

ORGANIC DAIRY MARKET NEWS
Information gathered November 2 - 13, 2020

ORGANIC DAIRY FLUID OVERVIEW

Organic Milk Product Sales. The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for September 2020 were 237 million pounds, down 1.0 percent from September 2019, but up 0.4 percent year-to-date. Organic whole milk sales for September 2020, 103 million pounds, were up 6.5 percent compared to a year earlier and up 14.1 percent compared with year-to-date 2019. Reduced fat milk (2%) sales were 84 million pounds, up 12.6 percent from the previous year and up 15.9 percent year-to-date.

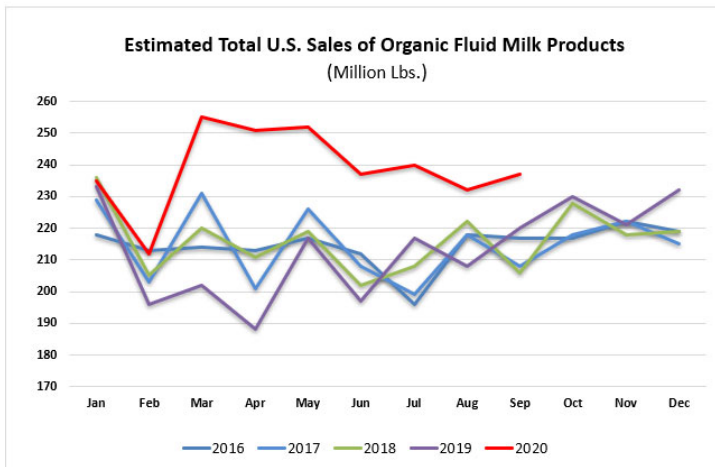
ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS
September 2020, with comparisons^{1/}

Product Name	SALES ^{2/}		CHANGE from:	
	September (million pounds)	Y-T-D ⁴	Prev Yr. (percentage)	Y-T-D
Whole Milk	103	948	6.5	14.1
Reduced Fat Milk (2%)	84	734	12.6	15.9
Low Fat Milk (1%)	26	254	4.1	3.6
Fat-Free Milk (Skim)	16	147	-1.2	3.2
Flavored Fat-Reduced Milk	8	67	3.9	-0.8
Other Fluid Milk Products	0	1	-57.2	51.6
Total Fat-Reduced Milk ³	134	1,204	8.6	10.5
Tot. Organic Milk Products	237	2,152	7.7	12.0

ORGANIC PRODUCTION

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¹These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by interpolating the remaining 8 percent of sales from the Federal milk order data. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. ²Data may not add due to rounding. ³Both conventional and organic fat-reduced milk categories are the total of reduced fat, lowfat, skim and flavored fat-reduced milk.

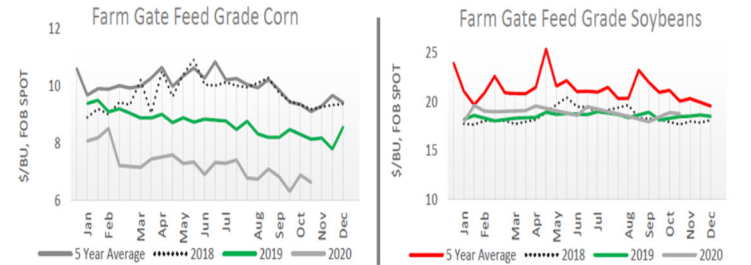


ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Trading is active on moderate demand for organic feed grade corn. Exchanges are occurring 26 cents lower FOB. Forward contracting is active. Trade activity is light on good demand for organic feed grade soybeans, with exchanges 9 cents lower FOB. There are a few forward contracts. Trading is too limited to trend on organic soybean meal, but prices ranged from 855.00 to 865.00 per ton FOB the crusher. Trade activity and demand is moderate on feed grade organic wheat. Transactions are inactive on all other organic grains.

