

## ORGANIC DAIRY MARKET NEWS

Information gathered August 11 - 22, 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:

OAK's Diversification and Certification, Harrodsburg, KY - Aug 26  
 UW-OGRAINS's Organic Research Update, Arlington, WI - Aug 26  
 ISU's Research Farm Field Day, Greenfield, IA - Aug 26  
 Purdue Ext's Organic Small Grains, Equipment, Wolcott, IN - Aug 27  
 NW TOPP's Roundtable: Commercial Availability Searches - Aug 27  
 NOFA-VT's Organic No-Till Management, Montpelier, VT - Aug 27  
 NOFA-Mass's Organic Soils on Your Farm, Haverhill, MA - Aug 31

The National Organic Standards Board (NOSB) is seeking nominations to fill five vacant spots, with terms beginning in January 2026. Board members represent specific sectors of the organic community and serve a 5-year term. Applications are due by September 9, 2025, and can be submitted electronically or by mail postmarked by the due date.

More information about the current board openings, duties of board members, or application visit the following link:

<https://www.ams.usda.gov/rules-regulations/organic/nosb/nomination-process>

The USDA AMS National Organic Program (NOP) provides an email notification service, the Organic Insider, to send out updates to the organic community. The NOP Organic Insider from August 19 discussed the Fall 2025 meeting of the National Organic Standard Board (NOSB) which is scheduled for November 4-6. The NOSB meets biannually to discuss recommendations for the USDA to aid in developing and refining organic standards. The online comment period is open through October 8, and online webinars regarding public comments will be hosted on October 28 and 30. Links to obtain more information about the NOSB and the Fall 2025 meeting are included in this publication.

To read more from the Organic Insider, view archives, or register to receive updates by email visit:

<https://www.ams.gov/reports/organic-insider>

## ORGANIC DAIRY FLUID OVERVIEW

Federal Milk Marketing Order 1, in the Northeast, reports utilization of types of organic milk by regulated plants. During July 2025, organic whole milk utilization totaled 20.47 million pounds, up from 19.57 million pounds the previous year. The butterfat content, 3.29 percent, is up from 3.27 a year ago. The utilization of organic reduced fat milk, 15.62 million pounds, decreased from 15.97 million pounds a year ago. The butterfat content, 1.51 percent, increased from 1.47 percent the previous year.

The Agricultural Marketing Service (AMS) reported June 2025 estimated fluid product sales. The U.S. sale of total organic milk products was 231 million pounds, down 1.1 percent from the previous year. From the start of the year through June, the U.S. sale of total products was 1,509 million pounds, and up 0.7 percent year-to-date. Organic whole milk sales, 127 million pounds, rose 7.9 percent compared to a year earlier and increased 6.2 percent year-to-date. Reduced fat milk (2%) sales were 74 million pounds, down 4.0 percent from the previous year but up 1.1 percent year-to-date. Fat free milk (skim) sales, 9 million pounds, decreased 13.2 percent from the previous year and declined 8.1 percent year-to-date.

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

Product Name	Sales <sup>1</sup> May	Sales <sup>1</sup> Y-T-D	% Change Prev Yr.	% Change Y-T-D
Whole Milk	127	827	7.9	6.2
Flavored Whole Milk	1	4	1.8	- 21.6
Reduced Fat Milk (2%)	74	483	- 4.0	1.1
Low Fat Milk (1%)	14	101	- 28.1	- 20.1
Fat-Free Milk (Skim)	9	62	- 13.2	- 8.1
Flavored Fat-Reduced Milk	5	30	- 23.1	- 25.3
Other Fluid Milk Products	0	2	44.8	- 5.9
Total Fat-Reduced Milk	104	676	- 10.3	- 5.0
Total Organic Milk Products	231	1,509	- 1.1	0.7

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 lower than the top 10 conventional cull cows, though the overall average for organic cull cows was slightly higher than the overall average for conventional cull cows. The average price for the top 10 organic cows auctioned was \$146.24 per hundredweight, compared to an average price of \$161.07 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1,716.5 pounds compared to 1,475.5 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$124.64 per hundredweight with an average weight of 1,227.3 pounds, while the overall price for conventional cows auctioned was \$122.00 per hundredweight with an average weight of 1,227.9 pounds.

## NATIONAL ORGANIC GRAIN AND FEEDSTUFFS

Compared to last period, spot market trade activity and demand were good for organic feed corn. Trade activity was light on good demand for organic feed soybeans. Trade activity was moderate on light to moderate demand for organic feed and food wheat. Organic feed corn sold 51 cents higher delivered with forward contracts delivering Q3 2025 through Q1 2027. Organic feed soybeans sold \$1.40 lower delivered with forward contracts delivering Q3 2025 through Q1 2027. Organic feed wheat sold 18 cents lower delivered with forward contracts delivering Q3 2025. No comparable trades on all other organic grains. The next report will be published Wednesday, September 3, 2025.

