

ORGANIC DAIRY MARKET NEWS
Information gathered October 5 - 16, 2020

ORGANIC DAIRY FLUID OVERVIEW

Organic Milk Product Sales. The Agricultural Marketing Service (AMS) reports estimated US sales of total organic milk products for June 2020 were 237 million pounds, up 20.2 percent from June 2019 and up 14.4 percent year-to-date compared to the previous year. Organic whole milk sales for June 2020, 102 million pounds, were up 18.9 percent compared to a year earlier and up 17.6 percent compared to year-to-date 2019. Reduced fat milk (2%) sales were 82 million pounds, up 23.2 percent from the previous year and up 19.0 percent year-to-date 2019.

ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS
June 2020, with comparisons^{1/}

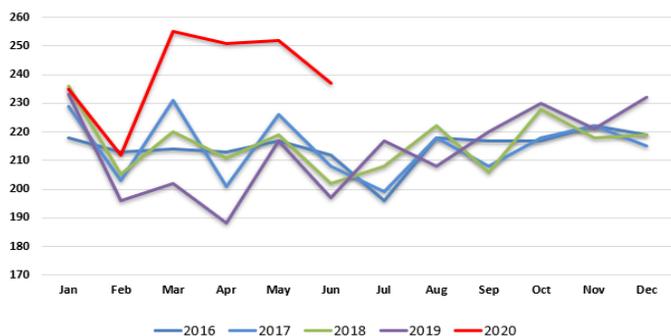
Product Name	SALES ^{1/}		CHANGE from:	
	JUNE	Y-T-D	Prev Yr.	Y-T-D
	(million pounds)		(percentage)	
Whole Milk	102	637	18.9	17.6
Reduced Fat Milk (2%)	82	488	23.2	19.0
Low Fat Milk (1%)	30	172	30.7	1.6
Fat-Free Milk (Skim)	16	100	9.3	5.8
Flavored Fat-Reduced Milk	6	45	-9.7	0.4
Other Fluid Milk Products	0	1	1,987.5	58.7
Total Fat-Reduced Milk	135	806	21.3	12.0
Tot. Organic Milk Products	237	1,443	20.2	14.4

ORGANIC PRODUCTION

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¹ Data may not add due to rounding

Estimated Total U.S. Sales of Organic Fluid Milk Products
(Million Lbs.)



Organic Milk Pay Prices in Europe. The August 2020 organic milk pay price in Europe adjusted higher compared to the previous month in Germany, Bavaria, and France. Additional information is presented in the table below.

	Euros/100lt	*(USD)	% Change July 2020	% Change August 2019
Germany	47.46	55.68	+ 0.11	+ 1.87
Bavaria	47.92	56.22	+ 0.08	+ 2.61
France	48.34	56.71	+ 0.91	+ 1.84

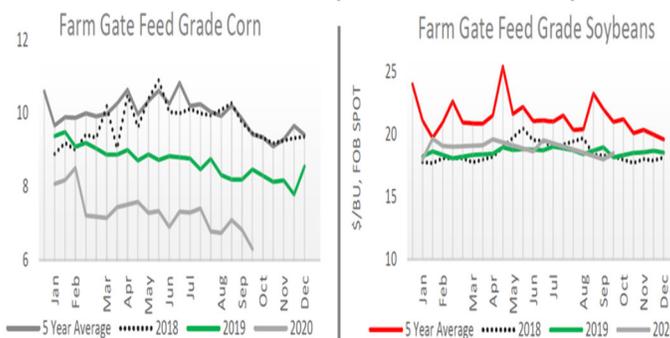
* Results based on the October 16, 2020 7:00 exchange rate.

Dutch Organic Milk Pay Price. In the Netherlands, a large processor of organic milk announced the October 2020 guaranteed pay price for organic milk is 46.00 EUR/100kg (currently \$55.45 USD). The price declined compared to last month (EUR 47.00). The price stated applies to an organic milk producer who supplies an annual average of 550,000 kilograms of milk, containing a fat content of 4.42 percent, protein content of 3.57 percent, and lactose content of 4.53 percent, on an annual basis.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Trade activity is moderate to good, on moderate demand, for organic feed grade corn. Bushels are trading 51 cents lower FOB. The bulk of activity is in the spot market, with few forward contracts. Trade activity and demand is good on organic feed grade soybeans with trading reported 50 cents higher FOB, with few forward contracts. Organic feed grade wheat was too limited to report. Trade activity and demand are good on organic food grade wheat. Trading was 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	6.00 - 8.25	6.31	-0.51	8.47	6.30 - 7.10	Oct-20 - Mar-21	6.00 - 7.25
Soybeans	\$/bu	18.00 - 19.00	18.47	0.50	18.13	18.00 - 18.00	Oct-20 - Oct-20	18.00 - 19.75
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	6.95 - 7.55	Oct-20 - Mar-21	6.25 - 7.50
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/lbsof.pdf>

ORGANIC DAIRY RETAIL OVERVIEW

Organic Dairy Retail Analysis. This survey period, organic dairy retail advertisements increased 62 percent. Total organic yogurt ads supported the increase with a 480 percent jump in ads. Organic milk in the half gallon container grew 1 percent to lead all organic dairy survey items in ad volume this period. Organic Greek yogurt in the 32 ounce container followed closely, with reports of a 908 percent jump in ads, when compared to the previous survey period.

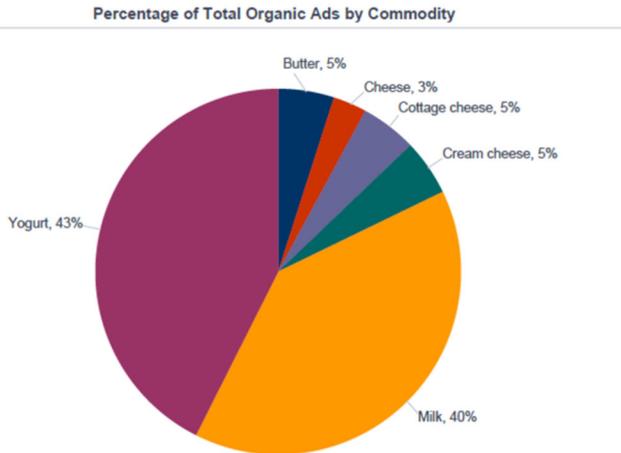
The difference between the half gallon conventional milk price, \$2.34, and the half gallon organic milk price, \$3.47, is an organic premium of \$1.13. The price spread between organic and conventional declined \$0.77 from the last retail survey. Regionally, markets that saw a rise in organic ads were the NE and SE, 98 percent and 107 percent, respectively.

Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from October 15 -23, 2020. Retail survey ads reflect "advertised specials" and not the range of non-advertised supermarket cooler prices.

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



Data source: USDA Dairy Market News

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	\$5.99	\$5.79	n.a.
Cottage Cheese	\$4.29	\$3.99	n.a.
Milk			
Half Gal.	\$3.47	\$4.31	\$3.88
Gallon	n.a.	\$5.99	\$6.99
8 oz.UHT	\$1.25	n.a.	\$1.00
Yogurt			
4-6 oz. Greek	n.a.	n.a.	n.a.
32 oz. Greek	\$3.59	\$6.27	\$3.50
4-6 oz. Yogurt	n.a.	\$1.00	\$0.80
32 oz. Yogurt	\$3.49	n.a.	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 October 5 - 16, 2020, issued monthly