

**ORGANIC DAIRY MARKET NEWS**

Information gathered March 9 – 20, 2026.

**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:

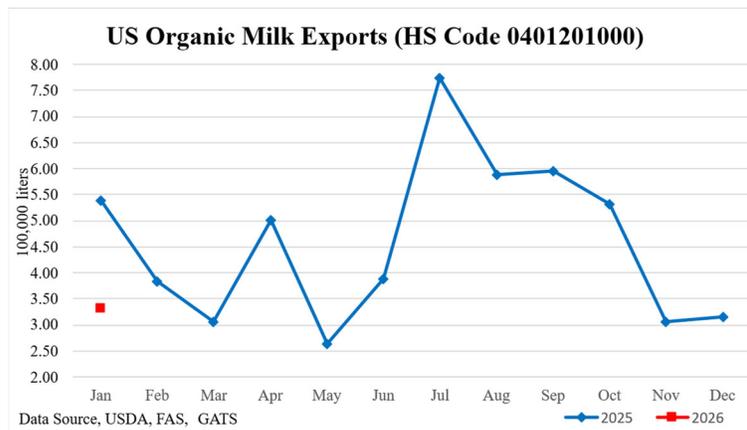
<https://www.organictransition.org/events/>

A selection of upcoming events is included below:

- MISA's New Farmer U, Lanesboro, MN - Mar 21-22
- NCAT's Practical Biofertilizers, Virtual - Mar 25
- NW TOPP's Organic Recordkeeping, Virtual - Mar 25
- NOFA Mass's Getting Certification Ready, Virtual - Mar 25
- ASU's Soil Health Field Day, Pearce, AZ - Mar 26
- MI TOPP's Succession Planning for Organic Farms, Virtual - Mar 26
- Rodale's Organic Growers Seminar, Columbus, GA - Mar 27
- ISU's Water Access Forum, Waterloo, IA - Mar 27
- OClA's Transition to Organic Farming, Bismark, ND - Mar 28
- Georgia TOPP's Ask an Organic Farmer, Virtual - Mar 30
- FARRMS' Cultivating Resilience, Recordkeeping, Virtual - Mar 31
- NOFA NY's Tax Return Rescue, Riverhead NY - Apr 1
- MI TOPP's Organic System Plans, Virtual - Apr 2

**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 January 2026 indicated organic milk exports were 332,391 liters, up 5.6 percent from the month prior, but down 38.4 percent from January 2025.



The Agricultural Marketing Service (AMS) reported January 2026 estimated fluid product sales. The U.S. sale of total organic milk products was 261 million pounds, down 5.4 percent from the previous year. Organic whole milk sales, 146 million pounds, decreased 2.4 percent compared to a year earlier. Reduced fat milk (2%) sales were 85 million pounds, down 3.1 percent from the previous year. Fat free milk (skim) sales, 9 million pounds, down 15.7 percent from last year.

**Estimated Total U.S. Sales Of Organic Fluid Milk Products  
January 2026, with comparison**

Product Name	Sales <sup>1</sup> Jan	% Change Prev Yr.
Whole Milk	146	- 2.4
Flavored Whole Milk	1	16.1
Reduced Fat Milk (2%)	85	- 3.1
Low Fat Milk (1%)	15	- 24.9
Fat-Free Milk (Skim)	9	- 15.7
Flavored Fat-Reduced Milk	5	- 28.2
Other Fluid Milk Products	0	- 65.4
Total Fat-Reduced Milk	114	- 9.0
Total Organic Milk Products	261	- 5.4

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, but the overall price for organic cull cows was higher than conventional cull cows. The average price for the top 10 organic cows auctioned was \$174.45 per hundredweight, compared to an average price of \$166.48 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1,161.5 pounds compared to 1,082.5 pounds for the top 10 organic cows.

The overall price for organic cows auctioned was \$154.73 per hundredweight with an average weight of 992.6 pounds, while the overall price for conventional cows auctioned was \$136.42 per hundredweight with an average weight of 1,213.9 pounds.

