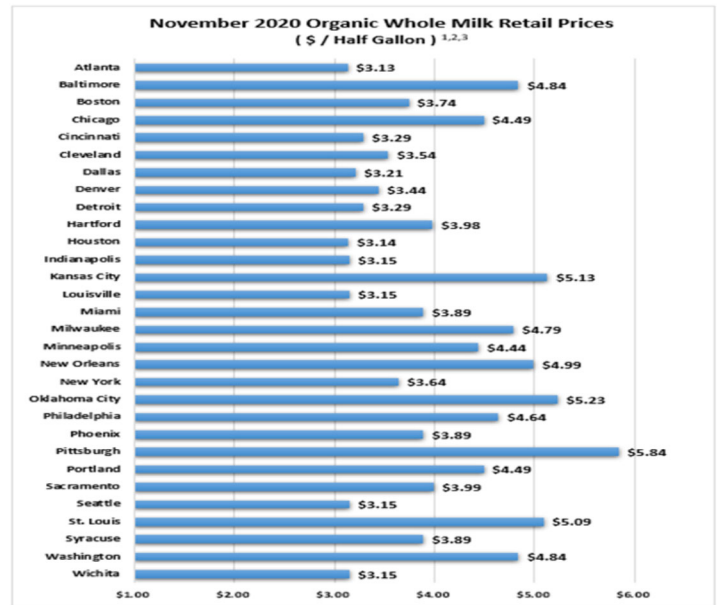


ORGANIC DAIRY MARKET NEWS
Information gathered November 16 - 27, 2020

ORGANIC DAIRY FLUID OVERVIEW

New England Organic Milk Sales and Sourcing. Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During October 2020, organic whole milk utilization totaled 12.3 million pounds, down from 17.0 million pounds the previous year. The October 2020 butterfat content was 3.29 percent, up from 3.28 in October 2019. The utilization of organic reduced fat milk in October this year, 13.5 million pounds, dropped from 16.3 million pounds a year earlier. The October 2020 butterfat content for organic reduced fat milk, 1.41 percent, is a decline from 1.42 percent the previous year.

seen in Baltimore, MD and Washington, DC. The graph below shows the November 2020 organic milk prices, half gallon packages, for each of the 29 cities surveyed.

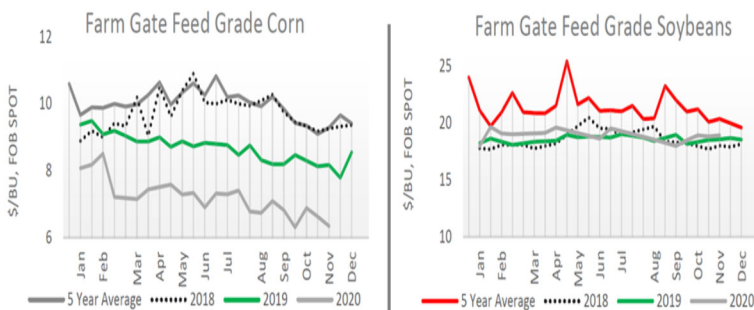


¹ As collected by Federal milk order market administrators based on a survey conducted one day between the 1st and 10th of each month (excluding Fridays and weekends) in selected cities or metropolitan areas. One outlet of the largest and second largest food store chains are surveyed. The price represents the most common brand in nonreturnable containers. ²Retail price data for Sacramento, CA, became available beginning in February 2020. ³ Simple average of monthly prices.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Trading is active on moderate demand for organic feed grade corn. Buyers/sellers transactions are 28 cents lower FOB, with the bulk of activity on spot trades and few forward contracts. Trading is active on good demand for organic feed grade soybeans. The market is trading 9 cents higher FOB, with the bulk of trading occurring in the spot market. Forward contracts are limited. Trade activity is too limited on organic feed grade oats and barley to report, but prices are steady and match current cash bids. All activity for other organic grains is sluggish.

