

ORGANIC DAIRY MARKET NEWS

Information gathered April 7 - 18, 2025

ORGANIC DAIRY MARKET OVERVIEW

The Transition to Organic Partnership Program (TOPP) was formed through cooperative agreements between the USDA and non-profit organizations to provide technical assistance and support for transitioning and existing organic farmers. A calendar of events held by partner organizations can be found at the following link:

<https://www.organictransition.org/events/>

A selection of upcoming events is included below:

UW Organic Collab's Harvest of Ideas, Madison, WI - Apr 8-9
Rodale's ROI of Organic Transition for Dairy Farmers, virtual - Apr 9
NOFA-NH's Organic Systems Plan Support, virtual - Apr 9
TAG's Spring Symposium for Farmers, Albany, GA - Apr 11 MGA's Organic Grain & Seed Summit, Hinckley, ME - Apr 11-12 OGRAIN's Reducing Tillage in Organic Dairy, Viroqua, WI - Apr 16 Rodale's Perspectives on Organic Dairy Sourcing, virtual - Apr 16

The National Organic Standards Board (NOSB) meets twice a year, the spring 2025 meeting is scheduled for April 29 - May 1 from noon - 5:00 pm Eastern. The NOSB meets biannually to discuss recommendations for the USDA to aid in developing and refining organic standards. The upcoming meeting will discuss petitions for changes to the National List of Allowed and Prohibited Substances and organic policy recommendations. The online comment period is open through April 28, and online webinars regarding the online comment period will be hosted on April 22 and April 24 from noon - 5:00 pm Eastern. To learn more about the NOSB spring 2025 meeting, sign up to watch public comment webinars, or find links to attend the virtual meeting visit:

<https://www.ams.usda.gov/event/national-organic-standards-board-nosb-meeting-spring-25>

ORGANIC DAIRY FLUID OVERVIEW

The Agricultural Marketing Service (AMS) reported February 2025 estimated fluid product sales. The U.S. sale of total organic milk products was 241 million pounds, up 2.8 percent from the previous year. From the start of the year through February the U.S. sale of total products was 517 million pounds, and up 4.8 percent year-to-date. Organic whole milk sales, 128 million pounds, rose 6.9 percent compared to a year earlier and increased 8.7 percent year-to-date. Reduced fat milk (2%) sales were 80 million pounds, up 5.5 percent from the previous year and up 6.9 percent year-to-date. Fat free milk (skim) sales, 10 million pounds, decreased 9.5 percent from the previous year, and declined 6.9 percent year-to-date.

A table containing the estimated total U.S. sales of organic fluid milk products for January 2025, with comparisons is shown below:

Estimated Total U.S. Sales Of Organic Fluid Milk Products
February 2025, with comparison

Product Name	Sales ¹ Feb	Sales ¹ Y-T-D	% Change Prev Yr.	% Change Y-T-D
Whole Milk	128	278	6.9	8.7
Flavored Whole Milk	0	1	- 26.3	- 17.5
Reduced Fat Milk (2%)	80	168	5.5	6.9
Low Fat Milk (1%)	17	37	- 19.0	- 18.4
Fat-Free Milk (Skim)	10	21	- 9.5	- 6.9
Flavored Fat-Reduced Milk	5	11	- 6.7	10.9
Other Fluid Milk Products	0	1	- 37.5	- 28.8
Total Fat-Reduced Milk	112	237	- 1.1	0.8
Total Organic Milk Products	241	517	2.8	4.8

1. Sales in million pounds. Data may not add due to rounding

In a recent report from a Pacific Northwest livestock auction, the top 10 organic cull cows and the overall average for organic cull cows traded lower than conventional cull cows. The average price for the top 10 organic cows auctioned was \$132.00 per hundredweight, compared to an average price of \$148.56 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1500.0 pounds compared to 1459.0 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$103.75 per hundredweight with an average weight of 1160.29 pounds, while the overall price for conventional cows auctioned was \$109.68 per hundredweight with an average weight of 1155.76 pounds.