**NATIONAL ORGANIC GRAIN AND FEEDSTUFFS**

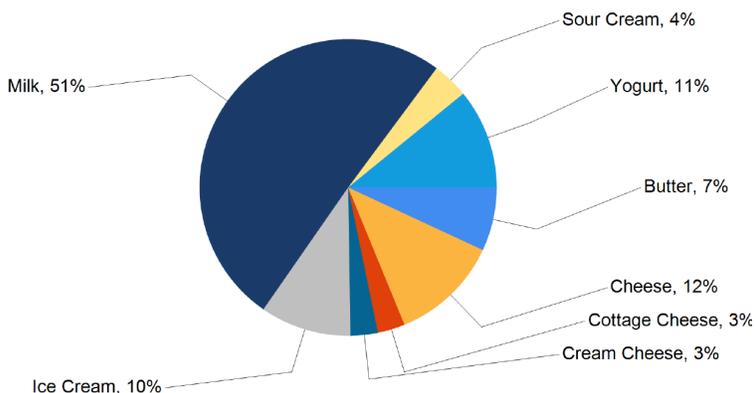
The following was reported by USDA AMS Livestock, Poultry, and Grain Market News (LPGMN) in the National Organic Grain and Feedstuffs Report. Country Elevator: Spot market feed corn is down 8 cents delivered. New crop forward contracts delivering Q4 2026-Q1 2027 are \$1.06 per bushel lower than the current spot market price. Spot market feed soybean prices are 37 cents higher delivered. Buyers continue to contract new crop organic food grade yellow, blue, and white corn. Feed Mill: Spot market feed corn is up 8 cents delivered. New crop forward contracts delivering Q4 2026-Q1-2027 prices are 43 cents below the current spot market. Crush Facility: Organic soybean oil is up 4 cents per pound FOB the crush facility. Spot market soybeans are up 14 cents delivered with new crop soybean forward contracts delivering Q4 2026 priced \$1.01 lower than the current spot market. The next report will be published on Wednesday, April 1, 2026.

**ORGANIC DAIRY RETAIL OVERVIEW**

Organic dairy ads are up 26 percent and every organic dairy commodity present in the week 11 survey appeared in more ads this week. Milk remains the most advertised organic commodity and appears in the majority of organic ads. Cheese overtook yogurt as the second most advertised organic commodity this week. Organic sour cream ads are up 204 percent, the largest percentage growth in the organic aisle.

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Percentage of Total Organic Ads by Commodity



Total ads for organic milk increased 14 percent this week. Ads for gallon sized containers of organic milk are up 127 percent. Despite this large percentage increase, half gallons remained the most advertised organic milk product. Organic half gallon milk ads increased 6 percent, and the weighted average advertised price (average price) is down 22 cents to \$4.54. The week 12 organic premium for half gallon milk is \$2.64

Organic cheese ads are up 19 percent, and ads for 6-8-ounce blocks, the most advertised organic cheese product, increased by 9 percent. This product's average price increased 12 cents to \$6.42. Conventional 6-8-ounce block cheese has an average price of \$2.74, leaving an organic premium of \$3.68 for week 12.

Ads for organic yogurt grew 1 percent, and 32-ounce organic Greek yogurt reappeared in ads after not appearing in week 11. Regular yogurt in 32-ounce packages remained the most advertised organic yogurt product, despite appearing in 13 percent fewer ads this week. The average price for organic yogurt is \$5.37, up 25 cents. This product's conventional counterpart has an average price of \$3.07, making this week's organic premium \$2.30.

Ice cream, the fourth most advertised organic commodity appeared in 50 percent more ads. The most advertised organic ice cream product is 48-64-ounce containers, which appeared in 62 percent more ads this week. Organic 14-16-ounce ice cream ads increased 32 percent, and this product's average price increased 2 cents to \$6.41. Conventional 14-16-ounce ice creams has an average price of \$3.77, and this product's organic premium is \$2.64.

**NATIONAL RETAIL ORGANIC DAIRY  
WEIGHTED AVERAGE ADVERTISED PRICES**

COMMODITY	This Week	Last Week	Last Year
Butter - 8 oz.	\$6.03	\$4.99	n.a.
Butter - 1 lb.	\$7.77	\$7.63	\$6.30
Cheese - 6-8 oz. Block	\$6.42	\$6.30	\$4.02
Cheese - 6-8 oz. Shred	\$4.20	\$4.08	\$3.99
Cheese - 6-8 oz. Sliced	\$4.00	\$5.39	\$4.27
Cottage Cheese - 16 oz.	\$5.74	\$4.49	\$4.99
Cream Cheese - 8 oz.	\$5.04	\$4.76	\$4.49
Ice Cream - 14-16 oz.	\$6.41	\$6.39	\$5.99
Ice Cream - 48-64 oz.	\$8.69	\$8.42	\$8.43
Milk - Half Gal	\$4.54	\$4.76	\$5.49
Milk - Gallon	\$7.74	\$7.48	\$8.97
Sour Cream - 16 oz.	\$4.22	\$3.49	n.a.
Yogurt - 4-6 oz. Yogurt	\$1.22	\$1.22	\$2.03
Yogurt - 32 oz. Greek	\$8.35	n.a.	n.a.
Yogurt - 32 oz. Yogurt	\$5.37	\$5.12	\$4.71