

**ORGANIC DAIRY MARKET NEWS**  
Information gathered March 1 - 12, 2021

**ORGANIC DAIRY FLUID OVERVIEW**

An organic dairy cooperative is introducing organic American cheese slices to their product line in May 2021. The new item will include yellow and white cheese slices made with organic pasture-raised cow’s milk. The coop reports the organic American cheese product will support the growth in organic cheeses.

The National Organic Program (NOP) is ending the U.S.–India organic recognition agreement. There is a transition period that allows Indian organic operations certified by APEDA-accredited certifiers under the recognition agreement to apply to a USDA-accredited certifier for USDA organic certification. For additional information, visit the web page: <https://www.ams.usda.gov/services/organic-certificationinternational-trade/India>

A recent study was conducted to understand soil carbon-building techniques and find the best strategies for carbon sequestration. By implementing soil management practices, organic farmers could considerably increase the amounts of carbon captured in their soil.

**Organic Milk Product Sales.** The Agricultural Marketing Service (AMS) reports revised estimated US sales of total organic milk products for December 2020 were 253 million pounds, up 8.9 percent from December 2019, and up 10.4 percent year-to-date. Organic whole milk sales for December 2020, totaled 114 million pounds, up 10.6 percent compared to a year earlier, and up 11.5 percent compared with year-to-date 2019. Reduced fat milk (2%) sales were 85 million pounds, up 10.6 percent from the previous year and up 14.9 percent year-to-date.

**REVISED ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS,**

December 2020, with comparisons

Product Name	SALES <sup>1</sup> DEC Y-T-D (million pounds)		CHANGE from Prev Yr. Y-T-D (percent)	
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**ORGANIC PRODUCTION PRACTICE**

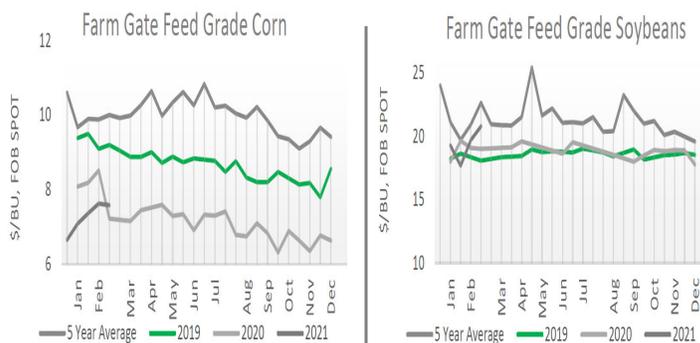
Whole Milk	114	1,269	10.6	11.5
Reduced Fat Milk (2%)	85	984	10.6	14.9
Low Fat Milk (1%)	28	330	7.5	1.6
Fat-Free Milk (Skim)	18	198	0.7	3.5
Flavored Fat-Reduced Milk	8	92	-5.6	1.2
Other Fluid Milk Products	0	1	56.9	57.3
Total Fat-Reduced Milk	138	1,608	7.6	9.7
Tot. Organic Milk Products	253	2,875	8.9	10.4

<sup>1</sup> Data may not add due to rounding.

**ORGANIC GRAIN FEEDSTUFF OVERVIEW**

National Organic Grain and Feed Markets. The current demand for organic feed grade corn and soybeans is stable. In addition, trading activities are good. There are reports organic feed grade corn traded 4 cents lower FOB this trading period. Organic feed grade soybeans traded \$1.09 higher FOB compared to the previous reporting period. Spot trading activities were fairly active, driven by limited imports from India for organic soybeans and soybean meal. Trading activity and market trends are inactive on all other organic grains at this time.

Grower FOB Farm Gate Organic Grain								
Spot Transactions					Forward Contracts		Cash Bids	
Feed Grade	Unit	Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range
Yellow Corn	\$/bu	7.00 - 8.25	7.58	-0.04	N/A	7.60 - 8.25	Mar-21 - Mar-22	N/A - N/A
Soybeans	\$/bu	19.00 - 26.00	20.76	1.09	N/A	20.00 - 23.50	Mar-21 - Dec-21	N/A - N/A



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

**ORGANIC DAIRY RETAIL OVERVIEW**

In week 10 of 2021, total organic ads for surveyed retail stores dipped 21 percent. Organic cheese, 8 oz shred packaging, had the largest percent in ad changes, increasing 206 percent. Organic milk, in half gallon containers decreased 18 percent in ad numbers. Total organic milk ads decreased 27 percent compared to the previous reporting week. In the Northeast, total milk ads increased 26 percent, although in the Southeast region, total milk ads decreased 62 percent this week. Total organic advertisements in the Midwest region are up 18 percent.