NATIONAL ORGANIC GRAIN FEEDSTUFF

Compared to last period: Organic feed corn trade was active amid moderate demand with spot market trading 18 cents/bu higher delivered elevator. Forward contracts this period will deliver Q2 2025 through Q2 2026. Organic feed soybean trade activity and demand was moderate with spot market trading 18 cents/bu higher delivered elevator. Forward contracts this period will deliver Q2 2025 through Q3 2026. Organic feed wheat trade activity was light, and demand was moderate with spot market trading down 16 cents/bu delivered elevator. Forward contracts for wheat this period will deliver Q2 2025 through Q3 2025. Organic soybean meal sold 39.00 \$/ton higher, while organic soybean oil sold 1 cent/lb lower. The next available report will be published Wednesday, April 30, 2025.

Grower FOB Farm Gate Organic Grain

Spot Transactions

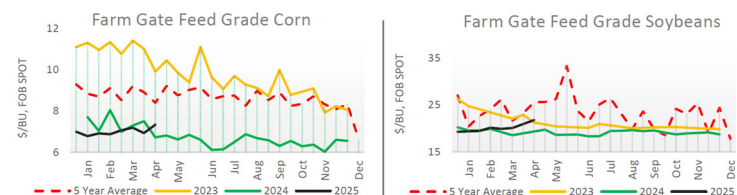
Feed Grade	Price Range	Avg.	Change	Prior Year
Yellow Corn	6.85 - 7.5	7.33	0.4	6.72
Soybeans	20.00 - 22.50	21.74	N/A	N/A
Wheat	6.15 - 8.00	6.3	-0.96	N/A

Forward Contracts

Feed Grade	Price Range	Delivery Period
Yellow Corn	7.00 - 8.35	Apr-25 - Dec-25
Soybeans	20.00 - 22.00	May-25 - Dec-25
Wheat	N/A - N/A	N/A - N/A

Cash Bids

Feed Grade	Price Range
Yellow Corn	7.00 - 7.00
Soybeans	20.00 - 20.00
Wheat	N/A - N/A



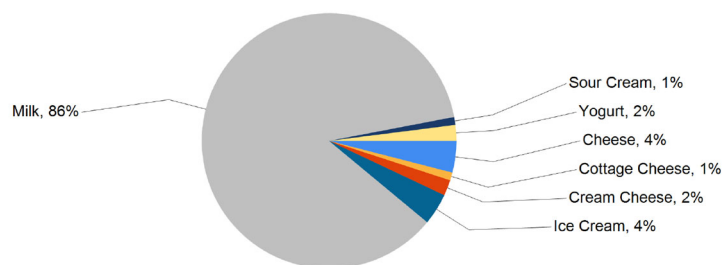
ORGANIC DAIRY RETAIL OVERVIEW

In the week 16 retail ad survey the number of organic dairy ads grew 138 percent from the previous survey. The majority of organic dairy ads this week were for milk, which appeared in 86 percent of all organic dairy ads found this week. Organic butter and flavored milk were present in last week's retail ad survey but were not featured in any surveyed ads this week. Meanwhile, organic ice cream appeared in this week's survey after being absent in last week's survey.

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Percentage of Total Organic Ads by Commodity



The number of organic milk ads increased by 317 percent in the week 16 retail ad survey. The most advertised organic milk product in this week's retail ad survey was sold in half gallon containers. The total number of ads for half gallon organic milk increased by 253 percent from last week's survey, and the weighted average advertised price for this product increased 8 cents to \$5.36. Conventional half gallon milk has a weighted average advertised price of \$2.61 this week, creating an organic premium of \$2.75.

The second most advertised organic dairy commodity this week, cheese, appeared in 7 percent more ads this week, compared to week 15. This week, packages of 6-8-ounce shred style organic cheese appeared in 64 percent more ads than in the prior survey. Due to this increase, 6-8-ounce shred style cheese was the most advertised organic cheese product this week. The weighted average advertised price for this product was \$4.76, down 18 cents from week 15. Conventional 6-8-ounce shred style cheese has a week 16 weighted average advertised price of \$2.46, making the week 16 organic premium for this product \$2.30.

