

ORGANIC DAIRY MARKET NEWS

Information gathered May 19 - 30, 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:

PFI's Farming for Soil Health, Keota, IA - June 14
 Swift River Farm Field Day, Salmon, ID - June 14
 Rodale's Organic Weed Control Check-In, virtual - June 18
 NOFA-Mass's Growing Organic Together, virtual - June 18
 OFA's Irrigation Strategies, virtual - June 19
 OEFFA's Multi-Urban Farm Tour, Mansfield, OH - June 21
 NOFA-NY's Farm Fest '25, Interlaken, NY - June 22
 OAK's Field Day at Old Homeplace Farm, Oneida, KY - June 23
 NOFA-NY's Soil Health Field Day, Pulaski, NY - June 24
 UW-M Ext.'s Organic Cereals Field Walk, Madison, WI - June 25
 MOFGA's Livestock Handling and Health, Albion, ME - June 25

The Pennsylvania Monthly Organic Dairy Report, a report created as part of the Organic Dairy Initiative sponsored by the 2018 farm bill, covering March 2025 was released on June 13, 2025. This report showed the average price for fluid milk decreased by 5.43% from February. The total volume of milk produced increased in March, and the average daily production per cow was up slightly. To view this report in its entirety visit:

https://www.ams.usda.gov/mnreports/pn_da001.pdf

The Vermont Monthly Organic Dairy Report, a report created as part of the Organic Dairy Initiative sponsored by the 2018 farm bill, covering March 2025 was released on June 13, 2025. This report showed the weighted average price for fluid milk increased 3.28% from February. The total volume of milk produced and average daily production per cow increased. To view this report in its entirety visit:

https://www.ams.usda.gov/mnreports/vt_da001.pdf

A New Zealand dairy cooperative recently announced their forecasted organic milk pay price for the start of the 2025/2026 season. The cooperative's forecasted organic milk price for the upcoming season is a new high with a midpoint of \$12.30/kgMS, up 30 cents from the previous season. A spokesperson for the cooperative stated demand is increasing domestically and supply constraints in other countries are contributing to increasing exports.

Recently released data from a New Zealand organic group showed the organic sector grew to 1.18 billion NZD in 2024. This report showed exports last year reached 606.7 million NZD, with 172.8 million worth of product exported to the United States. Organic dairy exports were up 39.5 percent from 2020 to 2024, reaching 214.5 million NZD. Organic markets are expected to grow in the coming years at a faster pace than conventional markets as more consumers are showing a preference for organic commodities.

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 April 2025 indicated organic milk exports were 502,337 liters, up 64.6 percent from the month prior, and up 268.3 percent from April 2024. Exports of organic milk from the start of the year through April, 1,729,491 liters, are up 178.4 percent, compared to the same time period one year ago.

The Agricultural Marketing Service (AMS) reported April 2025 estimated fluid product sales. The U.S. sale of total organic milk products was 251 million pounds, up 0.3 percent from the previous year. From the start of the year through April the U.S. sale of total products was 1,025 million pounds, and up 2.4 percent year-to-date. Organic whole milk sales, 140 million pounds, rose 7.7 percent compared to a year earlier and increased 7.3 percent year-to-date. Reduced fat milk (2%) sales were 81 million pounds, up 3.9 percent from the previous year and up 4.3 percent year-to-date. Fat free milk (skim) sales, 10 million pounds, decreased 13.2 percent from the previous year, and declined 10.0 percent year-to-date.

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

Product Name	Sales ¹ Apr	Sales ¹ Y-T-D	% Change Prev Yr.	% Change Y-T-D
Whole Milk	140	560	7.7	7.3
Flavored Whole Milk	1	2	- 43.0	- 31.5
Reduced Fat Milk (2%)	81	330	3.9	4.3
Low Fat Milk (1%)	15	70	- 21.0	- 18.2
Fat-Free Milk (Skim)	10	41	- 13.2	- 10.0
Flavored Fat-Reduced Milk	4	20	- 63.2	- 23.1
Other Fluid Milk Products	0	1	76.9	1.1
Total Fat-Reduced Milk	110	461	- 7.5	- 2.6
Total Organic Milk Products	251	1,025	0.3	2.4

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 higher than conventional cull cows. The average price for the top 10 organic cows auctioned was \$154.68 per hundredweight, compared to an average price of \$146.15 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1,465.5 pounds compared to 1,473.0 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$123.45 per hundredweight with an average weight of 1,214.70 pounds, while the overall price for conventional cows auctioned was \$114.55 per hundredweight with an average weight of 1,244.68 pounds.

NATIONAL ORGANIC GRAIN FEEDSTUFF

Compared to last period, organic feed corn trade activity is moderate with good demand. Corn sold 51 cents lower delivered elevator with the bulk of trade forward contracts delivering Q2 2025 through Q3 2026. Organic feed soybean trade activity is light with good demand. Soybeans sold 55 cents lower delivered elevator with forward contracts delivering Q2 2025 through Q1 2026. Cash bids in the Midwest are moving higher. Organic feed wheat trade activity is light with good demand. Soft Red Winter and Hard Red Winter feed wheat sold 15 cents lower delivered elevator with forward contracts delivering Q2 2025 through Q3 2025. Organic soybean oil prices are unchanged from the last period. Trade is inactive for all other organic grains. The next report will be published Wednesday, June 25, 2025.