## Grower FOB Farm Gate Organic Grain

## Spot Transactions

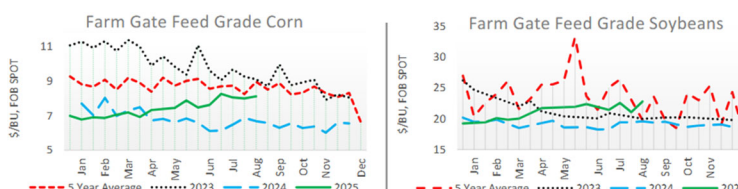
Feed Grade	Price Range	Avg.	Change	Prior Year
Yellow Corn	7.70 - 8.50	8.13	0.13	6.68
Soybeans	20.75 - 23.00	22.81	1.73	19.58
Wheat	5.85 - 6.60	6.30	N/A	N/A

## Forward Contracts

## Cash Bids

Feed Grade	Price Range	Delivery Period	Feed Grade	Price Range
Yellow Corn	6.50 - 9.55	Aug-25 - Sep-26	Yellow Corn	N/A - N/A
Soybeans	21.50 - 23.00	Aug-25 - Dec-25	Soybeans	N/A - N/A
Wheat	6.50 - 7.89	Aug-25 - Sep-25	Wheat	N/A - N/A

\*All prices in \$/bu



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Grower Delivered Elevator/Warehouse Organic Grain

## Spot Transactions

Feed Grade	Price Range	Avg.	Change	Prior Year
Yellow Corn	7.75 - 10.00	8.63	0.51	6.82
Soybeans	21.25 - 23.00	21.96	-1.40	21.49
Wheat	6.50 - 8.75	7.41	-0.18	N/A

## Forward Contracts

Feed Grade	Price Range	Delivery Period	Feed Grade	Price Range
Yellow Corn	6.75 - 11.00	Aug-25 - Mar-27	Yellow Corn	6.75 - 7.75
Soybeans	21.25 - 25.00	Aug-25 - Mar-27	Soybeans	19.50 - 22.50
Wheat	7.25 - 7.50	Aug-25 - Sep-25	Wheat	6.40 - 8.75

\*All prices in \$/bu

## Cash Bids

## ORGANIC DAIRY RETAIL OVERVIEW

In the week 34 retail survey, total organic dairy ads decreased 59 percent. Only organic cheese and yogurt appeared in more ads for the week 34 survey compared to the week 33 survey. Organic cheese ads were back this week after not appearing in any ads during week 33. Organic cottage cheese and sour cream are absent from ads this week.

Organic yogurt ads increased by 11 percent this week and overtook the #1 spot from organic milk, which decreased in total ads by 75 percent. Ads for the most advertised organic yogurt product, 32-ounce regular style, are up 50 percent. The product's weighted average advertised price (average price) decreased 63 cents to \$4.50. Conventional 32-ounce regular yogurt has an average price of \$2.74, making this week's organic premium \$1.76.

Ads for half gallon and gallon organic milk decreased in week 34. Organic half gallon milk remained more heavily advertised than gallon containers of milk, despite a 78 percent decrease in total ads. The average price for organic half gallon milk increased 53 cents to \$5.40. Conventional half gallon milk has an average price of \$2.31, creating an organic premium of \$3.09.

6-8-ounce packages of organic shredded and sliced cheese made appearances in ads this week. Sliced cheese was the more expensive style and appeared in slightly fewer ads compared to shredded cheese. The average price for a 6-8-ounce package of organic sliced cheese was \$5.11.

Organic ice cream decreased in total ads by 42 percent and dropped to the fourth most heavily advertised organic dairy commodity. Organic ice cream in 14-16-ounce containers are absent for the week 34 survey. Organic ice cream in 48-64-ounce containers were absent from the week 33 survey but appeared in ads for the week 34 survey. The average price for a 48-64-ounce container of organic ice cream was \$8.99.

NATIONAL RETAIL ORGANIC DAIRY  
WEIGHTED AVERAGE ADVERTISED PRICES

COMMODITY	This Week	Last Week	Last Year
Butter - 1 lb.	\$8.15	\$7.50	\$7.49
Cheese - 6-8 oz. Shred	\$3.31	n.a.	\$3.00
Cheese - 6-8 oz. Sliced	\$5.11	n.a.	\$6.84
Cheese - 1 lb. Shred	n.a.	n.a.	\$8.99
Cottage Cheese - 16 oz.	n.a.	\$4.34	\$4.49
Cream Cheese - 8 oz.	\$2.99	\$3.84	\$5.79
Flavored Milk - Half Gal	\$4.48	\$5.23	n.a.
Ice Cream - 14-16 oz.	n.a.	\$6.82	\$8.14
Ice Cream - 48-64 oz.	\$8.99	n.a.	n.a.
Milk - Half Gal	\$5.40	\$4.87	\$5.03
Milk - Gallon	\$8.79	\$7.47	n.a.
Sour Cream - 16 oz.	n.a.	\$3.72	\$2.50
Yogurt - 4-6 oz. Yogurt	n.a.	n.a.	\$1.25
Yogurt - 32 oz. Greek	\$5.49	\$7.15	\$5.33
Yogurt - 32 oz. Yogurt	\$4.50	\$5.13	\$4.03

Percentage of Total Organic Ads by Commodity