The number of organic yogurt ads declined by 14 percent in the week 16 retail ad survey. The number of ads for organic regular yogurt in 32 ounce containers declined by 36 percent from last week, while every other yogurt product present last week appeared in the same number of ads this week. The weighted average advertised price for organic regular yogurt in week 16 increased by 16 cents to \$4.94. This product's conventional counterpart has a weighted average advertised price of \$3.27 this week. The organic premium in week 16 for regular 32-ounce yogurt is \$1.67.

NATIONAL RETAIL ORGANIC DAIRY
WEIGHTED AVERAGE ADVERTISED PRICES

COMMODITY	This Week	Last Week	Last Year
Butter - 8 oz.	n.a.	\$4.99	4.24
Butter - 1 lb.	n.a.	\$6.53	\$6.68
Cheese - 6-8 oz. Block	n.a.	n.a.	\$2.99
Cheese - 6-8 oz. Shred	\$4.76	\$4.94	\$3.95
Cheese - 6-8 oz. Sliced	\$6.17	\$6.95	\$2.99
Cheese - 1 lb. Shred	n.a.	n.a.	\$8.99
Cottage Cheese - 16 oz.	\$4.99	\$6.04	\$3.93
Cream Cheese - 8 oz.	\$3.96	\$3.33	\$3.56
Flavored Milk - Half Gallon	n.a.	\$5.47	n.a.
Ice Cream - 14-16 oz.	\$8.10	n.a.	\$6.49
Ice Cream - 48-64 oz.	\$7.99	n.a.	\$7.98
Milk - Half Gal	\$5.36	\$5.28	\$4.64
Milk - Gallon	\$8.24	\$7.59	\$7.58
Sour Cream - 16 oz.	\$4.26	\$4.16	\$3.99
Yogurt - 4-6 oz. Yogurt	\$1.82	\$1.82	\$1.51
Yogurt - 32 oz. Greek	\$4.94	\$4.94	\$6.84
Yogurt - 32 oz. Yogurt	\$4.94	\$4.78	\$4.45

2025 U.S. Organic Half Gallon Milk
Weekly Weighted Average Advertised Prices, U.S. Dollars
Organic Regional and National, Conventional National

Week	NE	SE	MW	SC	SW	NW	HI	AK	U.S. Organic	U.S. Conventional	Spread
1	3.89	5.01	n.a.	5.09	4.89	3.98	n.a.	4.66	5.00	1.59	3.41
2	6.79	4.78	n.a.	5.04	4.85	3.98	n.a.	4.66	4.94	2.32	2.62
3	4.99	4.54	3.49	4.84	n.a.	3.98	n.a.	4.66	4.67	2.15	2.52
4	n.a.	5.05	n.a.	5.10	n.a.	3.98	n.a.	4.66	5.06	1.61	3.45
5	3.89	5.06	n.a.	4.84	4.31	3.98	n.a.	4.66	4.90	1.57	3.33
6	4.99	4.59	n.a.	4.69	4.33	3.98	n.a.	4.66	4.64	2.22	2.42
7	n.a.	5.07	n.a.	4.85	5.28	3.98	n.a.	4.66	4.94	1.64	3.30
8	n.a.	6.29	n.a.	4.88	5.82	3.98	n.a.	4.66	4.99	1.99	3.00
9	3.89	4.43	4.49	3.98	n.a.	3.98	n.a.	4.66	4.27	1.96	2.31
10	5.14	4.81	n.a.	4.79	n.a.	4.12	n.a.	4.82	4.80	1.84	2.96
11	n.a.	4.48	n.a.	4.57	5.20	4.12	n.a.	4.82	4.56	1.93	2.63
12	6.79	5.54	n.a.	5.47	5.30	4.12	n.a.	4.82	5.49	2.33	3.16
13	n.a.	5.50	n.a.	n.a.	4.76	4.12	n.a.	4.82	5.33	1.83	3.50
14	5.99	4.77	n.a.	6.30	5.38	5.26	n.a.	6.50	5.31	2.42	2.89
15	4.45	5.41	6.20	5.75	4.75	5.47	6.55	6.47	5.28	2.47	2.81
16	4.99	5.52	5.31	5.10	5.75	5.57	n.a.	6.42	5.36	2.61	2.75
Annual Averages	5.07	5.05	4.87	5.02	5.05	4.29	6.55	5.04	4.97	2.03	2.94