Grower FOB Farm Gate Organic Grain

Spot Transactions				
Feed Grade	Price Range	Avg.	Change	Prior Year
Yellow Corn	7.00 - 8.15	7.48	-0.40	6.60
Soybeans	21.00 - 23.00	22.38	0.42	18.64
Forward Contracts			Cash Bids	
Feed Grade	Price Range	Delivery Period	Feed Grade	Price Range
Yellow Corn	7.00 - 8.25	Jun-25 - Sep-26	Yellow Corn	7.00 - 7.25
Soybeans	22.50 - 23.00	Jun-25 - Jul-25	Soybeans	N/A - N/A
Wheat	7.00 - 8.25	Jul-25 - Sep-25	Wheat	N/A - N/A

*All prices in \$/bu

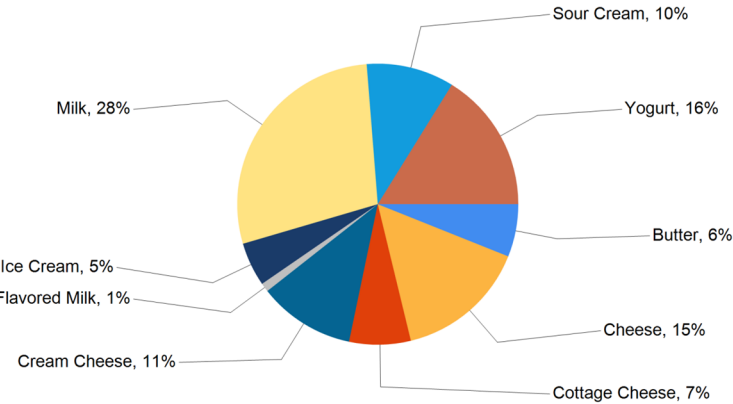
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ORGANIC DAIRY RETAIL OVERVIEW

The number of organic dairy ads declined 10 percent in the Week 24 retail ad survey. The four most advertised organic dairy products in last week's survey all appeared in fewer ads this week. Milk remained the most advertised organic dairy commodity found, despite a 32 percent decline in ads from last week. Yogurt held on to its position as the second most advertised organic dairy product, though total ads are down 37 percent. Organic sour cream and butter, last week's third and fourth most advertised organic dairy commodities, were replaced by cheese and cream cheese in the top four.

Percentage of Total Organic Ads by Commodity



Last week, organic half gallons and gallons of milk were present in surveyed ads, but this week there were no ads for gallons. Organic half gallon milk ads are up 27 percent, and the weighted average advertised price (average price) for organic half gallon milk is 41 cents higher than last week, \$5.33. Conventional half gallon milk has an average price of \$1.57, creating an organic premium of \$3.76.

The only organic yogurt product present in surveyed ads is regular yogurt in 32-ounce containers. Total ads for 32-ounce containers of organic regular yogurt are down 8 percent, but the average price is up 72 cents to \$5.22. This product's conventional counterpart has an average price of \$3.23, leaving an organic premium of \$1.99.

Cheese jumped from the sixth most advertised organic dairy commodity last week to third this week, as total ads are up 105 percent. Ads for Cream cheese, the fourth most advertised organic commodity, increased 33 percent. The most advertised organic cheese product is organic 6-8-ounce sliced, which was not present in the prior survey. The average price for 6-8-ounce organic sliced cheese is \$5.68. Conventional 6-8-ounce sliced cheese has an average price of \$2.69. The organic premium for this product is \$2.99.

Organic ice cream ads are up 69 percent, with all of this increase occurring for 14-16-ounce containers. The average price for 14-16-ounce organic ice cream is \$8.02, up 60 cents. Conventional ice cream in the same package size has an average price of \$3.69. The organic premium for 14-16-ounce ice cream is \$4.33 this week.

NATIONAL RETAIL ORGANIC DAIRY
WEIGHTED AVERAGE ADVERTISED PRICES

COMMODITY	This Week	Last Week	Last Year
Butter - 8 oz.	\$4.61	n.a.	4.25
Butter - 1 lb.	n.a.	\$6.87	\$5.83
Cheese - 6-8 oz. Block	\$7.84	\$6.51	\$5.49
Cheese - 6-8 oz. Shred	\$5.49	\$5.02	\$5.29
Cheese - 6-8 oz. Sliced	\$5.68	n.a.	\$4.96
Cottage Cheese - 16 oz.	\$5.25	\$5.03	\$4.63
Cream Cheese - 8 oz.	\$4.41	\$4.08	n.a.
Flavored Milk - Half Gallon	\$7.19	\$5.35	n.a.
Ice Cream - 14-16 oz.	\$8.02	\$7.42	n.a.
Ice Cream - 48-64 oz.	n.a.	n.a.	\$7.49
Milk - Half Gal	\$5.33	\$4.92	\$5.02
Milk - Gallon	n.a.	\$8.80	\$8.18
Sour Cream - 16 oz.	\$4.43	\$4.05	\$3.99
Yogurt - 4-6 oz. Greek	n.a.	n.a.	\$1.23
Yogurt - 4-6 oz. Yogurt	n.a.	\$2.50	\$2.00
Yogurt - 32 oz. Greek	n.a.	\$7.09	\$6.40
Yogurt - 32 oz. Yogurt	\$5.22	\$4.50	\$4.43