

**ORGANIC DAIRY MARKET NEWS**  
Information gathered January 29 - February 9, 2024

**ORGANIC DAIRY MARKET OVERVIEW**

The USDA AMS National Organic Program (NOP) provides an email notification service to send out updates to the organic community. The Organic Insider release on Monday, this week included a reminder for producers beginning to or in the process of transitioning to organic certification to apply for the Organic Transition Initiative (OTI) at a local NRCS service center as soon as possible. The OTI aids producers through education and mentoring, direct assistance to farmers, and through supporting market development projects. To read more from the Organic Insider, view archives, or register to receive updates by email visit: <https://www.ams.usda.gov/reports/organic-insider>

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 are included below:
- NOFA New Hampshire's 2024 Winter Conference, Manchester, NH - Feb. 10
  - NOFA-NH's Irrigation System Efficiency Training, Virtual Workshop - Feb. 13
  - UMass Extension's Fundamentals of Fertility Management, North Grafton, MA - Feb. 14
  - OEFFA's Annual Conference, Newark, OH - Feb. 15-17
  - Pick TN Conference, Franklin, TN - Feb. 15-17
  - NOFA's Farmers Organic Roundtable, Virtual Meeting - Feb. 15
  - NOFA-VT's Annual Winter Conference, Burlington, VT - Feb. 17-18
  - OSU's Small Farms Conference, Corvallis, OR - Feb. 17
  - MSU Extension's MI Ag Ideas to Grow With Organic: Certified or Not, Virtual Conference - Feb. 20
  - WVU Extension's Annual Small Farm Conference, Charleston, WV - Feb. 21-24
  - Marbleseed's Organic Farming Conference, LaCrosse, WI - February 22-24

The USDA National Institute of Food and Agriculture (NIFA)'s weekly newsletter, NIFA Update, provides information on news and information regarding agricultural-related sciences and technologies. The newsletter includes a list of upcoming application deadlines. Grants listed with a focus on organic agriculture include the Organic Agricultural Research and Extension Initiative (OREI) and Integrated Research, Education, and Extension Competitive Grants Program - Organic Transitions. Applications for the former close February 15th and the latter March 7th both at 5:00pm EST. To read more from NIFA Update, view archives, receive updates on emails, or find more information about grants with upcoming deadlines visit: <https://www.nifa.usda.gov/nifa-update>

**ORGANIC DAIRY FLUID OVERVIEW**

The Foreign Agricultural Service (FAS) releases monthly export data which includes export volumes and values for organic milk categorized as HS-10 code 0401201000. Recently released data for December 2023 indicated organic milk exports were 192,837 liters, up 17.6 percent from the month prior, and up 43.3 percent from 2022. Year to date exports of organic milk were reported as 42.4 percent higher than during the same time frame a year ago.

A large Dutch organic milk processor announced that the guaranteed price for organic farm milk in February 2024 is 55.50 EUR/100kg (\$59.90 USD), unchanged from January 2024. The price is based on the expectation of balance between milk supply and market demand, causing reference companies to keep prices their prices steady. The guaranteed organic price applies to 100kg of milk with standard contents protein (3.58%) and fat (4.45%). The amounts apply to an average supply of 550,000 kg of milk annually.

A large organic dairy cooperative in the UK recently announced plans to increase the milk pay price for organic farmers by 0.5 GBP in March, to 49.5 GBP (\$62.54 USD) per liter. The cooperative stated the increase price is available due to strong demand for organic dairy products and strong cheese exports.

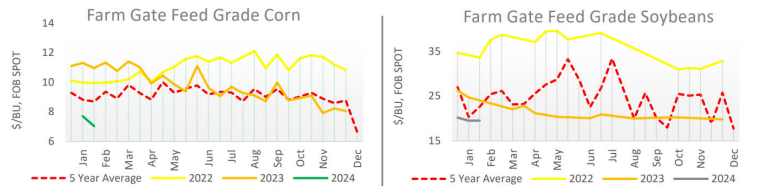
In a recent report from a Pacific Northwest livestock auction, organic cull cows traded higher than conventional cull cows. The average price for the top 10 organic cows auctioned was \$129.68 per hundredweight, compared to an average price of \$113.55 per hundredweight for auctioned top 10 conventional cows. The average weight for the top 10 conventional cows was 1669.5 pounds compared to 1483.5 pounds for the top 10 organic cows.

**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

Compared to last period trades were active on moderate demand for organic feed corn and soybeans. Organic feed corn sold 30 cents higher delivered elevator, \$3.84 lower than this period last year. The bulk of cash bids on corn were \$6.50 - \$7.50 delivered elevator. Forward contract transactions made up nearly 80 percent of the corn transactions this period, for Q1 2024 through Q3 2025. Organic feed soybeans sold 5 cents higher delivered elevator, \$6.41 lower than this period last year. Forward contracts deliver Q1 2024 through Q2 2025. Organic soybean meal sold \$66.63/ton lower, FOB the crusher. Organic soybean oil sold 9 cents/lb. lower, FOB the crusher. Trade was too thin on all other organic grains to determine a trend.

