

ORGANIC DAIRY MARKET NEWS

Information gathered April 10 - 21, 2023

ORGANIC DAIRY FLUID OVERVIEW

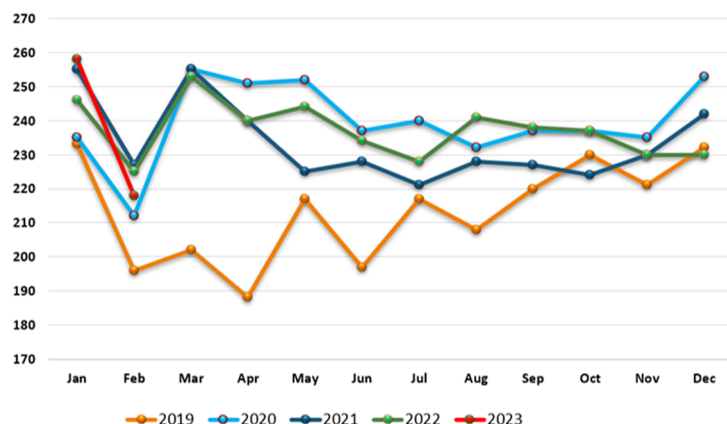
Organic Milk Product Sales. The Agricultural Marketing Service (AMS) reported February 2023 estimated fluid product sales. The U.S. sale of total organic milk products was 218 million pounds, down 3.2 percent from February 2022, but up 1.0 percent year-to-date. Organic whole milk sales, 106 million pounds, were up 2.2 percent compared to a year earlier and up 6.4 percent year-to-date. Reduced fat milk (2%) sales were 70 million pounds, down 6.1 percent from the previous year and down 2.3 percent year-to-date. Organic flavored whole milk sales, 1 million pounds, decreased 61.6 percent from the previous year and decreased 61.2 percent year-to-date.

Estimated Total U.S. Sales of Organic Fluid Milk Products February 2023, with comparisons

PRODUCT NAME	SALES ^{1,2}		CHANGE from:	
	February	Y-T-D	Prev Yr.	Y-T-D
	(million pounds)		(percent)	
Organic Production Practice				
Whole Milk	106	231	2.2	6.4
Flavored Whole Milk	1	1	-61.6	-61.2
Reduced Fat Milk (2%)	70	155	-6.1	-2.3
Low Fat Milk (1%)	22	49	-8.8	-3.5
Fat-Free Milk (Skim)	13	26	-20.3	-13.9
Flavored Fat-Reduced Milk	6	13	24.6	15.7
Other Fluid Milk Products	0	1	106.0	262.5
Total Fat-Reduced Milk ³	111	243	-7.2	-3.1
Tot. Organic Milk Products	218	476	-3.2	1.0

1 These figures are representative of the consumption of fluid milk products in Federal milk order marketing areas, which account for approximately 92 percent of total fluid milk sales in the United States. An estimate of total U.S. fluid milk sales is derived by extrapolating the remaining 8 percent of sales from the Federal milk order data. Reported volumes do not include added non-dairy ingredients such as sweeteners or flavorings. 2 Data may not add due to rounding. 3 Organic fat-reduced milk categories are the total of reduced fat, low-fat, skim and flavored fat-reduced milk sales.

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



Organic Milk Utilization and Fat Content. Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During March 2023, organic whole milk utilization totaled 19.2 million pounds, up from 15.4 million pounds the previous year. Butterfat content, 3.27 percent, is unchanged from a year ago. The utilization of organic reduced fat milk, 18.2 million pounds, increased from 16.2 million pounds a year ago, while March 2023 butterfat content, 1.42 percent, is unchanged from the previous year.

European Average Organic Milk Pay Prices. The February 2023 organic milk average pay prices in Europe were reduced compared to previous month in Germany, Bavaria, France, and Austria. Additional information is shown in following table.

Organic Milk Pay Prices in Europe
February 2023

	Euros/100L	*(\$USD/100L)	% Change Nov. 2022	% Change Dec. 2021
Germany	61.74	\$67.80	- 1.77	+ 16.75
Bavaria	61.68	\$67.73	- 1.86	+ 17.00
France	49.62	\$54.49	- 1.56	+ 5.58
Austria	61.73	\$67.79	- 2.36	+ 22.75

*Results are based on the April 21, 2023, exchange rate.

Dutch Organic Milk Pay Price. A large Dutch organic milk processor announced the April 2023 guaranteed pay price to member dairy farmers is 61.00 EUR/100kg (\$66.99 USD), down from 63.25 EUR/100kg the previous month. The guaranteed organic price applies to 100kg of milk with standard contents protein (3.58%), fat (4.45%) and lactose (4.54%). The amounts apply to an average supply of 550,000 kg of milk annually.

