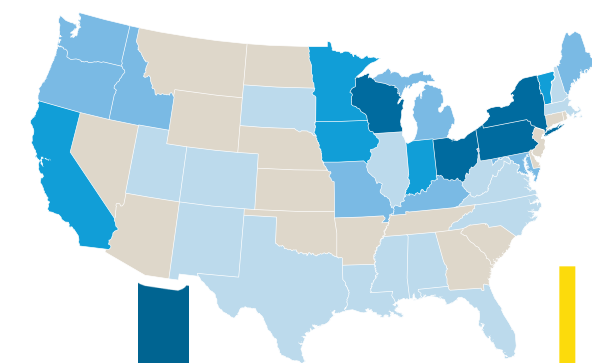


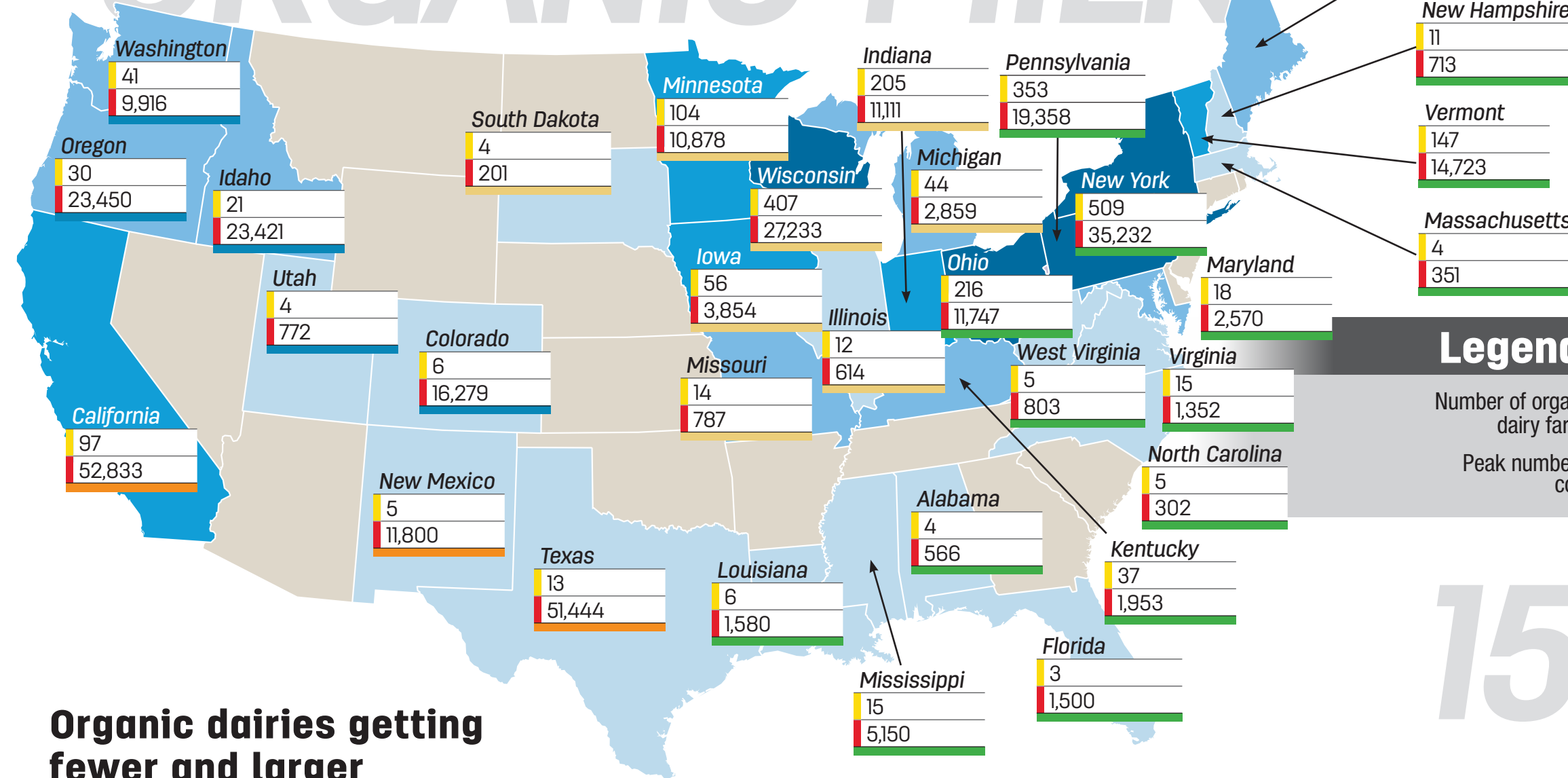
ORGANIC MILK



Source: USDA National Ag Statistics Service

*Data from 2021.

Note: USDA withholds data from some states to prevent disclosure from single operations or businesses.



Legend	
Number of organic dairy farms	9
Peak number of cows	42,692

15% Organic milk sales totaled 5.2 billion pounds and represented about 15% of all "organic" sales in 2021.

Organic dairies getting fewer and larger

Progressive Dairy Editor **Dave Natzke**

Like their counterparts supplying the "conventional" milk market, the number of certified organic dairies are declining but increasing in size, according to the USDA's latest Certified Organic Survey. Based on the 2021 survey, released Dec. 15, 2022, total certified organic dairy herds and cow numbers declined but milk volume and value increased from a similar survey in 2019.

Milk remains a strong component of the overall organic market, representing about 15% of all organic sales (based on value) in 2021.

Organic milk sold during the year was just under 5.2 billion pounds, up about 74 million pounds (1.4%) from 2019. The value of organic milk sold was up nearly \$47.5 million (3%) from 2019, to \$1.632 billion.

Separately, USDA Agricultural Marketing Service data shows 2021 organic fluid milk product sales represented about 6.5% of total packaged fluid product sales in 2021.

The number of farms with certified organic cows was estimated at 2,528 in 2021, down 572 since 2019. Approximately 50 of those herds did not market milk in commercial channels in 2021 but may have marketed organic cows.

Of all organic dairy herds, about 2,478 marketed milk in 2021, down 622 (20%) compared to the previous survey. On a percentage basis, that

