

ORGANIC DAIRY MARKET NEWS

Information gathered March 27 - April 7, 2023

ORGANIC DAIRY FLUID OVERVIEW

Dairy Farmers' Income Forecasted for 2023. According to a report by the USDA Economic Research Service (ERS), dairy farmers will likely experience a large decline in average net cash farm income in 2023, as milk receipts are expected to fall by 14.6 percent. Falling milk prices are the primary driver of the downward trend. Sources suggest that the decline in milk prices will prompt an increase in farmer support from the Dairy Margin Coverage Program (DMC). Meanwhile, feed expenses are expected to decline \$76.5 to \$72.6 billion.

European Average Organic Milk Pay Prices. The January 2023 organic milk pay prices in Europe adjusted lower over the previous month in Germany, Bavaria, and Austria. However, the pay price adjusted higher in France. Additional information is shown in the table below.

**Organic Milk Pay Prices in Europe
January 2022**

	Euros/100L	*(\$USD/100L)	% Change Dec. 2022	% Change Jan. 2023
Germany	62.85	\$66.95	- 0.55	+ 20.17
Bavaria	62.85	\$66.81	- 0.33	+ 20.45
France	50.37	\$52.07	+ 2.01	+ 6.44
Austria	63.22	\$67.04	- 0.09	+ 28.31

*Results are based on the April 7, 2023, 6:00 exchange rate.

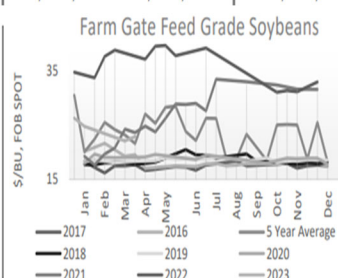
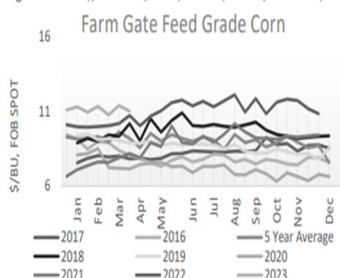
Organic Cow Auction Prices. In a recent report from a Pacific Northwest livestock auction, organic cull cows traded higher than conventional cows. The average price for the top 10 organic cows auctioned was \$120.03 per hundredweight, compared to an average price of \$118.79 per hundredweight for the top 10 conventional cows auctioned.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Compared to last period, trading is active on moderate demand for organic feed corn. Current buyers/sellers exchanges are 39 cents lower delivered elevator. Old crop organic feed corn contracts are \$10.25 - \$10.25 FOB. Cash bids are firm. Organic feed soybeans trades are light on moderate demand. Spot transactions are up 80 cents compared to last period. Trading is 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	
Yellow Corn	\$/bu	10.00 - 11.12	11.01	-0.39	10.74		10.25 - 10.25	Apr-23 - May-23	N/A - N/A
Soybeans	\$/bu	22.50 - 26.00	22.85	0.80	N/A		N/A - N/A	N/A - N/A	N/A - N/A
Wheat	\$/bu	N/A - N/A	N/A	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
Rye	\$/bu	N/A - N/A	N/A	N/A	N/A		N/A - N/A	N/A - N/A	N/A - N/A
Sorghum	\$/bu	N/A - N/A	N/A	N/A	N/A		N/A - N/A	N/A - N/A	N/A - N/A



