

ORGANIC DAIRY MARKET NEWS

Information gathered March 23 – April 3, 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:

- VABF's From Soil Health to Shelf, Shepherdstown, WV - Apr 3-4
- Rodale's Organic Field Day & Mixer, Alma, AR - Apr 7
- MI TOPP's Reduced Tillage for Organic Farmers, Virtual - Apr 9
- MGA's Selling Your Retail Products, Virtual - Apr 10
- OCIA's Transition to Organic Farming, Brookings, SD - Apr 11
- WVFFC's Soil Mini Conference, Minnora, WV - Apr 12
- NOFA-NY's Soil Building Methods, Canton, NY - Apr 13
- GGN's Organic Co-Farming Field Day, Conyers, GA - Apr 16
- NOFA-MASS's Chemical Soil Health, Gardner, MA - Apr 17
- MGA's 2026 Organic Grain & Seed Summit:
 - Skowhegon, ME - Apr 17
 - Hinckley, ME - Apr 18

The Pennsylvania Monthly Organic Dairy Report, a report created as part of the Organic Dairy Initiative sponsored by the 2018 farm bill, covering January 2026 was released on April 3, 2026. This report showed the weighted average price for fluid milk increased by 3.42 percent from December. Both ends of the price range and the weighted average butterfat increased from the prior month, while total volume of milk produced, average daily production per cow, and weighted average butterfat decreased.

To view this report in its entirety visit:

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

| | Volume (lbs) | Avg | Daily Prod/Cow | Butterfat | Protein |
|---------------|--------------|---------|----------------|-----------|---------|
| November 2025 | 844,912 | \$42.16 | 28.22 | 4.71% | 3.37% |
| December 2025 | 679,477 | \$43.89 | 25.82 | 4.70% | 3.51% |
| January 2026 | 637,911 | \$45.39 | 24.23 | 4.72% | 3.42% |
| % Change | -6.12% | 3.42% | -6.16% | 0.43% | -2.56% |

The Vermont Monthly Organic Dairy Report, a report created as part of the Organic Dairy Initiative sponsored by the 2018 farm bill, covering January 2026 was released on April 3, 2026. This report showed the weighted average price for fluid milk increased 3.73 percent from December. Both ends of the price range, the average daily production per cow, and weighted average protein increased from the prior month, while the weighted average butterfat decreased.

To view this report in its entirety visit:

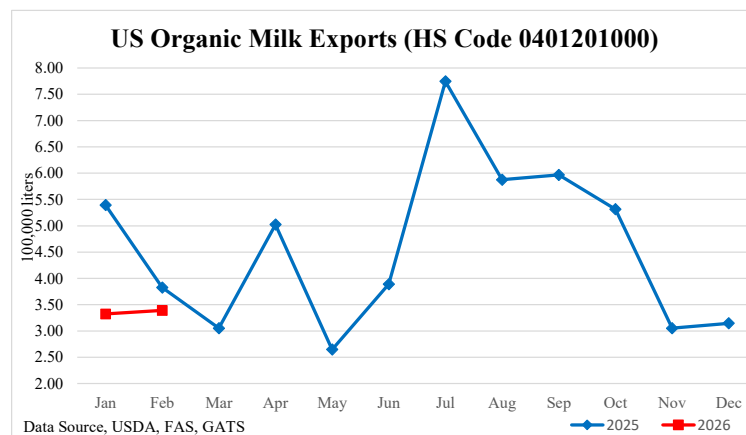
https://www.ams.usda.gov/mnreports/vt_da001.pdf

| | Volume (lbs) | Avg | Daily Prod/Cow | Butterfat | Protein |
|---------------|--------------|---------|----------------|-----------|---------|
| November 2025 | 321,896 | \$36.39 | 42.24 | 4.55% | 3.37% |
| December 2025 | 862,303 | \$39.70 | 49.94 | 4.31% | 3.23% |
| January 2026 | 854,371 | \$41.18 | 56.48 | 4.22% | 3.25% |
| % Change | -0.92% | 3.73% | 13.10% | -2.09% | 0.62% |

ORGANIC DAIRY FLUID OVERVIEW

Federal Milk Market Order 1, in the Northeast, reports utilization of types of organic milk by regulated plants. During February 2026, organic whole milk utilization totaled 21.25 million pounds, up from 16.36 million pounds the previous year. The butterfat content, 3.29 percent, is down from 3.30 a year ago. The utilization of organic reduced fat milk, 16.32 million pounds, increased from 13.10 million pounds a year ago. The butterfat content, 1.52 percent, is up from 1.45 percent last year.