outpaced the decline of conventional dairy herds during the same year. Based on USDA statistics, the overall number of all dairy herds commercially licensed to sell milk fell from 34,207 in 2019 to 29,858 in 2021, a decline of about 13%.

With fewer herds than in 2019, cow numbers managed organically declined by 11,115 head from 2019. Peak U.S. organic cow numbers during 2021 were estimated at 352,289 head, ending the year slightly lower at 334,289 head.

Individual states

Three states – New York, Wisconsin and Pennsylvania – were home to nearly one-half the total number of organic herds selling milk in 2021. New York led all states, at 509, followed by Wisconsin, 407, and Pennsylvania, 353, for a three-state total of 1,269.

While ranking eighth in the number of organic herds selling milk, California retained the crown for having the most cows producing certified organic milk. Leading states based on annual peak cow numbers were California (52,832), Texas (51,444), New York (35,232) and Wisconsin (27,233).

Texas, however, took over the top spot for milk marketing volume (1 billion pounds) and value (\$320.5 million) in 2021.

Organic dairy numbers are not revealed in all states. No information is provided for Alaska, Arkansas, Delaware, Hawaii, Kansas, Nebraska, New Jersey, North Dakota, Rhode Island, South Carolina and Wyoming. Additionally, information is withheld in multiple states to avoid disclosing data for individual farms.

Changes since 2019

Compared to the previous survey in 2019, Texas was the growth leader in organic herds (+4), peak cows (+8,752), milk volume (+193.4 million pounds) and sales value (+\$59.2 million) in 2021. Herd growth increased in only two other states between 2019-21, state, up one each in Alabama and Montana.

