

ORGANIC DAIRY MARKET NEWS
Information gathered September 7 - 18, 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 July 2020, organic whole milk utilization totaled 13.3 million pounds, down from 13.6 million pounds the previous year. The July 2020 butterfat content was 3.28 percent, unchanged from 3.28 in July 2019. The utilization of organic reduced fat milk in July this year, 13.4 million pounds, dropped from 15.6 million pounds a year earlier. The July 2020 butterfat content for organic reduced fat milk, 1.41 percent, increased from 1.38 percent the previous year.

respectively. Neither Hawaii nor Alaska featured organic dairy this week.

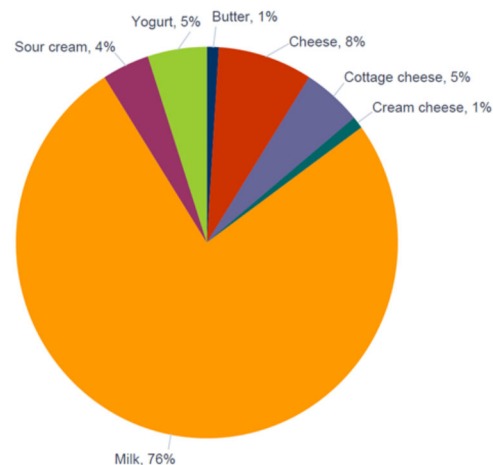
The contrast between the half gallon organic milk price and half gallon conventional milk price led to a \$1.52 organic premium. Average prices for conventional and organic milk, half gallons, were \$2.23 and \$3.75, respectively. The price spread of organic milk half gallons declined \$0.70 from the previous retail survey period.

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

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Trade activity is moderate on light demand for organic feed grade corn. Transactions are 36 cents higher FOB. The market is seeing moderate forward contract activity. Trade activity is light to moderate on good demand for organic feed grade soybeans. Market prices are 33 cents lower delivered elevator, with limited forward contracts. There were no comparable trades for organic feed grade wheat. Trading is sluggish on all other organic grains.

Percentage of Total Organic Ads by Commodity

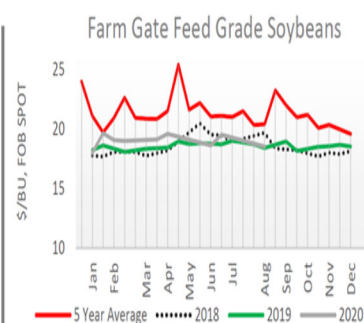
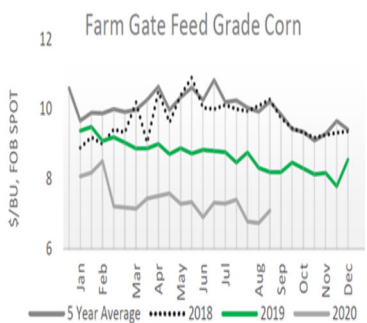


Data source: USDA Dairy Market News

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from September 10-18, 2020. Retail survey ads reflect “advertised specials” and not the range of non-advertised supermarket cooler prices.

Grower FOB Farm Gate Organic Grain

Feed Grade	Spot Transactions					Forward Contracts		Cash Bids
	Unit	Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range
Yellow Corn	\$/bu	6.00 - 8.25	7.10	0.36	8.20	6.00 - 7.00	Oct-20 - Jun-21	7.00 - 7.00
Soybeans	\$/bu	N/A - N/A	N/A	N/A	N/A	18.20 - 19.00	Oct-20 - Dec-20	19.00 - 19.00
Wheat	\$/bu	7.06 - 7.75	7.60	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



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	\$6.49	\$5.79	n.a.
Sour Cream	\$2.50	\$1.99	n.a.
Milk			
Half Gal.	\$3.75	\$4.21	\$3.70
Gallon	\$4.99	n.a.	\$5.00
8 oz.UHT	n.a	\$0.88	\$1.00
Yogurt			
4-6 oz. Greek	\$1.25	n.a.	n.a.
32 oz. Greek	n.a.	\$3.85	\$4.94
4-6 oz. Yogurt	n.a.	\$1.41	\$1.00
32 oz. Yogurt	\$4.49	\$4.19	\$3.50

ORGANIC DAIRY RETAIL OVERVIEW

Organic Dairy Retail Analysis. This survey period, organic dairy store advertisements increased 7 percent. Total organic milk ads increased 58 percent. Organic milk, half gallon container, placed the greatest volume of ads for the category, while increasing 66 percent from the previous week. Total yogurt ads dropped by 68 percent, while total organic cheese had too limited data to compare.

Regions that displayed increases in organic dairy advertisements were the Midwest, +84 percent; Southeast, +54 percent; South Central, +23 percent and Southwest, +220 percent. Organic dairy retail ads fell in the Northeast and Northwest, -65 and -37 percent,

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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.

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 September 7 - September 18, 2020, issued monthly