

ORGANIC DAIRY MARKET NEWS
Information gathered August 30 - September 10, 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 and cream by pool plants. In July 2021, organic whole milk utilization totaled 11.6 million pounds, declining from 13.3 million pounds the previous year. The July 2021 organic butterfat content, 3.29 percent, rose from, 3.28 percent, July 2020. The utilization of organic reduced fat milk in July this year, 14.0 million pounds, increased from 13.4 million pounds a year earlier. The 2020 butterfat content for organic reduced fat milk, 1.38 percent, decreased from 1.41 percent last year.

U.S. Organic Milk Pay Price. A national organic dairy cooperator's September 2021 pay price, per cwt., is \$29.24. The organic milk pay price received by organic dairy producers is based on the geographic area where the milk is produced, with a twelve-month average price of \$31.55, based on a 12.9 percent representation of total solids.

Average Organic Milk Pay Prices in Europe. The June 2021 organic milk pay price in Europe adjusted higher over the previous month in Germany, Bavaria, and France, but declined in Austria. Additional information is presented in the table below.

	Euros/100lt	*(\$USD)	% Change May 2021	% Change June 2020
Germany	49.49	\$58.57	+ 0.34	+ 4.87
Bavaria	49.89	\$59.04	+ 0.30	+ 4.46
France	42.97	\$50.85	+ 5.77	- 0.01
Austria	45.92	\$54.34	- 0.15	+ 6.62

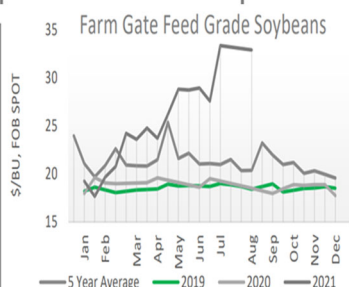
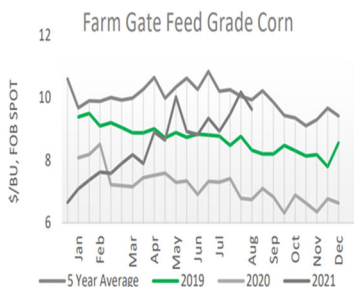
* Results are based on the Sep. 10, 2021, 9:0:0 exchange rate.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. In an unhurried post-holiday week, organic feed corn traded light on good demand. Market exchanges were 55 cents lower, with limited forward contracting taking place. The organic feed soybeans market saw very light buying/selling activity on very good demand. Exchanges were inactive on all other organic grains.

