

ORGANIC DAIRY MARKET NEWS
Information gathered April 8 - 19, 2024

ORGANIC DAIRY MARKET OVERVIEW

The USDA AMS National Organic Program (NOP) undertakes an annual peer review to evaluate accreditation program. The aim of this review is to aid in strengthening accreditation, oversight, and enforcement. The results of the 2023 peer review report and NOP's response were recently released. The report includes observations and feedback about multiple areas of the programs operations. To read the most recent or previous AMS NOP peer reviews visit: <https://www.ams.usda.gov/reports/peer-review-ams-national-organic-program>

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:
Columbia Area Earth Day Festival, Columbia, MO - April 21
CT NOFA's Safe and Efficient Water Management, Canterbury, CT - April 28

The USDA's Risk Management Agency (RMA) recently released a list of crop insurance agents experienced in selling Whole-Farm Revenue Protection (WFRP) and Micro Farm policies. These insurance policies provide coverage for farms with organic commodities, including crops and livestock. Producers can insure their entire operation including crops, livestock, and nursery production utilizing WFRP. Within WFRP is the Micro Farm policy which allows for streamlined insurance options. This provides a farm with a safety net for all commodities under one insurance policy and is made for farms with up to \$350,000 in approved revenue. The list of insurance agents from RMA can be found at: <https://www.rma.usda.gov/-/media/RMA/Agent-Locator/Whole-Farm-Micro-Farm-Agent-List-PDF.ashx?la=en>

ORGANIC DAIRY FLUID OVERVIEW

Researchers from the University of New Hampshire and in Maine collaborated on a study regarding the usage of methane-reducing seaweed feed by organic dairy farms. During the study, researchers conducted a four-month feed trial, feeding 22 cows a diet with feed composed of 6 percent red seaweed harvested locally in Maine. This resulted in a 13.9 percent reduction in methane production and no change in milk production or quality. The researchers also surveyed 35 organic dairy farmers in Maine regarding the feed and found that farmers were primarily concerned with labor shortages, infrastructure problems, and rising costs. Farmers were less concerned with climate change, and respondents felt seaweed feed would need to be cost-effective and provide additional benefits for them to consider including it as part of their cows' diet.

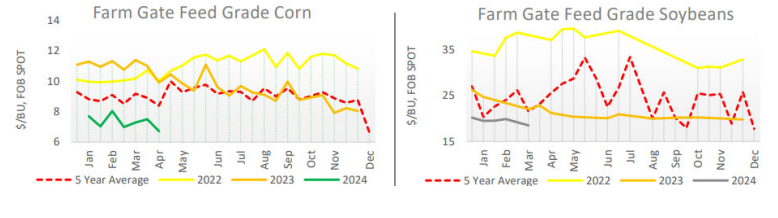
In a recent report from a Pacific Northwest livestock auction, the top 10 organic cull cows traded lower than conventional cull cows, while the overall average for organic cull cow prices traded higher than the overall average for conventional cull cows. The average price for the top 10 organic cows auctioned was \$129.48 per hundredweight, compared to an average price of \$141.99 per hundredweight for auctioned top 10 conventional cows. The average weight for the top 10 conventional cows was 1688.0 pounds compared to 1394.0 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$120.95 per hundredweight with an average weight of 1191.5 pounds, while the overall price or conventional cows auctioned was \$115.98 per hundredweight and had an average weight of 1267.0 pounds.

NATIONAL ORGANIC GRAIN FEEDSTUFF

Compared to last period, trade activity and demand was moderate on light demand. Corn sold 26 cents higher delivered elevator, with forward contracts to deliver Q2 2024 through Q2 2025. Organic feed soybean trade activity and demand was light to moderate. Soybeans sold 70 cents lower delivered elevator with forward contracts delivering Q2 2024 through Q3 2025. There were no comparable trades on organic feed wheat with forward contracts from Q2 2024 through Q3 2024. Trade was inactive on all other organic grains. The next available report will be Wednesday, May 1, 2024.

