

ORGANIC DAIRY MARKET NEWS

Information gathered October 6 - 17, 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:

MOA's Busby Farm Field Day, Jefferson City, MO - Oct 18
 OGS's Building Healthy Soils, Virtual - Oct 20
 MSU Ext.'s Farm Certification Goals, Virtual - Oct 21
 Rodale's StarHarvest Tours, Yreka, CA - Oct 22
 Rodale's Field-to-Fork Dinner, Fort Jones, CA - Oct 22
 NOFA-NY's East End Food CRAFT Tour, Brentwood, NY - Oct 22
 Rodale's StarWalker Farms Field Day, Fort Jones, CA - Oct 23
 FOG's Ecological Weed Management, Virtual - Oct 23
 MSU Ext.'s Nutrient Management for Organic Farms:
 Part 1, Virtual - Oct 23
 Part 2, Virtual - Oct 30
 OGS's Farm Tour at Red Scout Farm, Hurdle Mills, NC - Oct 26
 MSU Ext.'s Organic Market Premium, Virtual - Oct 28
 NOFA-NY's East End Food CRAFT Tour, Riverhead, NY - Oct 29
 NW TOPP's Insect Management for Organic Farms, Virtual - Oct 30
 Rodale's Soil Health Field Day, Atlanta, GA - Oct 31

In the USDA AMS National Organic Program (NOP)'s Organic Insider sent out on October 1st, an update was released regarding the impact of the lapse in appropriations on the Fall 2025 National Organic Standards Board (NOSB) meeting, currently scheduled for November 4-6 in Omaha, NE. Employees for NOP remain furloughed. If they return from furlough before 9:00 AM Eastern on October 22, the NOSB meeting will take place virtually. If employees return after October 22, the meeting will be cancelled.

To read more regarding the Fall 2025 NOSB meeting from the Organic Insider, view archives, or register to receive updates by email visit:

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

ORGANIC DAIRY FLUID OVERVIEW

The Agricultural Marketing Service (AMS) reported August 2025 estimated fluid product sales. The U.S. sale of total organic milk products was 236 million pounds, down 9.4 percent from the previous year. From the start of the year through August, the U.S. sale of total products was 1,987 million pounds, down 1.4 percent compared to the same period last year.

Estimated Total U.S. Sales Of Organic Fluid Milk Products

August 2025, with comparison

Product Name	Sales ¹ Aug	Sales ¹ Y-T-D	% Change Prev Yr.	% Change Y-T-D
Whole Milk	129	1,087	- 6.2	3.4
Flavored Whole Milk	1	5	- 8.2	- 17.0
Reduced Fat Milk (2%)	75	637	- 11.1	- 1.0
Low Fat Milk (1%)	17	136	- 15.5	- 19.0
Fat-Free Milk (Skim)	9	80	- 18.0	- 10.4
Flavored Fat-Reduced Milk	5	39	- 19.1	- 26.2
Other Fluid Milk Products	0	2	- 19.5	- 13.5
Total Fat-Reduced Milk	107	892	- 12.9	- 6.5
Total Organic Milk Products	236	1,987	- 9.4	- 1.4

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 traded lower than the top 10 conventional cull cows. However, the overall average for organic cull cows was higher than for conventional cull cows. The average price for the top 10 organic cows auctioned was \$154.63 per hundredweight, compared to an average price of \$175.63 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1,468.3 pounds compared to 1,330.5 pounds for the top 10 organic cows.

The overall price for organic cows auctioned was \$149.41 per hundredweight with an average weight of 1,247.2 pounds, while the overall price for conventional cows auctioned was \$130.03 per hundredweight with an average weight of 1,263.0 pounds.

NATIONAL ORGANIC GRAIN AND FEEDSTUFFS

The following was reported by USDA AMS Livestock, Poultry, and Grain Market News (LPGMN) in the National Organic Grain and Feedstuffs Report. Compared to the last period, trading is good with moderate demand for organic feed corn. Buyers are reporting that moisture is 14-15 percent and test weights are normal to slightly light. Organic feed soybean trading and demand is good. Prices are still firm across the country, even with new production coming off the fields. Yields are good and farmers are getting close to finishing harvest. Organic soybean meal and oil trades were mostly steady this period. Organic feed soft red winter wheat trade activity is moderate with good demand. The next report will be published on Wednesday, October 29, 2025.

