



Organic Dairy Fluid Overview

Agricultural Marketing Service
Dairy Market News

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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 can be found at: <https://www.ams.usda.gov/mnreports/dybdairyorganic.pdf>

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.

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.

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