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 February 2026 indicated organic milk exports were 339,006 liters, up 2.0 percent from the month prior, but down 11.4 percent from February 2025. Exports of organic milk from the start of the year through February, 671,397 liters, are down 27.2 percent, compared to the same period last year.



European organic milk average pay prices for January 2026 increased in France, but decreased in Austria, Germany, and Bavaria compared to December. The average pay price in January 2026 was up from a year ago in France, Germany, and Bavaria, but was down in Austria.

**Organic Milk Pay Prices in Europe
January 2026**

| Country | Euros/100KG | *(USD/100KG) | %Change Dec 2025 | %Change Jan 2025 |
|-------------|-------------|--------------|------------------|------------------|
| Austria (1) | 57.17 | \$66.58 | - 6.63 | - 3.48 |
| Austria (2) | 63.16 | \$73.56 | - 5.62 | - 2.43 |
| Germany | 65.82 | \$76.65 | - 1.01 | + 5.65 |
| Bavaria | 66.24 | \$77.14 | - 0.84 | + 5.97 |
| France | 52.26 | \$60.86 | + 0.67 | + 4.46 |

*Results are based on the exchange rate for January 15, 2026, of 1 Euro/1.16459 USD.

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

A large Dutch organic milk processor announced that the guaranteed price for organic farm milk in April 2026 is 61.75 EUR/100kg (\$71.19 USD), down 1.75 Euros from March 2026. The processor stated they anticipate reference companies will lower payments due to recent shifts in organic dairy demand. The guaranteed organic price applies to 100kg of milk with standard component levels: 3.58 percent protein, 4.45 percent fat, and 4.53 percent lactose. The amounts apply to an average supply of 550,000 kg of milk annually.

CONTINUED FROM PAGE 8

A cooperative announced their April organic milk pay price in the UK, 56.31 pence per liter (ppl), \$0.74 USD. The announcement stated prices were lowered by 1.76ppl, but an adjustment to the quarterly currency exchange rate increased prices by 0.09ppl, leading to a net decrease of 1.67ppl. They further noted that organic demand is strong in the UK, but supply is currently outpacing demand.

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 \$170.50 per hundredweight, compared to an average price of \$173.36 per hundredweight for the top 10 conventional cows auctioned. The average weight for the top 10 conventional cows was 1,464.5 pounds compared to 1,126.5 pounds for the top 10 organic cows. The overall price for organic cows auctioned was \$152.21 per hundredweight with an average weight of 1,006.3 pounds, while the overall price for conventional cows auctioned was \$143.46 per hundredweight with an average weight of 1,312.2 pounds.

