399	\$15.72	\$ 8.26	\$1.5399	\$13.36	\$ 16.05	\$1.5709	\$20.99
Jan 2021	\$13.83	\$1.5989	\$18.94	\$9.03	\$1.5611	\$14.18	\$10.99	\$1.5541	\$16.04	\$ 8.61	\$1.5541	\$13.75	\$ 12.53	\$1.5722	\$17.59
Feb	\$14.17	\$1.6184	\$19.34	\$9.27	\$1.4446	\$14.00	\$11.11	\$1.4376	\$15.75	\$ 8.45	\$1.4376	\$13.19	\$ 12.88	\$1.5119	\$17.72
Mar	\$14.42	\$1.4515	\$19.00	\$9.36	\$1.7246	\$15.07	\$10.51	\$1.7176	\$16.15	\$ 8.46	\$1.7176	\$14.18	\$ 12.68	\$1.6243	\$17.92
Apr	\$13.80	\$1.7115	\$19.31	\$9.03	\$1.9566	\$15.56	\$11.24	\$1.9496	\$17.67	\$ 8.91	\$1.9496	\$15.42	\$ 12.38	\$1.8623	\$18.46
May	\$14.36	\$2.0135	\$20.90	\$9.58	\$1.9921	\$16.22	\$12.45	\$1.9851	\$18.96	\$ 9.55	\$1.9851	\$16.16	\$ 12.98	\$1.9972	\$19.52
Jun	\$15.62	\$2.0054	\$22.09	\$10.12	\$1.9711	\$16.66	\$10.71	\$1.9641	\$17.21	\$ 9.82	\$1.9641	\$16.35	\$ 13.94	\$1.9820	\$20.39
Jul	\$14.75	\$1.9970	\$21.22	\$10.53	\$1.9066	\$16.83	\$10.20	\$1.8996	\$16.49	\$ 9.69	\$1.8996	\$16.00	\$ 13.47	\$1.9437	\$19.80
Aug	\$14.40	\$1.9430	\$20.70	\$10.37	\$1.8578	\$16.51	\$9.82	\$1.8508	\$15.95	\$ 9.78	\$1.8508	\$15.92	\$ 13.45	\$1.8916	\$19.60
Sep	\$14.26	\$1.8933	\$20.39	\$10.45	\$1.9458	\$16.89	\$10.10	\$1.9388	\$16.53	\$ 9.92	\$1.9388	\$16.36	\$ 13.45	\$1.9201	\$19.70
Oct	\$14.46	\$1.9801	\$20.88	\$10.63											

**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.	%
Sep	393,116	1,388	264,494	67.28%	76,306	19.41%	12,489	3.18%	39,826	10.13%
Oct	385,884	1,395	272,133	70.52%	74,008	19.18%	6,641	1.72%	33,103	8.58%
Nov	375,340	1,268	258,579	68.89%	68,826	18.34%	7,806	2.08%	40,129	10.69%
Dec	410,122	1,276	280,090	68.29%	68,680	16.75%	35,031	8.54%	26,321	6.42%
Jan 2021	396,015	1,272	268,924	67.91%	81,387	20.55%	3,963	1.00%	41,740	10.54%
Feb	355,112	1,297	253,450	71.37%	67,513	19.01%	6,956	1.96%	27,193	7.66%
Mar	439,938	1,276	271,841	61.79%	103,290	23.48%	16,331	3.71%	48,476	11.02%
Apr	420,663	1,287	265,574	63.14%	94,748	22.52%	12,847	3.05%	47,494	11.29%
May	385,139	1,289	245,707	63.80%	84,743	22.00%	10,068	2.61%	44,619	11.59%
Jun	363,695	1,272	234,548	64.50%	74,680	20.53%	22,092	6.07%	32,373	8.90%
Jul	349,017	1,250	236,872	67.87%	85,431	24.48%	14,840	4.25%	11,874	3.40%
Aug	361,295	1,272	259,422	71.80%	60,957	16.87%	22,781	6.31%	18,134	5.02%
Sept	367,050	1297*	261,088	71.14%	69,793	19.01%	25,889	7.05%	10,279	2.80%

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



## Southeast Marketing Area - Federal Order 7

<b>Upcoming Pool and Payment Dates</b>							
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
October	11/11/21	11/12/21	11/15/21	10/25/21	10/26/21	11/15/21	11/16/21
November	12/11/21	12/13/21	12/14/21	11/26/21	11/26/21	12/14/21	12/15/21
December	01/11/22	01/12/22	01/13/22	12/27/21	12/27/21	01/13/22	01/15/22

\*\* The base rate for making partial payments in Fulton County, GA for October will be \$17.73 per hundredweight. This is 90 percent of the preceding month's uniform price of \$19.70 per hundredweight.

<b>Producer Touch Base Requirements &amp; Handler Diversion Limits</b>												
[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 – 615-7, October 10, 2021

Milk production forecasts for 2021 and 2022 are reduced from last month on smaller dairy cow numbers and slower growth in milk per cow. For 2021 and 2022, fat basis import forecasts are unchanged from the previous month, while the fat basis export forecasts are raised on stronger expected sales of cheese and butterfat containing products. The skim-solids basis import forecast for 2021 is lowered slightly on weaker expected imports of milk protein concentrates, but the 2022 forecast is unchanged. Skim-solids basis export forecast for 2021 is reduced on weaker sales of skim milk powder, whey, and lactose; however, the forecast for 2022 is unchanged. For 2021, cheese, nonfat dry milk (NDM), and whey price forecasts are raised on current prices and lower expected production. The butter price is lowered slightly on current prices. For 2022, all dairy product prices are raised, largely on tighter supplies. The 2021 and 2022 Class III and Class IV price forecasts are raised from last month on higher dairy product prices. The 2021 all milk price is forecast higher at \$18.45 per cwt. The all milk price forecast for 2022 is \$19.20 per cwt.

<sup>1/</sup> 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 WASDE report is available at [www.usda.gov/oce/commodity/wasde/](http://www.usda.gov/oce/commodity/wasde/).

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