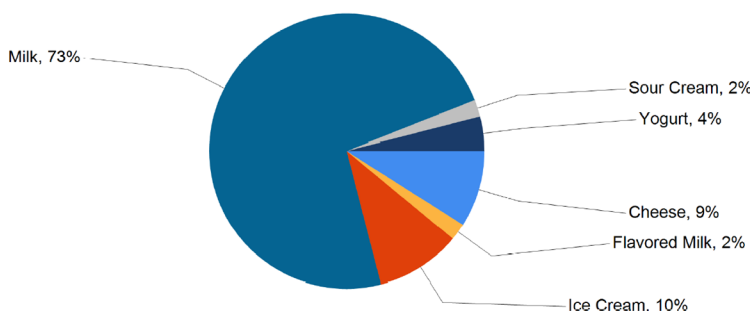
The full report National Organic Grain and Feedstuff report is available at the following link:

https://www.ams.usda.gov/mnreports/ams_3802.pdf

ORGANIC DAIRY RETAIL OVERVIEW

Organic dairy ads are down 23 percent in the week 42 retail survey. Ads declined for most organic commodities. Organic flavored milk appeared in ads, after taking last week off. Sour cream was the only other organic commodity that appeared in more ads this week, compared to the prior survey. The majority of organic dairy ads this week were for milk, which remains the most advertised organic commodity in week 42.

Percentage of Total Organic Ads by Commodity



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Organic milk ads are down 8 percent and organic gallon milk did not appear in any survey ads after appearing in the previous survey. Half gallons were the only package size of organic milk present in ads this week. Total ads for this product increased 24 percent, and the weighted average advertised price (average price) decreased 44 cents to \$4.41. Conventional half gallon milk has an average price of \$1.57, leaving an organic premium of \$2.84.

Ice cream is the second most advertised organic commodity despite a 23 percent decline in total ads. There are no ads for organic 14-16-ounce ice cream this week, but 48-64-ounce ads doubled from the previous survey. The average price for organic 48-64-ounce ice cream is \$8.83, up 26 cents. This product's conventional counterpart has an average price of \$3.78, resulting in an organic premium of \$5.05.

Organic cheese ads are down 50 percent, but 6-8-ounce organic sliced cheese appeared in ads this week after taking last week off. Organic 6-8-ounce sliced cheese is the most advertised organic cheese. The two organic cheese products in ads last week, 6-8-ounce block and 6-8-ounce shred style, both appeared in fewer ads this week. Organic 6-8-ounce sliced cheese has an average price of \$3.89, while the average price for this product's conventional counterpart is \$2.76. The week 42 organic premium is \$1.13.

Ads for organic yogurt are down 75 percent and 32-ounce organic Greek yogurt did not appear in surveyed ads this week. Total ads for organic 4-6-ounce regular yogurt are unchanged from last week, but the average price for this product increased 44 cents to \$1.69. Packages of 32-ounce organic regular yogurt are the most advertised organic yogurt product, despite appearing in 64 percent fewer ads. The average price of organic 32-ounce regular yogurt is \$4.43, up 12 cents, while this product's conventional counterpart has an average price of \$2.84. Regular yogurt in 32-ounce packaging has an organic premium of \$1.59 this week.

NATIONAL RETAIL ORGANIC DAIRY
WEIGHTED AVERAGE ADVERTISED PRICES

COMMODITY	This Week	Last Week	Last Year
Butter - 8 oz.	n.a.	\$4.81	5.29
Butter - 1 lb.	n.a.	n.a.	\$7.64
Cheese - 6-8 oz. Block	\$8.12	\$7.16	\$7.16
Cheese - 6-8 oz. Shred	\$3.00	\$4.76	\$4.22
Cheese - 6-8 oz. Sliced	\$3.89	n.a.	\$4.03
Cottage Cheese - 16 oz.	n.a.	n.a.	\$4.63
Flavored Milk - Half Gallon	\$7.19	n.a.	n.a.
Ice Cream - 14-16 oz.	n.a.	\$6.31	\$6.55
Ice Cream - 48-64 oz.	\$8.83	\$8.57	\$8.99
Milk - Half Gal	\$4.41	\$4.85	\$4.53
Milk - Gallon	n.a.	\$8.09	n.a.
Sour Cream - 16 oz.	\$3.99	\$3.53	\$3.64
Yogurt - 4-6 oz. Yogurt	\$1.69	\$1.25	\$1.35
Yogurt - 32 oz. Greek	n.a.	\$6.55	\$6.23
Yogurt - 32 oz. Yogurt	\$4.43	\$4.31	\$3.99