

**ORGANIC DAIRY MARKET NEWS**  
Information gathered July 19 - 30, 2021

**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 2021, organic whole milk utilization totaled 12.6 million pounds, up from 12.1 million pounds the previous year. The June 2021 butterfat content was 3.31 percent, up from 3.29 percent in June 2020. The utilization of organic reduced fat milk in June this year, 15.8 million pounds, increased from 14.8 million pounds a year earlier. The June 2021 butterfat content for organic reduced fat milk, 1.40 percent, was up from 1.36 percent the previous year.

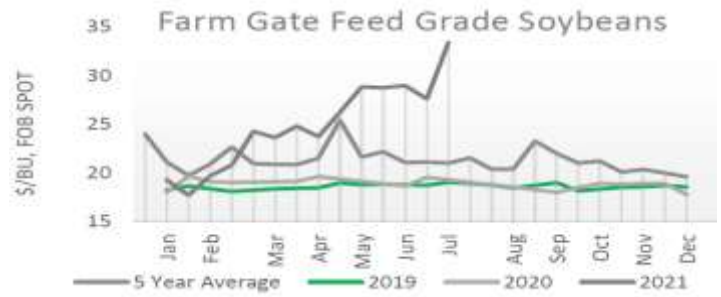
Organic Milk Retail Prices for Selected U.S. Cities. The July 2021 in-store surveys of selected supermarkets in thirty U.S. cities reveal that the retail prices of organic whole milk, in half gallon containers, range from \$3.15 in Wichita, KS to \$6.24 in Pittsburg, PA. The U.S. simple average price, \$4.12, is up a penny from June 2021. Retail prices of organic whole milk, in half gallon containers were unchanged in twenty U.S. cities in comparison to the previous month.

In the Western region of the U.S., many organic dairy farmers are facing drought conditions that are factoring into water and dairy feed challenges. Farmers are struggling with production cuts and potential farm closures. In California, an organic organization was awarded a humane certified status award for providing exceptional living conditions for its dairy cows.

Dutch Organic Milk Pay Price. In the Netherlands, a large processor of organic milk announced the August 2021 guaranteed pay price for organic milk is 50.50 EUR/100kg (currently \$60.10 USD). The organic milk producer supplies an average of 550,000 kilograms of milk, containing a fat content of 4.42 percent, protein content of 3.57 percent and a lactose content of 4.53 percent, on an annual basis.

**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

National Organic Grain and Feed Markets. Organic feed corn markets are firm. Organic feed corn traded 42 cents lower FOB, but 29 cents higher delivered. Organic feed soybean demands are strong. Organic feed soybeans traded 5.76 higher FOB and 1.88 higher delivered pricing for Q4 2021 delivery. Organic feed soybean meal demands are reportedly good. Crushers are having a hard time finding available soybeans to purchase. Organic feed wheat markets are fairly moderate. Organic feed barley trading activities are lighter on slightly moderate buying demands.



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

**ORGANIC DAIRY RETAIL OVERVIEW**

Total organic ads for surveyed retail stores dropped 11 percent. Advertisements for organic yogurt, in 32 oz containers, increased 182 percent from last reporting week. Organic yogurt ads shifted higher in the Northeast region. Organic milk advertisements, gallon containers, increased 179 percent compared to the last reporting period, while ads for organic milk, in half gallon containers dipped 56 percent. Organic milk advertisements increased in the Midwest and Southwest regions.

The national weighted average advertised price for organic 1-pound butter is \$4.77, a \$0.43 decrease from last week. Conventional 1-pound butter has an average price of \$2.91, resulting in an organic premium of \$1.86. The national weighted average advertised price for organic cottage cheese, in 16 ounce containers, is \$4.29. Conventional cottage cheese, in 16 ounce containers, has a national weighted average advertised price of \$2.24, resulting in an organic premium of \$2.05. The national weighted average advertised price for organic yogurt, in 32 ounce containers, is \$3.93, up \$0.65 from the previous week. Conventional yogurt, in 32 ounce containers, has a national weighted average advertised price of \$2.67, yielding an organic premium of \$1.26 this reporting week.