Grower FOB Farm Gate Organic Grain								
Feed Grade	Price Range	Spot Transactions			Forward Contracts		Cash Bids	
		Avg.	Change	Prior Year	Price Range	Delivery Period		
Yellow Corn	6.25 - 8.75	7.03	-0.67	10.95	6.35 - 8.25	Jan-24 - Mar-25	7.75 - 7.75	
Soybeans	19.00 - 21.00	19.54	0.03	N/A	18.50 - 20.50	Feb-24 - Dec-24	20.50 - 20.50	
Wheat	N/A - N/A	N/A	N/A	N/A	7.75 - 7.75	Feb-24 - Mar-24	N/A - N/A	
Oats	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Barley	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Rye	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	
Sorghum	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	

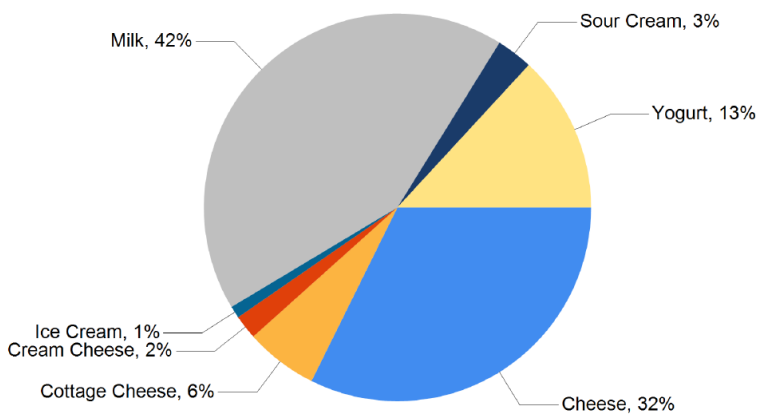
\*All prices in \$/bu



**ORGANIC DAIRY RETAIL OVERVIEW**

The number of ads for organic dairy products decreased during the last two retail surveys. From week 4 to week 5 the number of organic dairy ads declined by 14 percent. In this week's survey, the total organic dairy ads decreased by another 15 percent from week 5. Milk was the most advertised organic dairy product this week, followed by cheese, yogurt, cottage cheese, and sour cream. Flavored milk was the most advertised organic dairy commodity last week but was not present in any ads this week. Organic butter also did not appear in this week's survey, after being present last week.

Percentage of Total Organic Ads by Commodity



The number of ads for organic milk increased by 35 percent this week. Organic gallon milk ads decreased by 44 percent this week, while organic half gallon milk appeared in 49 percent more ads. Half gallons of milk were present in more ads than any other organic commodity found in this week's survey. The weighted average advertised price for organic half gallon milk was \$4.84, up 57 cents from week 5.

**ORGANIC DAIRY MARKET NEWS**  
Information gathered January 29 - February 9, 2024

**CONTINUED FROM PAGE 8**

Organic cheese ads increased by 266 percent from last week. Block cheese in 6-8-ounce packages was the second most advertised organic cheese item this week, despite not appearing in the week 5 retail survey. Sliced cheese in 6-8-ounce packages was the most advertised organic dairy product, while appearing in 192 percent more ads than last week. Organic 6-8-ounce sliced cheese had a weighted average advertised price which was \$1.41 lower than last week, \$3.67. The weighted average advertised price for 6-8-ounce conventional sliced cheese was \$2.69 this week. The organic premium for this item in week 6 is \$0.98.

The number of ads for organic yogurt declined by 57 percent in the week 6 survey. In last week's survey, the most advertised organic yogurt item was Greek yogurt in 32-ounce containers. This item did not appear in any ads during the week 6 survey. Due to this, and a 1 percent increase in ad appearances from last week, traditional yogurt in 32-ounce containers became the most advertised organic yogurt item this week. The weighted average advertised price for organic traditional yogurt in 32-ounce containers was \$4.44 this week, up 44 cents from week 5. Conventional yogurt in 32-ounce containers had a weighted average advertised price of \$2.81 this week. The creates an organic premium for this item of \$1.63.

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

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

COMMODITY	This Week	Last Week	Last Year
Butter			
1 lb.	n.a.	\$6.35	5.52
Cheese			
6-8 oz. Block	\$2.98	n.a.	\$3.92
6-8 oz. Shred	\$4.72	\$4.87	\$3.97
6-8 oz. Sliced	\$3.67	\$5.08	\$4.21
Cottage Cheese			
16 oz.	\$4.78	\$4.64	\$4.67
Cream Cheese			
8 oz.	\$3.99	\$4.00	n.a.
Flavored Milk			
Half Gallon	n.a.	\$5.14	n.a.
Gallon	n.a.	\$8.34	n.a.
Ice Cream			
14-16 oz.	\$5.99	\$5.99	n.a.
48-64 oz.	n.a.	\$10.49	\$11.99
Milk			
Half Gal	\$4.84	\$4.27	\$5.51
Gallon	\$6.99	\$6.32	\$5.72
Sour Cream			
16 oz.	\$3.82	\$4.00	\$3.77
Yogurt			
4-6 oz. Yogurt	\$1.25	\$1.50	n.a.
32 oz. Greek	n.a.	\$6.18	\$6.92
32 oz. Yogurt	\$4.44	\$4.00	n.a.