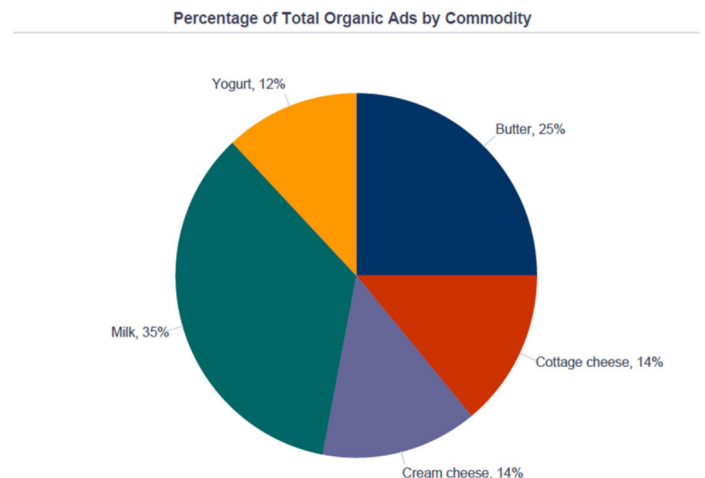
Grower FOB Farm Gate Organic Grain									
Feed Grade	Unit	Spot Transactions				Forward Contracts		Cash Bids	
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range	
Yellow Corn	\$/bu	6.20 - 8.25	6.35	-0.28	8.17	7.00 - 7.75	Nov-20 - Nov-21	6.00 - 7.50	
Soybeans	\$/bu	18.50 - 19.00	18.89	0.09	18.55	19.00 - 19.00	Nov-20 - Dec-20	18.50 - 19.75	
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	7.00 - 7.00	Mar-21 - May-21	7.00 - 7.50	
Oats	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Barley	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Rye	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Sorghum	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	



For more additional information, access the links: <https://www.ams.usda.gov/mnreports/lbnofn.pdf>

Organic Dairy Retail Ad Summary. This holiday shortened week has prompted a 43 percent decline in total organic dairy retail advertisements, based on the comparison of ad volume from the previous survey period. Organic butter posted a noteworthy jump in advertisements, up 76 percent from the previous organic retail survey. Conversely, all other surveyed retail organic dairy commodities, with calculated percentage changes, exhibited declines. Organic milk ads, half gallon containers, led all organic dairy commodities in retail ad volume. The difference between the half gallon conventional milk price, \$3.99, and half gallon organic milk price, \$4.91, led to an organic premium of \$0.92.

Each advertised organic dairy product and ad percentages, from the most recent Dairy Market News retail survey, are shown in the pie chart below.



Data source: USDA Dairy Market News

ORGANIC DAIRY RETAIL OVERVIEW

Organic Milk Retail Prices for Selected U.S. Cities. The November 2020 in-store surveys of selected supermarkets in twenty-nine U.S. cities reveal that the retail prices of organic whole milk, in half gallon containers, range from \$3.13 in Atlanta, GA, to \$5.84 in Pittsburgh, PA. The U.S. simple average price, \$4.05, is up a penny from October 2020. The largest price increase, over the previous month, for organic whole milk in half gallon containers occurred in New Orleans, LA, 70 cents. The largest price decline, 35 cents, was

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Product pricing information of selected organic dairy commodities, from the current weekly retail survey, is presented in the following table:

**NATIONAL RETAIL ORGANIC DAIRY
WEIGHTED AVERAGE ADVERTISED PRICE**

<u>COMMODITY</u>	<u>This Week</u>	<u>This Week</u>	<u>Last Year</u>
Butter	\$5.99	\$5.99	\$5.23
Cottage Cheese	\$3.79	\$4.00	n.a.
Milk			
Half Gal.	\$4.91	\$4.08	\$3.71
Gallon	n.a.	\$9.99	n.a.
8 oz.UHT	\$2.19	n.a.	n.a.
Yogurt			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	n.a.	n.a.	\$6.99
4-6 oz. Yogurt	\$1.25	\$1.25	n.a.
32 oz. Yogurt	\$3.50	\$3.69	\$3.99

Data source: USDA Dairy Market News