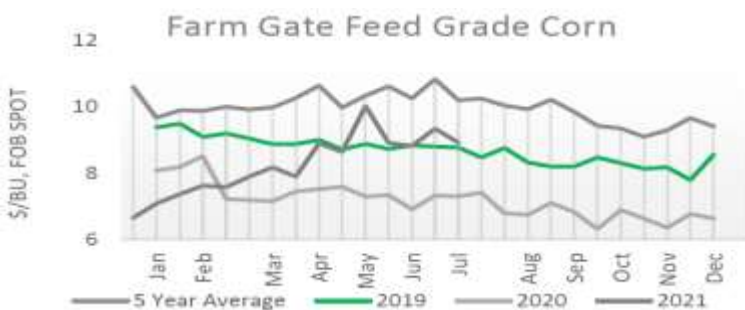
Product pricing information of selected organic dairy commodities, from the current weekly retail survey, is presented in the following table:

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

COMMODITY	This Week	Last Week	Last Year
<b>Butter</b>	\$4.77	\$5.20	\$5.42
<b>Cottage Cheese</b>			
16 oz	\$4.29	n.a.	n.a.
<b>Cream Cheese</b>			
8 oz	n.a.	\$3.00	n.a.
<b>Ice Cream</b>			
48-64 oz.	n.a.	\$5.99	\$2.50
<b>Milk</b>			
8 oz UHT	n.a.	\$1.00	
Half Gal.	\$4.16	\$3.88	\$3.78
Gallon	\$5.09	\$5.29	\$6.20
<b>Sour Cream</b>			
16 oz	\$2.49	\$2.49	
<b>Yogurt</b>			
32 oz. Greek	n.a.	\$3.50	\$3.00
4-6 oz Yogurt	n.a.	\$1.03	
32 oz. Yogurt	\$3.93	\$3.28	\$3.49

Data source: USDA Dairy Market News

Grower FOB Farm Gate Organic Grain									
Spot Transactions					Forward Contracts			Cash Bids	
Feed Grade	Unit	Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range	
Yellow Corn	\$/bu	8.60 - 9.20	8.92	-0.42	7.41	8.75 - 9.00	Jul-21 - Jun-22	9.00 - 9.00	
Soybeans	\$/bu	29.00 - 35.00	33.35	5.76	N/A	24.80 - 26.15	Oct-21 - Dec-21	30.00 - 30.00	
Wheat	\$/bu	7.00 - 8.15	7.67	-1.35	N/A	N/A - N/A	N/A - N/A	N/A - N/A	



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**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.

<b>BUTTER</b>			
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

<b>CHEESE</b>			
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 - 4.52
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	: 12.00 -
Organic Cheese	Monterey Jack	8 oz	: 4.50 - 6.67
Organic Cheese	Mozzarella	8 oz	: 7.50 - 12.50
Organic Cheese	Muenster	8 oz	: 5.25 - 6.00
Organic Cheese	Pepper Jack	8 oz	: 5.33 - 12.50
Organic Cheese	Curds	per lb	: 12.00 -

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

Information for the period July 19 - 30, 2021 , issued monthly.

The Dane County Farmers' Market is a large, urban market located on the Capitol Square in Madison, Wisconsin. The market has a wide range of agricultural products available. It is reported the largest producer-only market in the country. Dane County Farmers' Market requires dairy product vendors to have either made their products with their own animals' milk, have them processed at a licensed dairy facility using only their milk or procured milk from farmers and processed the milk into dairy products.

Data from the Dane County Farmers' Market are listed in the table below. All reported dairy products are local to Wisconsin and sold by producers. These are cows' milk products.

Dane County Farmers' Market, Madison, Wisconsin  
Saturday, July 24, 2021  
Dairy Products

Commodity	Type	Age	Pack Size	: Conventional* : Price Range \$	: Organic : Price Range \$
Cheese	Blue		per lb	: 10.00 -	:
Cheese	Brick		per lb	: 5.95 -	:
Cheese	Brie		per lb	: 10.00 -	:
Cheese	Cheddar	1 year	per lb	: 6.50 - 8.00	:
Cheese	Cheddar	10 year	per lb	: 14.99 - 18.95	:
Cheese	Cheddar	11-14 year	per lb	: 20.00 - 25.95	:
Cheese	Cheddar	2-4 year	per lb	: 6.49 - 11.50	:
Cheese	Cheddar	3-9 year	per lb	: 8.95 - 14.95	:
Cheese	Cheddar	Medium	per lb	: 6.75 -	:
Cheese	Cheddar	Mild	per lb	: 5.95 -	: 11.00 -
Cheese	Cheddar	Sharp	per lb	: 7.25 -	:
Cheese	Colby		per lb	: 5.95 - 9.00	:
Cheese	Curds		per lb	: 6.67 - 9.60	:
Cheese	Farmers		per lb	: 5.95 -	:
Cheese	Gouda		per lb	: 9.00 - 10.00	:
Cheese	Monterey Jack		per lb	: 5.95 -	:
Cheese	Muenster		per lb	: 5.95 -	:
Cheese	Pepper Jack		per lb	: 5.95 -	:
Cheese	Swiss	< 1 year	per lb	: 8.50 - 14.95	:
Cheese	Swiss	1-5 year	per lb	: 8.50 - 11.95	:
Cheese	Swiss	Baby	per lb	: 7.95 - 13.95	:

\* Conventional prices reported may include "grass-fed" or "pasture-grazed" products.

Information for day of market, issued monthly during season.