

ORGANIC DAIRY MARKET NEWS
Information gathered December 2 - 13, 2019

ORGANIC DAIRY FLUID OVERVIEW

The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for October 2019 were 230 million pounds, up 0.9 percent from October 2018, but down 2.2 percent compared to January-October 2018.

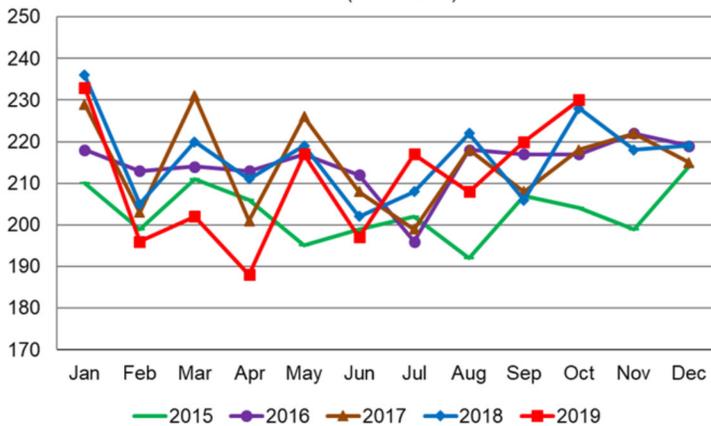
Organic whole milk sales for October 2019, 104 million pounds, are up 11.2 percent compared to a year earlier and up 4.4 percent compared with year-to-date 2018. Reduced fat milk (2%) sales were 75 million pounds, up 1.1 percent from the previous year and up 0.7 percent year-to-date 2018.

ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS
October 2019, with comparisons^{1/}

Product Name	Sales ^{1/}		Change	
	October	Y-T-D	Prev Yr. ^{2/}	Y-T-D ^{2/}
	(million pounds)		(percent)	
ORGANIC PRODUCTION PRACTICE				
Whole Milk	104	912	11.2	4.4
Reduced Fat Milk (2%)	75	692	1.1	0.7
Low Fat Milk (1%)	28	272	-14.8	-13.8
Fat-Free Milk (Skim)	16	156	-15.2	-18.6
Flavored Fat-Reduced Milk	8	75	-16.5	-14.1
Other Fluid Milk Products	0	1	-29.8	13.5
Total Fat-Reduced Milk ^{3/}	126	1,195	- 6.3	- 6.8
Tot. Organic Milk Products	230	2,107	0.9	- 2.2

¹ Data may not add due to rounding. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. ² Year to Date Sales, Change from Previous Year, and Change in Year to Date figures include the addition of the California Federal Milk Order, which also includes several changes in product classification. The California Federal Milk Marketing Order became effective on November 1, 2018.

Estimated Total U.S. Sales of Organic Fluid Milk Products
(Million Lbs.)

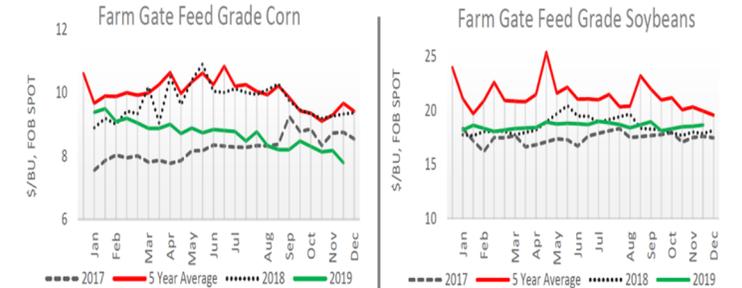


ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain and Feed Markets. Organic feed grade corn trading is active on moderate demand. Bushels are trading 38 cents lower. Corn harvesting is at a higher level than normal. Moisture slows processing in some instances. Organic feed grade soybean sales are moderate with slight interest. Transactions have gained 11 cents. Trade activity and demand is light on all other organic grains. Markets are unchanged for corn, soybeans, and wheat. Organic food grade HRS wheat contracted 14.00 to 14.25, delivered elevator. A few loads of organic soybean oil traded 70 cents delivered to end users.