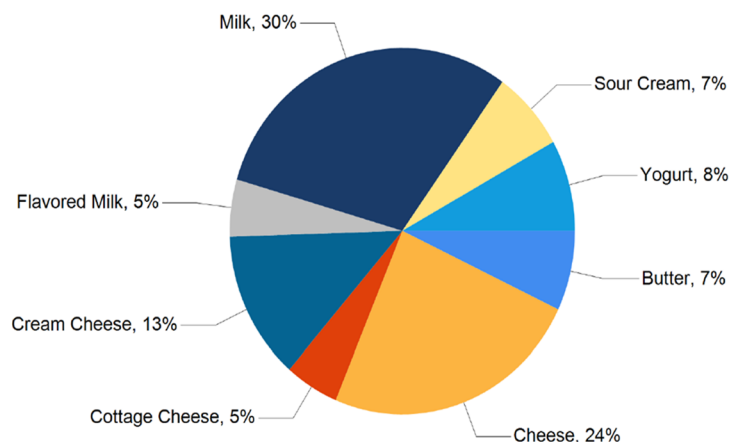
ORGANIC DAIRY RETAIL OVERVIEW

Organic Dairy Retail Ads Summary. This week, total organic retail store ads declined 18 percent from last week's survey number. As a percentage of total organic ads by commodity, the most advertised organic dairy item is milk, followed by cheese and cream cheese. Cream cheese, 8-ounce packages, had the biggest jump in retail stores ads, up 642 percent.

Regionally, the Northeast held the largest volume of organic dairy retail ads. Stores increased ads 9 percent compared to last week. Meanwhile, stores in the Northwest posted the largest increase in ads, rising 113 percent, and followed by South Central region at 69 percent above last week's survey. Ad volume was unchanged for Alaska, but Hawaii shoppers saw organic dairy retail ads plummet 100 percent.

The following pie chart provides the percentage of ads totals for all surveyed organic dairy commodities.

Percentage of Total Organic Ads by Commodity



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

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

COMMODITY	This Week	Last Week	Last Year
Butter 16 oz.	\$7.75	\$5.63	\$6.49
Cheese 6-8 oz. block	\$3.49	\$6.38	n.a.
6-8 oz. shred	\$4.28	\$3.33	n.a.
6-8 oz. sliced	n.a.	n.a.	n.a.
Cottage Cheese 16 oz.	\$5.16	\$4.85	n.a.
Cream Cheese 8 oz.	\$3.90	\$3.99	n.a.
Ice Cream 48-64 oz.	n.a.	\$8.24	\$6.99
Milk Half Gal.	\$4.21	\$4.00	\$4.17
Gallon	\$6.03	\$6.32	\$5.93

-CONTINUED ON PAGE 8A-

ORGANIC DAIRY MARKET NEWS
Information gathered March 27 - April 7, 2023

-CONTINUED FROM PAGE 8-

COMMODITY	<u>This Week</u>	<u>Last Week</u>	<u>Last Year</u>
Sour Cream			
16 oz.	\$4.04	n.a.	n.a.
Yogurt			
4-6 oz. Yogurt	\$1.39	n.a.	\$1.50
32 oz. Greek	n.a.	\$6.61	\$5.00
32 oz. Yogurt	\$4.49	\$4.31	\$3.83

**DIRECT TO CONSUMERS
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	: 13.00 - 14.00
Organic Butter		8 oz	: 6.50 - 10.00

CHEESE

Commodity	Type	Pack Size	: Organic : <u>Price Range \$</u>
Organic Cheese	Cheddar - 2-4 year	8 oz	: 6.50 - 9.99
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.25 -
Organic Cheese	Cheddar - Medium	8 oz	: 3.00 - 4.63
Organic Cheese	Cheddar - Mild	8 oz	: 3.00 - 7.79
Organic Cheese	Cheddar - Sharp	8 oz	: 3.00 - 6.67
Organic Cheese	Colby	8 oz	: 3.00 - 7.29
Organic Cheese	Farmers	8 oz	: 4.50 -
Organic Cheese	Gouda	8 oz	: 4.50 - 7.50
Organic Cheese	Gruyere	8 oz	: 7.50 -
Organic Cheese	Monterey Jack	8 oz	: 2.50 - 5.00
Organic Cheese	Mozzarella	8 oz	: 3.00 - 12.50
Organic Cheese	Muenster	8 oz	: 3.00 - 4.50
Organic Cheese	Pepper Jack	8 oz	: 3.00 - 12.50
Organic Cheese	Swiss—Baby	8 oz	: 5.50 -
Organic Cheese	Curds	per lb.	: 14.00 - 15.00

MILK

Commodity	Type	Pack Size	: Organic : <u>Price Range \$</u>
Organic Milk	All fat tests	Gallon	: 8.00 - 11.00
Organic Milk	All fat tests	Half gallon	: 4.50 - 7.00

Information for the period March 27 - April 7, 2023, issued monthly.