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	5.55 - 8.25	6.63	-0.26	8.13	6.00 - 7.00	Nov-20 - Aug-21	6.00 - 7.50
Soybeans	\$/bu	18.50 - 19.00	18.80	-0.09	18.49	18.15 - 19.00	Oct-20 - Mar-21	18.50 - 19.75
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	6.65 - 7.20	Oct-20 - Mar-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/lbfnof.pdf>

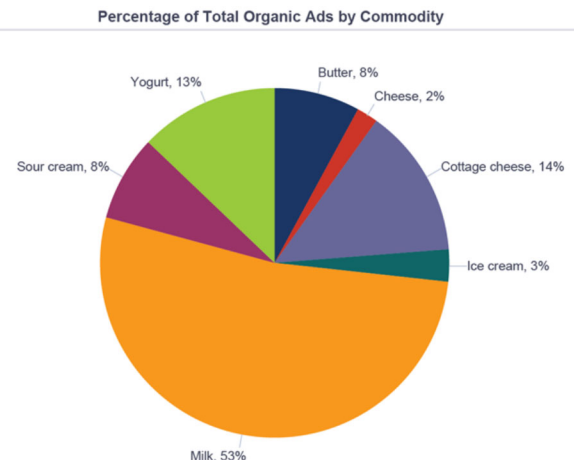
ORGANIC DAIRY RETAIL OVERVIEW

Organic Dairy Retail Summary. This survey period, total organic dairy retail advertisements increased 14 percent. Total retail ads for individual commodities show organic milk increased 77 percent, organic yogurt declined 6 percent, and organic butter fell 43 percent. Limited data impeded the percentage calculation for organic cheese.

Organic milk ads, half gallon containers, grew from the previous retail survey, up 67 percent across the regions to lead all organic dairy commodities in retail ad volume. Prices increased 22 cents, growing the countrywide average price to \$3.92. The difference between the half gallon conventional milk price, \$2.57, and half gallon organic milk price, \$3.92, prompted an organic premium of \$1.35 this week.

Regionally, organic dairy weekly retail promotions in the Southeast saw a noteworthy jump, up 89 percent. However, the survey noted declines in advertisements in the Midwest, Northeast, and Northwest, 21 percent, 16 percent, and 19 percent, respectively. The South Central, Southwest, Hawaii, and Alaska regions, each had too limited data to calculate percentages.

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



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Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from November 12 - 20, 2020. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

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>Last Week</u>	<u>Last Year</u>
Butter	\$5.99	\$5.56	\$5.31
Cottage Cheese	\$4.00	\$3.58	n.a.
Milk			
Half Gal.	\$3.92	\$3.70	\$3.91
Gallon	\$5.43	\$4.99	\$4.99
8 oz.UHT	\$1.00	n.a.	\$1.00
Yogurt			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	\$4.99	n.a.	\$6.39
4-6 oz. Yogurt	n.a.	\$1.28	\$1.25
32 oz. Yogurt	\$5.14	\$4.99	\$4.33

Data source: USDA Dairy Market News

**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	: 3.50 - 5.50
Organic Butter		8 oz	: 2.75 - 10.00

CHEESE			
Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Cheese	Cheddar - 2-4 year	8 oz	: 5.73 - 10.00
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.50 -
Organic Cheese	Cheddar - Medium	8 oz	: 4.50 - 5.50
Organic Cheese	Cheddar - Mild	8 oz	: 4.14 - 6.00
Organic Cheese	Cheddar - Sharp	8 oz	: 4.50 - 6.93
Organic Cheese	Colby	8 oz	: 4.50 - 6.29
Organic Cheese	Farmers	8 oz	: 4.00 - 6.00
Organic Cheese	Gouda	8 oz	: 4.50 - 12.00
Organic Cheese	Monterey Jack	8 oz	: 4.50 - 6.00
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	: 12.00 -

MILK			
Commodity	Type	Pack Size	: Organic : Price Range \$
Organic Milk	All fat tests	Half Gallon	: 6.00

Information for the period November 2 - 13, 2020, issued monthly