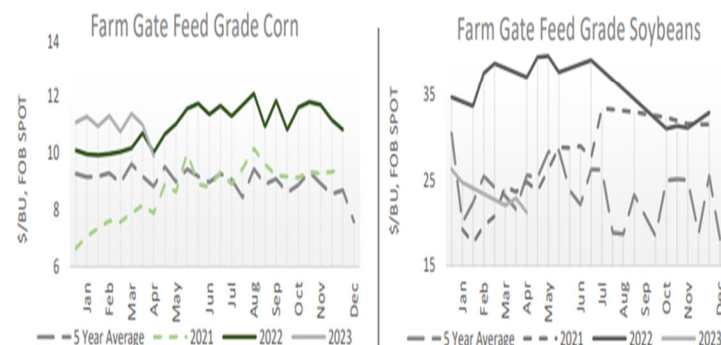
Organic Cow Auction Prices. In a recent report from a Pacific Northwest livestock auction, organic cull cows traded higher than conventional cows. The average price for top 10 organic cows auctioned was \$128.79 per hundredweight, compared to the average price of \$116.83 per hundredweight for the top 10 conventional cows auctioned.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Compared to last period, trade activity is light on weak to moderate demand for organic feed corn and soybeans. Organic feed corn sold \$1.10 lower FOB, with light trading on spot market exchanges and forward contracts. Organic feed soybeans sold \$1.64 lower FOB with very light trading on spot market exchanges and forward contracts. Sellers are pushing against the market's current bid levels. Trading was mostly 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	8.85 - 10.50	9.91	-1.10	10.03		9.90 - 11.25	May-23 - Jun-23	10.00 - 10.50
Soybeans	\$/bu	21.00 - 22.25	21.21	-1.64	37.03		20.00 - 21.75	Apr-23 - May-23	22.00 - 22.00
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



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

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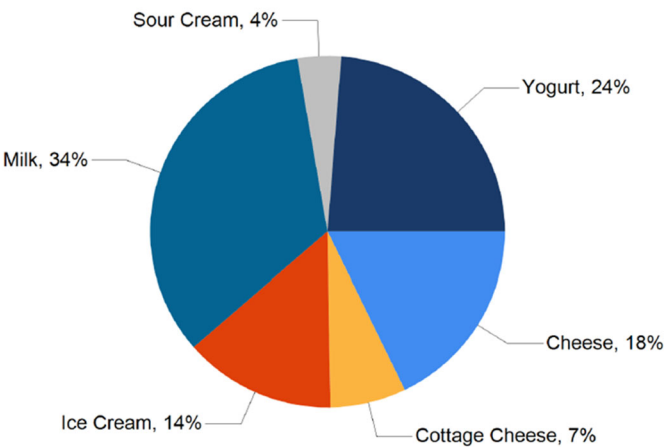
ORGANIC DAIRY RETAIL OVERVIEW

Organic Dairy Retail Ads Summary. This week, total organic ads slowed, as ads declined 63 percent from last week's retail survey. Milk in the gallon container is the most advertised organic dairy item. As a percentage of total organic ads by commodity, organic milk and organic yogurt posted the larger number of organic dairy ads, 34 and 24 percent, respectively. Meanwhile, organic cream-based commodities such as butter and cream cheese were not advertised by retail grocers this week.

Regionally, the Northeast exhibited the heaviest volume of organic dairy ads, followed by the Northwest and Southeast regions. Individual percentage changes in retail ad numbers for each, compared to the previous survey week, were -29, +20, and -85, respectively.

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.	\$5.23	\$5.45	\$5.74
Cheese			
6-8 oz. block	\$7.34	\$6.38	n.a.
6-8 oz. shred	\$5.12	\$3.33	n.a.
6-8 oz. sliced	\$4.99	n.a.	n.a.
Cottage Cheese			
16 oz.	\$4.85	\$4.66	\$3.98
Cream Cheese			
8 oz.	\$4.49	\$3.19	n.a.

Ice Cream			
14-16 oz.	n.a.	\$6.99	n.a.
48-64 oz.	\$8.74.	\$8.91	n.a.
Milk			
Half Gal.	\$4.46	\$4.53	\$4.61
Gallon	\$5.37	\$5.29	\$5.86
Sour Cream			
16 oz.	n.a.	\$2.38	\$2.35
Yogurt			
4-6 oz. Yogurt	\$1.12	n.a.	\$1.10
32 oz. Greek	\$5.89	\$6.33	\$4.00
32 oz. Yogurt	\$4.38	\$4.48	\$3.85

Data source: USDA Dairy Market News