The retail milk price spread between advertised prices for organic half gallon milk, \$3.85, compared to \$2.50 for conventional half gallons, led to an organic premium of \$1.35. The organic premium increased \$1.06 cents from the previous week.

The national weighted average advertised price for organic 8-ounce cream cheese is \$3.00, compared to \$1.84 for conventional 8-ounce cream cheese, an organic premium of \$1.16. Organic 8-ounce shred cheese has an average price of \$3.44. Conventional 8-ounce shred cheese has an average price of \$2.33, resulting in an organic premium of \$1.11.

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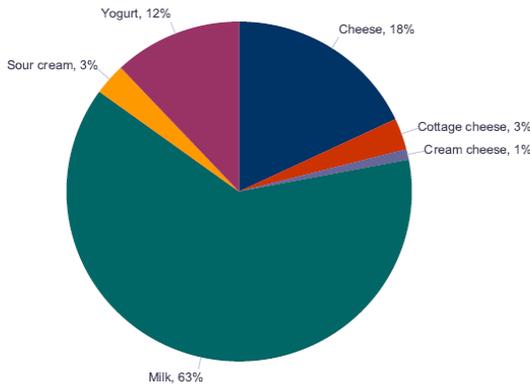
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The national weighted average advertised price for organic 32-ounce containers of yogurt is \$3.23. Conventional yogurt in 32-ounce containers has a national weighted average advertised price of \$2.67, yielding an organic premium of \$0.56.

Each advertised organic dairy product and ad percentages, from the most recent Dairy Market News retail survey, are shown in the pie chart below.

Percentage of Total Organic Ads by Commodity



Advertising information presented is compiled from nearly 23,000 surveyed newspaper supermarket ads. Prices are valid from March 12 - 18, 2021. Retail survey ads reflect “advertised specials” and not the range of non-advertised supermarket cooler prices.

Product pricing information of selected organic dairy commodities, from the current weekly retail survey, is presented in the following table:

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

COMMODITY	This Week	Last Week	Last Year
<b>Butter</b>	n.a.	\$4.99	\$5.45
<b>Cheese</b>			
8 oz shred	\$3.44	\$3.81	\$3.00
<b>Cottage Cheese</b>	\$3.29	\$3.93	\$3.99
<b>Cream Cheese</b>	\$3.00	n.a.	n.a.
<b>Milk</b>			
Half Gal.	\$3.85	\$4.01	\$4.24
Gallon	\$5.99	\$5.48	\$5.40
8 oz UHT	n.a.	\$1.00	\$0.99
<b>Yogurt</b>			
32 oz. Greek	n.a.	\$6.99	\$3.50
4-6 oz. Yogurt	n.a.	\$1.25	n.a.
32 oz. Yogurt	\$3.23	\$3.63	\$3.78

Data source: USDA Dairy Market News

**DIRECT TO CONSUMER ORGANIC DAIRY PRODUCTS PRICES**

The following tables identify U.S. price range results from a Dairy Market News national survey of publicly available prices of organic dairy products, available from farmstead outlets and online. There may be prices offered outside of the price range which were not identified by the survey. These are cows' milk products.

BUTTER Commodity	Type	Pack Size	: Organic Price Range \$
Organic Butter		1 lb	: 3.50 - 5.50
Organic Butter		8 oz	: 2.75 - 10.00

CHEESE Commodity	Type	Pack Size	: Organic Price Range \$
Organic Cheese	Cheddar - 2-4 year	8 oz	: 5.73 - 10.00
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.50 -
Organic Cheese	Cheddar - Medium	8 oz	: 4.50 - 5.50
Organic Cheese	Cheddar - Mild	8 oz	: 4.14 - 6.00
Organic Cheese	Cheddar - Sharp	8 oz	: 4.50 - 6.93
Organic Cheese	Colby	8 oz	: 4.50 - 6.29
Organic Cheese	Farmers	8 oz	: 4.00 - 6.00
Organic Cheese	Gouda	8 oz	: 4.50 - 12.00
Organic Cheese	Monterey Jack	8 oz	: 4.50 - 6.00
Organic Cheese	Mozzarella	8 oz	: 4.50 - 12.50
Organic Cheese	Muenster	8 oz	: 5.25 - 6.00
Organic Cheese	Pepper Jack	8 oz	: 12.50 -
Organic Cheese	Curds	per lb	: 12.00 -

MILK Commodity	Type	Pack Size	: Organic Price Range \$
Organic Milk	All fat tests	Half Gallon	: 6.00

Information for the period March 1 - 12, 2021 , issued monthly.