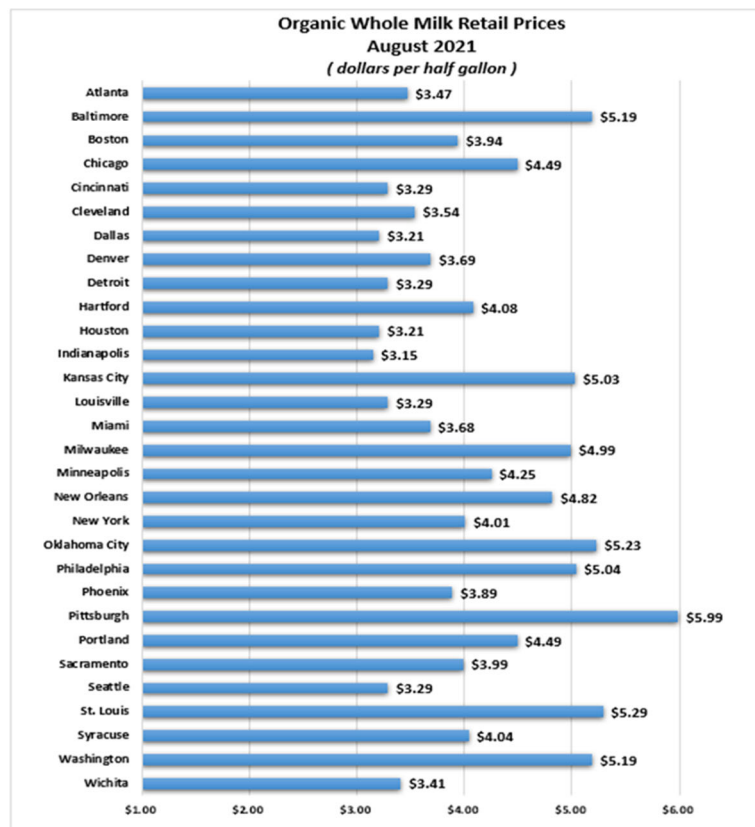
Grower FOB Farm Gate Organic Grain

Feed Grade	Unit	Spot Transactions				Forward Contracts		Cash Bids
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range
Yellow Corn	\$/bu	9.25 - 10.00	9.62	-0.55	7.10	8.50 - 9.65	Sep-21 - Mar-22	9.25 - 9.25
Soybeans	\$/bu	31.00 - 34.00	32.89	N/A	N/A	28.00 - 31.25	Oct-21 - Mar-22	32.00 - 32.00
Wheat	\$/bu	N/A - N/A	N/A	N/A	7.60	9.00 - 9.50	Sep-21 - Dec-21	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



ORGANIC DAIRY RETAIL OVERVIEW

Organic Whole Milk Retail Prices. The August 2021 in-store retail surveys of selected supermarkets in twenty-nine U.S. cities show the retail prices of organic whole milk, half gallon containers. Prices range from \$3.15 in Indianapolis, IN, to \$5.99 in Pittsburg, PA. The simple average price for August 2021 is \$4.15, up 3 cents from last month. The graph below shows the August 2021 organic milk prices for half gallon packages, in each of the 29 U.S. cities surveyed.



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. Simple average of monthly prices.

Organic Dairy Retail Ads Summary. Organic dairy retail ad numbers climbed 54 percent, prompted by upticks in advertisements from Midwest (91%), Southeast (34%), and Northeast (112%) regions. Overall, organic yogurt and organic milk posted increases of 82 percent and 60 percent, respectively, in retail ads. The average price for 16 ounce organic butter, \$5.79, is up 45 cents over the previous survey period. The organic 8 ounce cream cheese average price, \$2.58, rose 9 cents above the retail survey last week. The organic average advertised retail commodity price, on the whole, declined 23 cents this period.

The difference between the half gallon conventional milk price, \$2.64, and the half gallon organic milk price, \$4.17, is an organic premium of \$1.53. The price spread between organic and conventional milk, half gallon package, declined \$0.45 from the last retail survey.

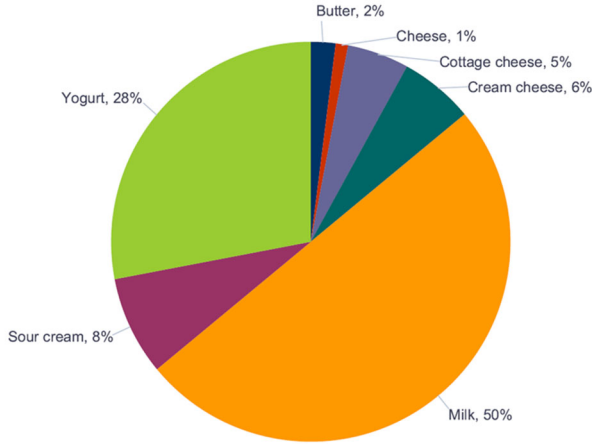
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The advertised organic dairy products and ad percentages from the Dairy Market News retail survey are provided in the pie chart below:

Percentage of Total Organic Ads by Commodity



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	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
Butter 16 oz.	\$5.79	\$5.34	\$5.79
Milk			
Half Gal.	\$4.17	\$4.22	\$3.95
Gallon	\$6.20	\$5.79	\$6.28
8 oz. UHT	n.a.	\$1.00	\$0.88
Yogurt			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	\$4.83	\$5.55	n.a.
4-6 oz. Yogurt	\$1.25	\$1.25	\$1.32
32 oz. Yogurt	\$3.73	\$3.87	\$3.20

Data source: USDA Dairy Market News

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, August 28, 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	5-9 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	: