

ORGANIC DAIRY MARKET NEWS

Information gathered August 25 - September 5, 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 State of the Soil Conference, Lexington, KY - Sep 7-10
PFI's Organic Management Strategies, Garwin, IA - Sep 9
CT NOFA's Soil Health: Physical Properties, Virtual - Sep 10
PFI's Partnering to Graze Cover Crops, Sanborn, IA - Sep 10
MGA's Winter Grain Planting, West Haven, VT - Sep 11
NOFA NH's Managing Soil Fertility, Winchester, NH - Sep 13
CT NOFA's Soil Health: Chemical Properties, Virtual - Sep 17
CFSA's Organic Possibilities with NRCs, Virtual - Sep 18
PCO's Eden Hall Farm Tour, Gibsonia, PA - Sep 19

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 Fall 2025 meeting of the National Organic Standard Board (NOSB) is scheduled for November 4-6 in Omaha, NE. 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. To learn more about this meeting and how to attend in person or virtually visit:

<https://www.ams.usda.gov/event/national-organic-standards-board-nosb-meeting-fall-2025>

The USDA Economic Research Service (ERS) recently updated their topic page regarding organic agriculture. ERS discusses growth in demand for organic commodities and incentives for U.S. farmers to transition to organic production. Published data from the Organic Trade Association shows organic retail sales increased from \$38.6 billion in 2012 to \$65.4 billion in 2024 (adjusted for inflation). ERS explains that organic products are priced at a premium to their conventional counterparts and require increased input costs. Organic consumers are increasing in number and younger generations are more likely to choose organic products despite their higher costs. To read more about this topic visit:

<https://www.ers.usda.gov/topics/natural-resources-environment/organic-agriculture>

"The Seal Makes It Simple," a campaign which aims to educate consumers about the USDA Organic Seal, recently launched. The campaign's website explains the meaning of the Organic Seal, the impact organic production has on the environment, and why consumers should shop organic. This campaign was partially funded by a USDA Organic Market Development Grant and organized with a cooperative agreement between the USDA's Agricultural Marketing Service (AMS) and the Organic Trade Association and is running through the end of the year. To read more about this campaign visit:

<https://sealmakesitsimple.com/>

The Pennsylvania Monthly Organic Dairy Report, a report created as part of the Organic Dairy Initiative sponsored by the 2018 farm bill, covering June 2025 was released on September 5, 2025. This report showed the weighted-average price for fluid milk decreased by 2.01 percent from May. The total volume of milk produced, average daily production per cow, and average monthly production per cow decreased from the prior month. 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 June 2025 was released on September 5, 2025. This report showed the weighted-average price for fluid milk increased 1.14 percent from May. The total volume of milk produced, average daily production per cow, and average monthly production per cow decreased from the prior month. To view this report in its entirety visit: https://www.ams.usda.gov/mnreports/vt_da001.pdf

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 July 2025 indicated organic milk exports were 775,645 liters, up 99.1 percent from the month prior, and up 47.2 percent from July 2024. Exports of organic milk from the start of the year through July, 3,157,769 liters, are up 99.5 percent, compared to the same time period one year ago.

European organic milk average pay prices for June 2025 increased in Austria, France, Germany, and Bavaria compared to May. The average pay price in June 2025 was up from a year ago in Austria, France, Germany, and Bavaria.

**Organic Milk Pay Prices in Europe
June 2025**

Country	Euros/100KG	*(USD/100KG)	%Change Apr 2025	%Change May 2024
Austria (1)	61.41	\$70.91	+1.35	+13.03
Austria (2)	67.02	\$77.39	+1.15	+11.68
Germany	65.12	\$75.19	+0.63	+15.79
Bavaria	65.54	\$75.68	+0.57	+16.25
France	47.63	\$56.69	+2.22	+6.64

*Results are based on the exchange rate for June 15, 2024, exchange rate of 1 Euro/1.5468 USD.

Austria (1) prices exclude "haymilk." Austria (2) prices include "haymilk" which is produced by cows mainly fed grasses & dry hay, rather than silage.

A large Dutch organic milk processor announced that the guaranteed price for organic farm milk in September 2025 is 66.75 EUR/100kg (\$78.31 USD/100kg), up 0.25 Euros from July 2025. The processor stated they anticipate reference companies will slightly increase prices in September. The guaranteed organic price applies to 100kg of milk with standard contents protein (3.58%), fat (4.45%), and lactose (4.53%). The amounts apply to an average supply of 550,000 kg of milk annually.

A cooperative announced their September organic milk pay price in the UK is unchanged from the previous month, 57.86 pence (\$0.78 USD) per liter. The announcement stated markets for organic dairy products are firm.

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 conventional cull cows.

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The average price for the top 10 organic cows auctioned was \$145.70 per hundredweight, compared to an average price of \$166.69 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1,520.0 pounds compared to 1,319.0 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$118.54 per hundredweight with an average weight of 1,098.70 pounds, while the overall price for conventional cows auctioned was \$129.78 per hundredweight with an average weight of 1,193.99 pounds.

NATIONAL ORGANIC GRAIN AND FEEDSTUFFS

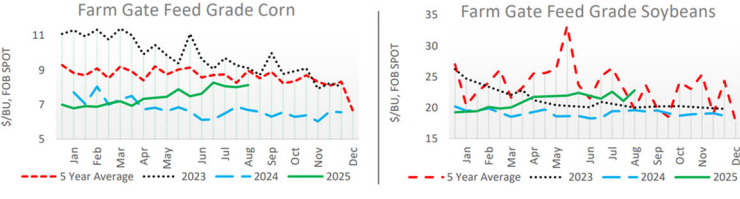
The following was reported by USDA AMS Livestock, Poultry, and Grain Market News in the National Organic Grain and Feedstuffs Report. Compared to the last period, organic feed corn trade activity was moderate with good demand. The bulk of the trade activity was for forward contracts. Organic feed soybeans trade activity was light amid moderate to good demand. Forward contracts went out as far as Q3 2028. Organic feed corn sold 34 cents higher delivered elevator, and organic feed soybeans sold \$1.06 higher. Organic feed wheat sold 46 cents higher delivered elevator. There were no trends established for all other organic grains and feedstuffs. The next report will be published on Wednesday, September 17, 2025.

Grower FOB Farm Gate Organic Grain				
Forward Contracts			Cash Bids	
Feed Grade	Price Range	Delivery Period	Feed Grade	Price Range
Yellow Corn	6.50 - 7.50	Oct-25 - Mar-26	Yellow Corn	N/A - N/A
Soybeans	21.00 - 23.00	Oct-25 - Dec-25	Soybeans	N/A - N/A

Grower Delivered Elevator/Warehouse Organic Grain				
Spot Transactions				
Feed Grade	Price Range	Avg.	Change	Prior Year
Yellow Corn	7.25 - 10.00	8.97	0.34	6.20
Soybeans	22.50 - 23.25	23.02	1.06	19.47
Wheat	6.75 - 9.00	7.87	0.46	N/A

Forward Contracts			Cash Bids	
Feed Grade	Price Range	Delivery Period	Feed Grade	Price Range
Yellow Corn	7.25 - 11.00	Aug-25 - Sep 28	Yellow Corn	6.75 - 9.50
Soybeans	21.20 - 25.50	Oct-25 - Sep-28	Soybeans	21.00 - 23.00
Wheat	N/A - N/A	N/A - N/A	Wheat	6.50 - 8.75

