

ORGANIC DAIRY MARKET NEWS
Information gathered March 29 - April 9, 2021

ORGANIC DAIRY FLUID OVERVIEW

Meeting Mexico organic import certification requirements: The deadline to meet the certifications and standards for organic imports into Mexico is June 26, 2021. Bulk/raw organic product imports regulations are listed in the organics law (LPO). In April, there will be a seminar for information and certification process.

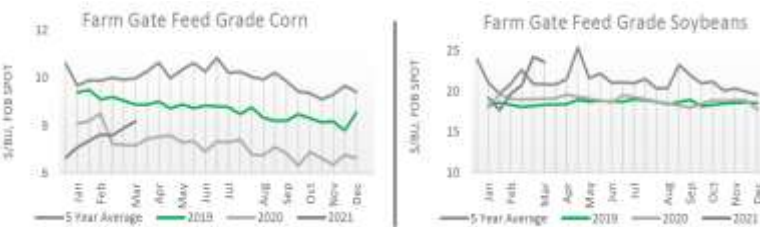
New England organic milk sales and sourcing. Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During February 2021, organic whole milk utilization totaled 13.6 million pounds, unchanged from 13.6 million pounds the previous year. The February 2021 butterfat content was 3.29 percent, unchanged from 3.29 in February 2020. The utilization of organic reduced fat milk in February this year, 17.9 million pounds, increased from 13.1 million pounds a year earlier. The February 2021 butterfat content for organic reduced fat milk, 1.38 percent, is up from 1.36 percent the previous year.

Dutch organic milk pay price. In the Netherlands, a large processor of organic milk announced the April 2021 pay price for organic milk is 48.50 EUR/100kg (currently \$57.72 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.

Average organic milk pay prices in Europe. The January organic milk pay price in Europe adjusted higher from the previous month in Germany and Bavaria, however declined in France and Austria. Additional information is presented in the table below.

	Euros/100lt	*\$USD)	% Change December 2020	% Change January 2020
Germany	49.05	\$58.37	+ 0.41	+ 3.05
Bavaria	49.52	\$58.93	+ 0.77	+ 3.21
France	47.75	\$56.82	- 0.46	---
Austria	44.93	\$53.47	- 3.77	+ 5.79

Eucolait Data



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

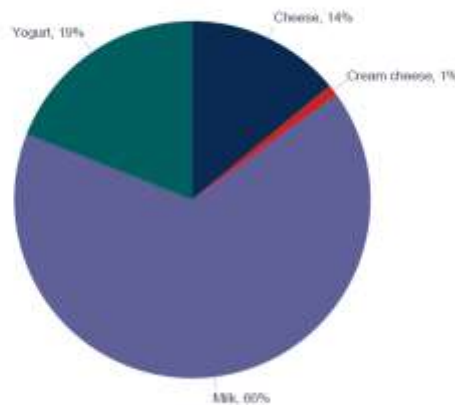
ORGANIC DAIRY RETAIL OVERVIEW

Total organic ads for surveyed retail stores increased 26 percent. Organic cheese, milk and yogurt total ads all shifted higher this period. Organic milk, in half gallon containers, increased 73 percent in ad numbers. Ads dipped 43 percent for organic milk in gallon containers this week. Throughout the regions, families are cooking/grilling outside with the warmer, springtime temperatures. In the South Central and Northeast, milk ads increased 217 percent and 154 percent this week, respectively. The price spread between advertised prices for organic half gallon milk, \$4.19, compared to \$1.25 for conventional half gallons, led to an organic premium of \$2.94. The organic premium increased \$1.05 from the previous reporting period.

The national weighted average advertised price for organic 8 ounce cream cheese is \$2.50, compared to \$1.72 for conventional 8 ounce cream cheese, an organic premium of \$0.78. Organic 8 ounce shred cheese has an average price of \$3.57. Conventional 8 ounce shred cheese has an average price of \$2.22, resulting in an organic premium of \$1.35. The national weighted average advertised price for organic 32-ounce containers of yogurt is \$3.86. Conventional yogurt in 32-ounce containers has a national weighted average advertised price of \$2.83, yielding an organic premium of \$1.03.

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

Percentage of Total Organic Ads by Commodity



Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from April 9 - 15, 2021. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

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ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain and Feed Markets. In the organic feed grade corn market, spot trading activities are fairly moderate. The demand for organic feed corn is solid in forward contracting for old and new crop. There are reports organic feed grade corn traded 28 cents higher FOB. Organic feed soybean trading activities are moderate with strong buying interests. Organic feed soybeans did trade 64 cents lower FOB. Forward contracting is active for organic feed and food grade soybeans. There are healthy demands for organic soybean meal. In addition, interests for organic feed wheat are reportedly good. Trading activities and market trends are lighter on all other organic grains at this time.

Grower FOB Farm Gate Organic Grain								
Feed Grade	Unit	Spot Transactions			Forward Contracts		Cash Bids	
		Price Range	Avg.	Change	Prior Year	Price Range	Deliver Period	Price Range
Yellow Corn	\$/bu	7.00 - 8.50	8.17	0.28	7.44	7.75 - 8.40	Apr-21 - Jun-22	7.50 - 7.50
Soybeans	\$/bu	21.30 - 25.00	23.59	-0.64	19.90	20.00 - 24.00	Apr-21 - Mar-22	23.00 - 23.00
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	6.75 - 8.00	Apr-21 - May-21	N/A - N/A

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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	n.a.	\$5.99	\$5.49
Cheese			
8 oz shred	\$3.57	\$2.99	n.a.
Cottage Cheese			
16 oz.	n.a.	\$4.29	n.a.
Cream Cheese			
8 oz	\$2.50	n.a.	\$2.99
Ice Cream			
48-64 oz	n.a.	\$5.99	n.a.
Milk			
Half Gal.	\$4.19	\$3.99	\$4.15
Gallon	\$6.10	\$5.11	\$5.69
8 oz UHT	\$1.00	n.a.	n.a.
Yogurt			
32 oz. Greek	\$4.49	n.a.	n.a.
4-6 oz. Yogurt	\$1.25	n.a.	n.a.
32 oz. Yogurt	\$3.86	\$4.18	n.a.

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 March 29 - April 9, 2021 , issued monthly.