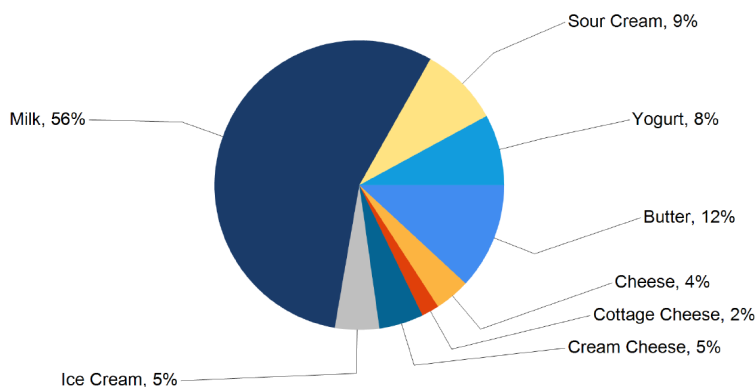
NATIONAL ORGANIC GRAIN AND FEEDSTUFFS

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 sold 3 cents higher, and feed soybeans sold 1.75 lower on a light test. Feed Mill: Spot market feed corn sold 6 cents lower. Crush Facility: Spot market feed soybeans sold 36 cents higher. Trade activity and demand is moderate to good for organic feed corn this period. Farmers are still pushing for higher prices, but buyers are starting to pull back. Organic feed soybean trade activity and demand is moderate. Trade activity and demand for organic feed wheat is moderate.

ORGANIC DAIRY RETAIL OVERVIEW

Total organic dairy ads are up 60 percent this week, and most organic commodities present in last week's survey appeared in more ads this week. Cheese is the only organic commodity that appeared in fewer ads this week and ads are down 22 percent. Ads for organic cottage cheese increased by a larger percentage than any other organic commodity. In order, the four most advertised organic commodities this week are milk, butter, sour cream, and yogurt.

Percentage of Total Organic Ads by Commodity



Organic milk ads increased 95 percent from last week. Total ads for organic gallon milk are up 14 percent, while ads for half gallons, the most advertised organic milk product, are up 100 percent. The weighted average advertised price (average price) for organic half gallon milk is down 72 cents to \$4.46, and this product's conventional counterpart has an average price of \$1.88. The week 14 organic premium for half gallon milk is \$2.58.

The only organic butter product present in surveyed ads during week 14 and 13 was 8 ounce packages, and total ads increased 39 percent this week. Packages of 8 ounce organic butter have an average price of \$4.94, down 3 cents from the prior survey. Conventional 8 ounce butter's average price is \$2.13. The organic premium for this product is \$2.81.

Ads for organic sour cream increased 23 percent this week. The only organic sour cream product present in the two most recent surveys is 16 ounce containers. The average price for 16 ounce organic sour cream decreased 10 cents to \$3.75 this week, while conventional 16 ounce sour cream has an average price of \$2.24. In week 14, the organic premium for 16 ounce sour cream is \$1.51.

Total ads for organic yogurt increased 35 percent this week. Regular organic yogurt in 4-6-ounce containers appeared in ads last week but was absent this week. The only organic yogurt product present in ads this week is 32-ounce regular yogurt. Ads for this product increased 54 percent, and the average price is down 20 cents to \$5.33. Conventional 32-ounce regular yogurt has an average price of \$3.18, leaving an organic premium of \$2.15.

NATIONAL RETAIL ORGANIC DAIRY WEIGHTED AVERAGE ADVERTISED PRICES

| COMMODITY | This Week | Last Week | Last Year |
|-----------------------------|-----------|-----------|-----------|
| Butter - 8 oz. | \$4.94 | \$4.97 | n.a. |
| Cheese - 6-8 oz. Block | \$6.03 | \$5.49 | n.a. |
| Cheese - 6-8 oz. Shred | \$5.08 | \$5.25 | n.a. |
| Cheese - 6-8 oz. Sliced | n.a. | \$4.00 | n.a. |
| Cottage Cheese - 16 oz. | \$4.49 | \$4.14 | \$4.60 |
| Cream Cheese - 8 oz. | \$4.53 | \$4.05 | n.a. |
| Flavored Milk - Half Gallon | n.a. | n.a. | \$4.99 |
| Ice Cream - 14-16 oz. | \$6.49 | \$5.99 | \$9.99 |
| Ice Cream - 48-64 oz. | \$9.63 | \$11.99 | \$8.99 |
| Milk - Half Gal | \$4.46 | \$5.18 | \$5.31 |
| Milk - Gallon | \$8.10 | \$7.45 | n.a. |
| Sour Cream - 16 oz. | \$3.75 | \$3.85 | \$3.32 |
| Yogurt - 4-6 oz. Yogurt | n.a. | \$1.19 | \$1.82 |
| Yogurt - 32 oz. Yogurt | \$5.33 | \$5.53 | n.a. |