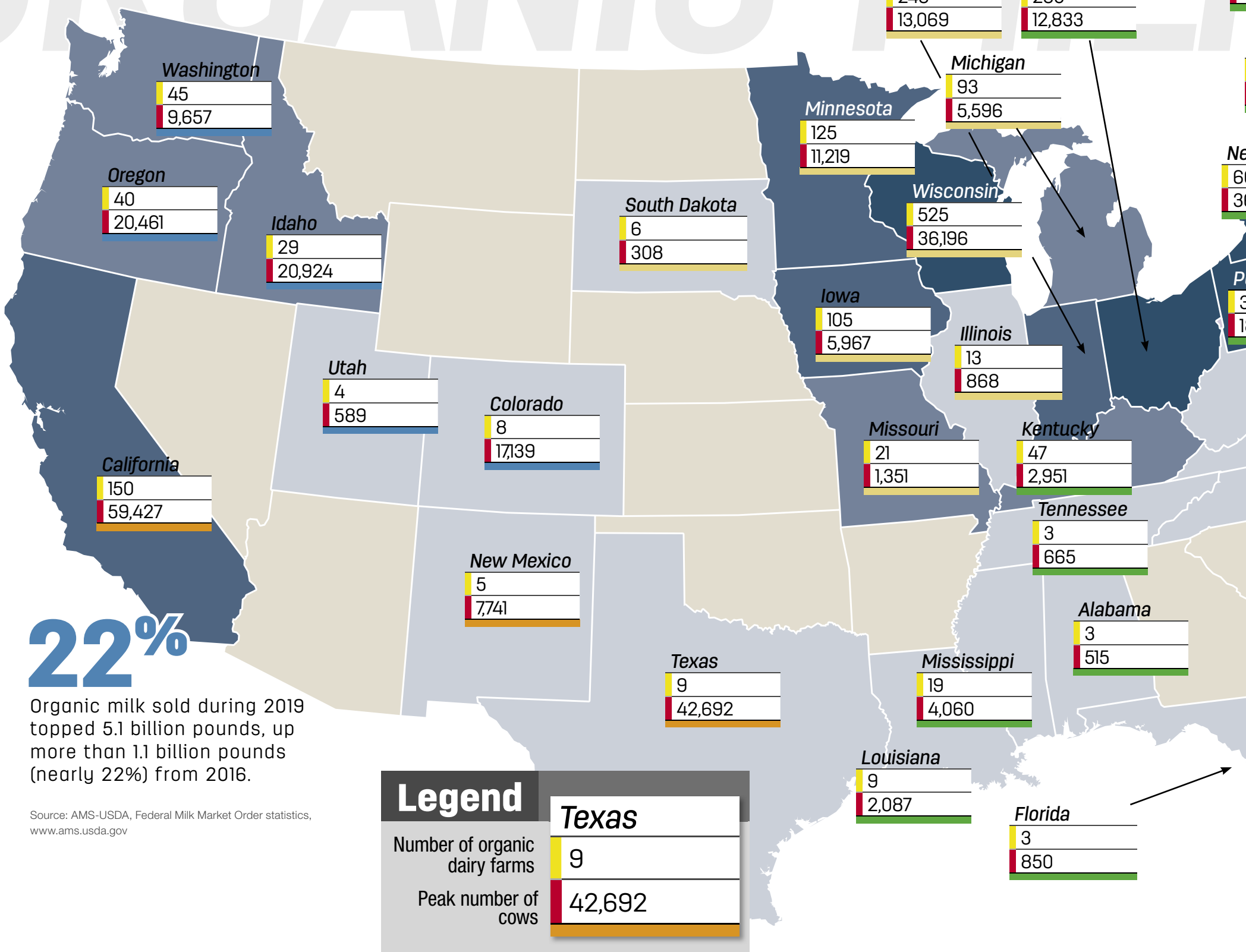


InFOCUS

# ORGANIC MILK



**22%**  
Organic milk sold during 2019 topped 5.1 billion pounds, up more than 1.1 billion pounds (nearly 22%) from 2016.