The number of organic herds declined in 28 states reporting data, led by Wisconsin (-118), New York (-98), California (-53) and Iowa and Michigan (each -49). Those numbers do not reflect Northeast organic dairies receiving marketing contract termination notices in late 2021.

Looking at cow numbers compared to 2019, in addition to Texas, New Mexico added 4,095 cows, Oregon numbers were up 2,989, and Idaho was up 2,497. Leading decliners were Wisconsin (-8,963) and California (-6,595).

The increase in cow numbers also made Texas and New Mexico the leaders in terms of milk volume and sales value growth compared to 2019.

Cows per herd, milk per cow

The USDA survey report reveals a wide variation in the size of organic dairy herds, from a high of 3,430 cows in Texas and 2,713 in Colorado to less than 100 cows in 17 states for which data is provided. The U.S. average was 139 cows per herd, up about 22 cows from 2019.

Based on total cows and milk production, there's also a wide range in average annual milk production per cow, from over 19,700 pounds in New Mexico and Texas to under 5,000 pounds in Alabama. The U.S. average for milk sold per cow was 14,751 pounds in 2021, up about 655 pounds from 2019.

The 2019 USDA survey was the sixth organic production and practices survey (previous surveys were in 2008, 2011, 2014, 2016 and 2019) on a national level. Producers must meet the standards set out by the USDA Agricultural Marketing Service's National Organic Program and be certified compliant by an approved agent of the program.

Additional survey results as well as the results of previous NASS organic surveys are available at www.nass.usda.gov/organics.

Top states, organic milk sales volume, milk per cow and average cows per herd

State	Milk sales volume (lbs)	Average cows per herd at peak	Milk sold per cow (lbs)
Texas	1,015,247,902	3,430	19,735
California	827,210,681	534	15,657
New York	409,049,654	68	11,610
Idaho	367,752,536	1,115	15,702
Wisconsin	359,800,417	66	13,212
Oregon	354,694,052	782	15,126
New Mexico	235,181,024	2,360	19,931
Pennsylvania	230,213,692	54	11,892
Vermont	187,490,768	94	12,735
Washington	146,158,917	220	14,740
Minnesota	139,728,831	105	12,845
Ohio	131,625,487	54	11,205
Indiana	130,656,993	54	11,759
Mississippi	49,387,761	343	9,590
Maine	45,555,037	63	11,966
Iowa	42,734,760	66	11,088
Maryland	37,697,598	129	14,668
Michigan	32,150,638	65	11,245
Kentucky	17,748,382	53	9,088
Louisiana	17,687,600	263	11,195
United States	5,196,491,771	139	14,751

Source: USDA National Agricultural Statistics Service 2021 Summary, Certified Organic Survey, Dec. 15, 2022 (D) Information withheld in multiple states to avoid disclosing data for individual farms. No information is provided for Alaska, Arkansas, Delaware, Hawaii, Kansas, Nebraska, New Jersey, North Dakota, Rhode Island, South Carolina and Wyoming.

	Number of farms	Number of cows
251 - 509		
New York	509	35,232
Wisconsin	407	27,233
Pennsylvania	353	19,358
100 - 250		
Ohio	216	11,747
Indiana	205	11,111
Vermont	147	14,723
Minnesota	104	10,878
21 - 99		
California	97	52,832
Maine	58	3,807
Iowa	56	3,854
Michigan	44	2,859
Washington	41	9,916
Kentucky	37	1,953
Oregon	30	23,450
Idaho	21	23,421
1 - 20		
Maryland	18	2,570
Mississippi	15	5,150
Virginia	15	1,352
Missouri	14	787
Texas	13	51,444
Illinois	12	614
New Hampshire	11	713
Colorado	6	16,279
Louisiana	6	1,580
New Mexico	5	11,800
North Carolina	5	302
West Virginia	5	803
Alabama	4	566
Massachusetts	4	351
South Dakota	4	201
Utah	4	772
Florida	3	1,500
United States	2,478	352,289