Grower FOB Farm Gate Organic Grain								
Feed Grade	Spot Transactions				Forward Contracts		Cash Bids	
	Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range	
Yellow Corn	6.00 - 9.00	6.72	-0.78	9.91	6.15 - 6.75	Apr-24 - Jul-24	N/A - N/A	N/A - N/A
Soybeans	N/A - N/A	N/A	N/A	21.21	19.25 - 19.25	Apr-24 - May-24	N/A - N/A	N/A - N/A
Wheat	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A	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	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	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	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	N/A - N/A

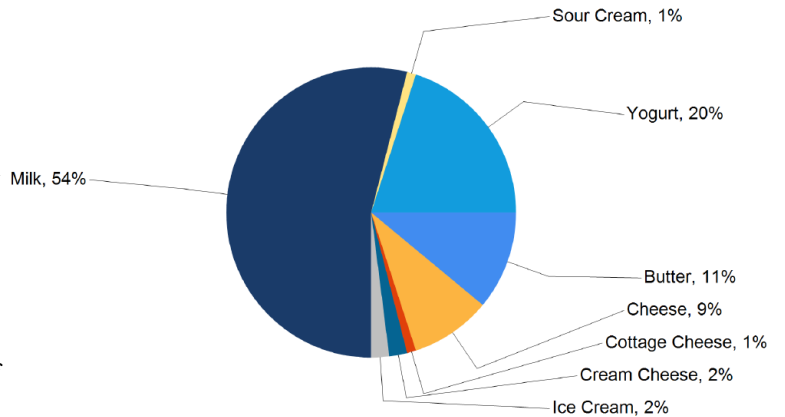
*All prices in \$/bu



ORGANIC DAIRY RETAIL OVERVIEW

The total number of organic retail ads increased during the last two retail ad surveys. In week 16, the number of organic retail ads increased by 73 percent. Every commodity featured in the week 15 retail ad survey appeared in more ads during week 16. Milk appeared in 54 percent of the total organic dairy ads found this week, while the total number of organic milk ads increased by 25 percent from last week.

Percentage of Total Organic Ads by Commodity



Milk was the most advertised organic dairy commodity found during this and last week's retail ad survey. Half gallon containers of milk were the most advertised organic milk package size this week and appeared in 55 percent more ads than in week 15. The weighted average advertised price for organic milk in half gallon containers increased by 23 cents to \$4.64. Conventional half gallons of milk had a weighted average advertised price of \$1.70, making the organic premium for this item \$2.94.

The second most advertised organic dairy commodity in the week 16 survey was yogurt. Organic yogurt ad numbers increased by 355 percent from last week. Greek yogurt in 32-ounce containers was the most advertised organic yogurt item this week after not appearing in last week's survey. The weighted average advertised price for 32-ounce containers of organic Greek yogurt was \$6.84 this week, while conventional Greek yogurt in 32-ounce containers had a weighted average advertised price of \$4.54. The organic premium for Greek yogurt in 32-ounce containers was \$2.30 during week 16.

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The number of organic butter ads increased by 267 percent in week 16, allowing butter to overtake cheese as the third most advertised organic dairy commodity this week. The most advertised organic butter package size this week was 8-ounce packages as the number of ads increased by 2844 percent from last week. The weighted average advertised price for 8-ounce packages of organic butter was \$4.24 this week, down 26 cents from week 15. Conventional butter in 8-ounce packaging had a weighted average advertised price of \$2.57. The organic premium for this item was \$1.67.

Product pricing information of selected 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			
8 oz.	4.24	\$4.50	n.a.
1 lb.	\$6.68	\$6.77	n.a.
Cheese			
6-8 oz. Block	\$2.99	\$7.99	n.a.
6-8 oz. Shred	\$3.95	\$5.25	\$3.46
6-8 oz. Sliced	\$2.99	\$6.99	\$4.67
1 lb. Shred	\$8.99	n.a.	n.a.
Cottage Cheese			
16 oz.	\$3.93	\$4.55	\$3.75
Cream Cheese			
8 oz.	\$3.56	\$3.50	n.a.
Ice Cream			
14-16 oz.	\$6.49	\$6.99	n.a.
48-64 oz.	\$7.98	\$7.99	\$7.99
Milk			
Half Gal	\$4.64	\$4.41	\$4.02
Gallon	\$7.58	\$7.27	\$5.39
Sour Cream			
16 oz.	\$3.99	\$4.76	\$1.99
Yogurt			
4-6 oz. Yogurt	\$1.51	\$1.39	n.a.
32 oz. Greek	\$6.84	n.a.	\$6.19
32 oz. Yogurt	\$4.45	\$5.94	\$5.00