



Organic Dairy Fluid Overview

Agricultural Marketing Service
Dairy Market News

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ORGANIC MARKET GROWTH 2023

Recently released survey data from a U.S. organization showed in 2023 domestic certified organic product sales were \$69.7 billion last year, up 3.4 percent from the prior year, reaching a new high. Sales of organic dairy and eggs were the fourth largest of all organic categories found from the survey data and increased 5.5 percent from the prior year. Milk and cream sales rose 5 percent from 2023.

PACIFIC NORTHWEST ORGANIC COW AUCTION PRICES

In a recent report from a Pacific Northwest livestock auction, the top 10 organic cull cows traded lower than conventional cull cows, while the overall average for organic cull cow prices traded higher than the overall average for conventional cull cows. The average price for the top 10 organic cows auctioned was \$124.45 per hundredweight, compared to an average price of \$132.23 per hundredweight for the top 10 conventional cows. The average weight for the top 10 conventional cows was 1507.5 pounds compared to 1216.5 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$119.67 per hundredweight with an average weight of 1168.8 pounds, while the overall price for conventional cows auctioned was \$106.32 per hundredweight and had an average weight of 1247.0 pounds.

NORTHEAST ORGANIC COW AUCTION PRICES

In a recent report from a Northeast livestock auction, organic cull dairy cows traded at an equivalent average price to conventional cull dairy cows at \$105 per hundredweight. Replacement organic grassfed dairy cows of milking age were sold at an average price of \$1135 during the auction, while replacement conventional dairy cows of milking age also averaged \$1135.

NATIONAL ORGANIC GRAIN FEEDSTUFF

Compared to last period: Trade activity was moderate on light to moderate demand for organic feed corn and organic feed soybeans. Organic feed corn sold 92 cents lower delivered elevator with forward contracts delivering Q2 2024 through Q4 2024. Organic feed soybeans sold 10 cents lower delivered elevator with forward contracts delivering Q2 2024 through Q4 2024. No comparable trades from the prior period on organic soybean meal and oil. Soybean oil is trading sharply lower from a month ago. Trade was inactive on all other organic grains. The next available report will be May 29, 2024.

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