

ORGANIC DAIRY MARKET NEWS

Information gathered July 13 - 24, 2020

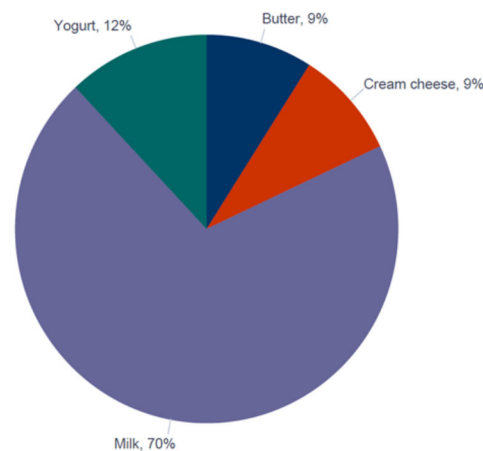
ORGANIC DAIRY FLUID OVERVIEW

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 June 2020, organic whole milk utilization totaled 12.1 million pounds, down from 14.1 million pounds the previous year. The June 2020 butterfat content was 3.29 percent, up from 3.28 in June 2019. The utilization of organic reduced fat milk in May this year, 14.8 million pounds, dropped from 15.4 million pounds a year earlier. The June 2020 butterfat content for organic reduced fat milk, 1.36 percent, declined from 1.38 percent the previous year.

Only three regions posted organic dairy retail advertisements this period, the Northeast, Southeast, and South Central. Ads grew 146 percent in the Northeast, but declined 57 percent in the Southeast. The percentage change in retail ads could not be determined in the South Central due to the lack of ads reported in a period, as the pandemic continues to impact the publication of weekly retail ads.

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

Percentage of Total Organic Ads by Commodity



Data source: USDA Dairy Market News

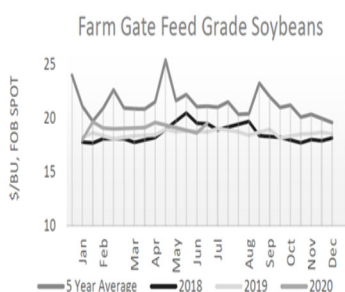
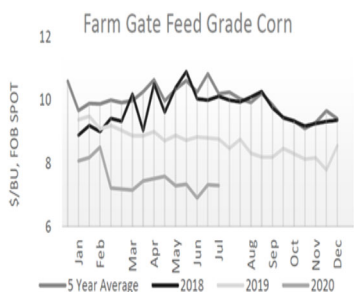
Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from July 24 – July 30, 2020. Retail survey ads reflect “advertised specials” and not the range of non-advertised supermarket cooler prices.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Trade activity and demand is moderate for organic feed grade corn. Bushels traded 2 cents lower. The current market prices reflect low test weights. Trading was too limited on organic feed grade soybeans and organic feed grade wheat to identify trend. On all other organic grains trading was inactive.

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	5.35 - 8.25	7.30	-0.02	8.77	6.60 - 8.50	Jul-20 - May-21	N/A - N/A
Soybeans	\$/bu	N/A - N/A	N/A	N/A	19.00	18.55 - 19.00	Sep-20 - May-21	N/A - N/A
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
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



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

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

COMMODITY	This Week	Last Week	Last Year
Butter	\$6.39	n.a.	\$5.99
Cream Cheese	\$2.50	\$2.50	n.a.
Milk			
Half Gal.	\$4.09	\$4.01	\$3.63
Gallon	\$4.99	\$6.16	\$5.47
8 oz.UHT	n.a.	n.a.	\$1.25
Yogurt			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	n.a.	\$5.99	\$3.50
4-6 oz. Yogurt	\$0.98	n.a.	\$0.69
32 oz. Yogurt	\$3.49	n.a.	\$3.29

Data source: USDA Dairy Market News

ORGANIC DAIRY RETAIL OVERVIEW

Retail Ad Summaries. Retail advertisements for organic dairy products are down 25 percent, compared to the previous week. The individual categories of organic dairy products that placed ads in surveyed stores this period, includes organic yogurt, butter, cream cheese and milk.

Ad numbers for organic milk half gallon containers declined 44 percent, while organic milk gallon ads declined 15 percent from the previous retail survey. The difference between the half gallon organic milk price and half gallon conventional milk price, for this survey period, is a \$2.42 organic premium. Average prices for conventional and organic milk, half gallons, were \$1.67 and \$4.09, respectively. The average price of organic milk gallons declined \$1.17, from the previous retail survey.

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-CONTINUED FROM PAGE 8-

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 : <u>Price Range \$</u>
Organic Butter		1 lb	: 3.50 - 5.50
Organic Butter		8 oz	: 2.75 - 10.00

CHEESE

Commodity	Type	Pack Size	: Organic : <u>Price Range \$</u>
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 : <u>Price Range \$</u>
Organic Milk	All fat tests	Half Gallon	: 6.00

Information for the period July 13 - July 24, 2020, issued monthly