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	7.60 - 8.00	7.79	-0.38	9.32	8.20 - 8.20	Feb-20 - Feb-20	N/A - N/A
Soybeans	\$/bu	17.80 - 19.25	18.66	0.11	17.87	N/A - N/A	N/A - N/A	N/A - N/A



For additional information, access the link: <https://www.ams.usda.gov/mnreports/lbfnof.pdf>

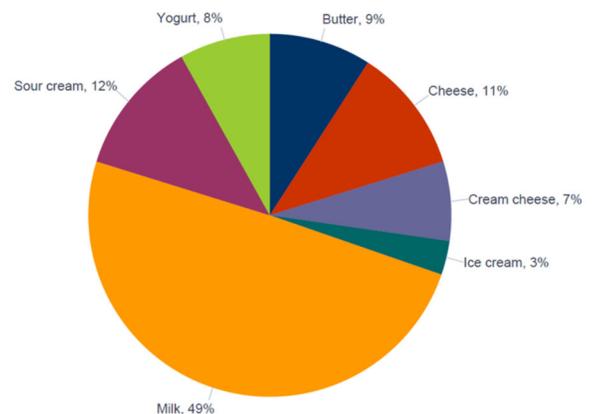
ORGANIC DAIRY FLUID OVERVIEW

This retail survey period, total organic ads dipped 9 percent compared to the previous period. Total organic cheese ads decreased 14 percent and total organic yogurt ads tumbled 42 percent, while total organic milk ads increased 2 percent.

For organic milk in half gallon packages, prices declined 11 cents compared to the last survey period. The current retail milk price spread between organic and conventional half gallon milk is an organic premium of \$2.33. The price spread fell \$0.43 compared to the prior retail survey.

Organic milk, as a percentage of the total ads of organic dairy products is 49 percent, followed by organic sour cream at 12 percent. The pie chart below displays the percentages for all organic dairy commodities detailed in the ad survey.

Percentage of Total Organic Ads by Commodity



Data source: USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from December 13 - December 19, 2019. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

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

COMMODITY	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
Butter	\$6.03	\$6.11	\$5.99
Milk			
Half Gal.	\$4.26	\$4.37	\$3.76
Gallon	\$6.99	\$6.99	\$3.99
8 oz.UHT	\$1.00	n.a.	\$1.25
Yogurt			
4-6 oz. Greek	\$1.25	n.a.	n.a.
32 oz. Greek	\$5.99	\$4.81	n.a.
4-6 oz. Yogurt	\$1.33	\$0.69	n.a.
32 oz. Yogurt	\$6.99	n.a.	\$3.99

DIRECT TO CONSUMER ORGANIC DAIRY PRODUCTS PRICES

The following tables identify U.S. price range results from a Dairy Market News national survey of publicly available prices of organic dairy products, available from farmstead outlets and online. There may be prices offered outside of the price range which were not identified by the survey. These are cows' milk products.

BUTTER

Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Butter		1 lb	: 13.45 -
Organic Butter		8 oz	: 4.75 - 10.00

CHEESE

Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Cheese	Cheddar - 10 year	8 oz	: 11.00 -
Organic Cheese	Cheddar - 11-14 year	8 oz	: 14.00 -
Organic Cheese	Cheddar - 2-4 year	8 oz	: 5.73 - 6.93
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.50 -
Organic Cheese	Cheddar - Medium	8 oz	: 4.52 - 8.00
Organic Cheese	Cheddar - Mild	8 oz	: 4.14 - 8.50
Organic Cheese	Cheddar - Sharp	8 oz	: 4.95 - 12.00
Organic Cheese	Colby	8 oz	: 5.25 - 8.00
Organic Cheese	Farmers	8 oz	: 4.00 - 6.00
Organic Cheese	Gouda	8 oz	: 12.00 -
Organic Cheese	Monterey Jack	8 oz	: 5.25 - 8.00
Organic Cheese	Mozzarella	8 oz	: 4.50 - 12.50
Organic Cheese	Muenster	8 oz	: 5.25 - 6.00
Organic Cheese	Pepper Jack	8 oz	: 12.50 -
Organic Cheese	Curds	Per Lb	: 6.80 - 12.00

Information for the period December 2 - December 13, 2019, issued monthly.