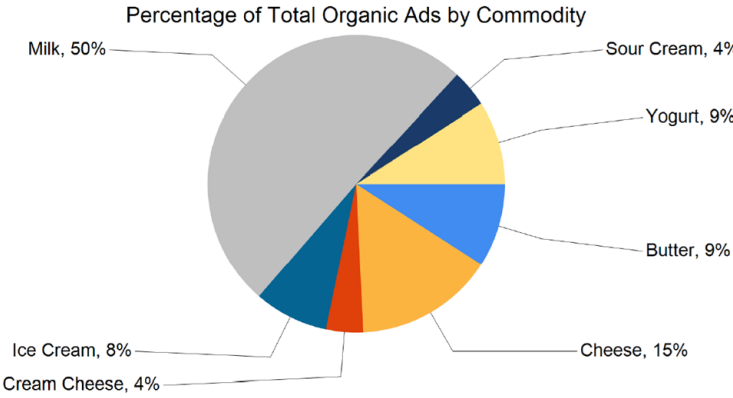
*All prices in \$/bu



ORGANIC DAIRY RETAIL OVERVIEW

In the first retail ad survey of National Organic Month, total organic dairy ads increased 50 percent. Most organic dairy products present in last week's survey appeared in more ads this week, with only yogurt and cottage cheese ads declining. Cottage cheese was not present in any ads surveyed this week. Meanwhile, organic sour cream appeared in surveyed ads this week but was not advertised in week 35.

Ads for milk, the most advertised organic commodity, are up 16 percent. The most advertised organic milk product is half gallons, which appeared in 17 percent more ads this week. The weighted-average advertised price (average price) for this product increased 20 cents to \$5.04. Conventional half gallon milk has an average price of \$2.45, creating an organic premium of \$2.59.



Organic cheese ads increased 247 percent, causing it to overtake yogurt as the second most advertised organic commodity. Total ads for 6-8-ounce sliced cheese, the most advertised organic cheese product, increased 93 percent. The average price for this product is \$4.57, down 71 cents. This product's conventional counterpart has an average price of \$2.82, resulting in an organic premium of \$1.75 for 6-8-ounce sliced cheese in week 36.

Total ads for organic yogurt are down 16 percent from week 35. Organic 4-6-ounce regular yogurt is present in surveyed ads but was absent last week. Regular 32-ounce yogurt remained the most advertised organic yogurt product, despite appearing in 35 percent fewer ads. Organic 32-ounce regular yogurt's average price is up 40 cents to \$4.86. The average price for conventional 32-ounce regular yogurt is \$3.14, making this week's organic premium \$1.72.

Despite a 181 percent increase in ads, butter remained the fourth most advertised organic commodity. The only organic butter product present in this and last week's survey is sold as 8-ounce packages. The average price for organic 8-ounce butter is \$5.80, down \$1.43. Conventional 8-ounce packages of butter have an average price of \$2.97, meaning the organic premium for this product is \$2.83.

NATIONAL RETAIL ORGANIC DAIRY WEIGHTED AVERAGE ADVERTISED PRICES			
COMMODITY	This Week	Last Week	Last Year
Butter - 8 oz.	\$5.80	\$7.23	n.a.
Cheese - 6-8 oz. Block	\$6.00	n.a.	\$5.51
Cheese - 6-8 oz. Shred	\$4.95	\$4.99	\$5.39
Cheese - 6-8 oz. Sliced	\$4.57	\$5.28	n.a.
Cottage Cheese - 16 oz.	n.a.	\$5.19	\$4.16
Cream Cheese - 8 oz.	\$3.99	\$4.00	\$4.43
Flavored Milk - Half Gallon	n.a.	n.a.	\$5.22
Ice Cream - 14-16 oz.	\$5.99	\$6.23	\$5.99
Ice Cream - 48-64 oz.	\$8.26	n.a.	\$8.65
Milk - Half Gal	\$5.04	\$4.84	\$4.51
Milk - Gallon	\$8.43	\$8.62	\$6.28
Sour Cream - 16 oz.	\$3.72	n.a.	\$4.20
Yogurt - 4-6 oz. Yogurt	\$1.94	n.a.	n.a.
Yogurt - 32 oz. Greek	n.a.	\$5.57	n.a.
Yogurt - 32 oz. Yogurt	\$4.86	\$4.46	\$4.27