Source: AMS-USDA, Federal Milk Market Order statistics, www.ams.usda.gov

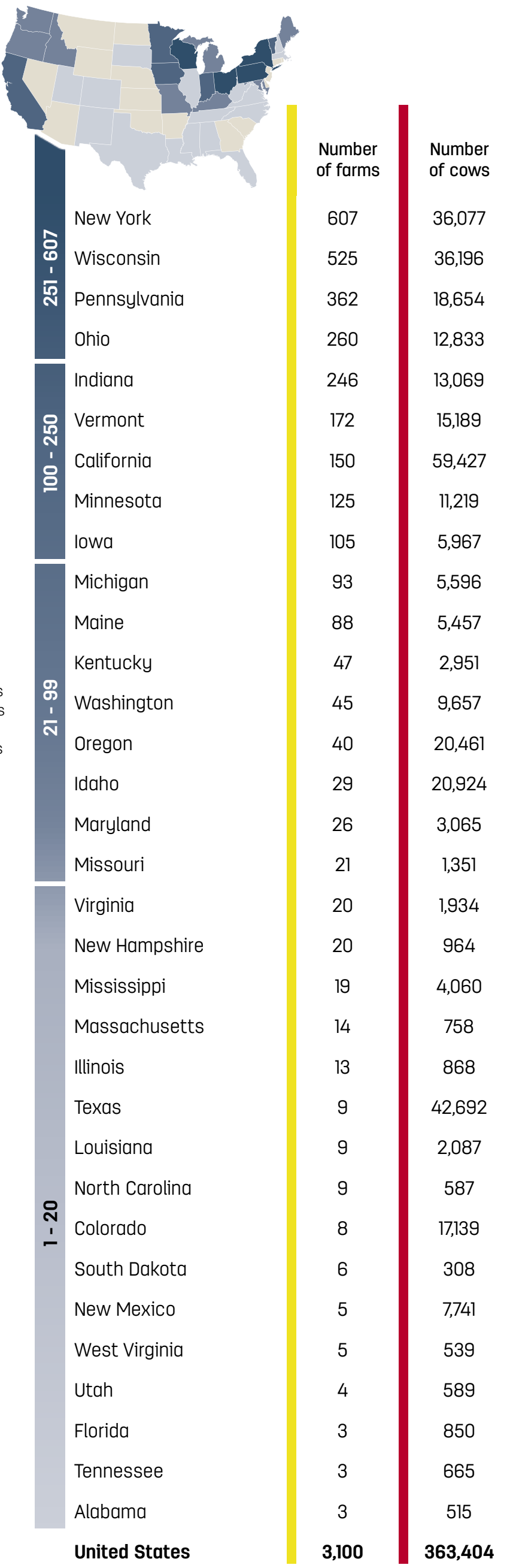
**Legend**

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

Top 20 states: total organic milk sold

State	Sales volume (lbs)	Milk sold per cow	Average cows per herd
California	889,290,462	14,964	396
Texas	821,868,224	19,251	4,744
Wisconsin	440,963,146	12,183	69
New York	386,732,234	10,720	59
Idaho	364,524,076	17,421	722
Oregon	321,420,989	15,709	512
Colorado	276,652,358	16,142	2,142
Pennsylvania	215,797,929	11,568	52
Vermont	202,401,003	13,325	88
New Mexico	166,387,834	21,494	1,548
Indiana	142,678,892	10,917	53
Minnesota	138,891,803	12,380	90
Washington	136,897,016	14,176	215
Ohio	128,388,287	10,005	49
Iowa	70,705,742	11,849	57
Michigan	66,684,699	11,916	60
Maine	61,387,355	11,249	62
Mississippi	56,400,333	13,892	214
Maryland	34,262,091	11,178	118
Louisiana	32,807,401	15,720	232
<b>U.S. total</b>	<b>5,122,684,816</b>	<b>14,096</b>	<b>117</b>

\*USDA withholds data from some states to prevent disclosure from single operations or businesses, which could impact ranking.



Source: USDA National Ag Statistics Service  
\*Data from 2019.  
Note: USDA withholds data from some states to prevent disclosure from single operations or businesses.

## Organic dairy stays on growth path

Progressive Dairy Editor Dave Natzke

While the number of overall U.S. dairy herds continues to decline, the USDA's latest Certified Organic Survey revealed growth among organic dairies. Based on the 2019 survey, certified organic dairy herds, cow numbers, milk volume and value were up substantially from 2016. Organic milk sold during 2019 topped 5.1 billion pounds, up more than 1.1 billion pounds (nearly 22%) from 2016. The value of organic milk sold was up nearly \$200 million (14%) from 2016, to \$1.585 billion. The number of farms with certified organic cows was estimated at 3,134 in 2019, up 575 since 2016.

Of those, about 3,100 marketed milk in 2019, up 569 (22%) compared to the previous survey. With more and larger herds than in 2016, cow numbers managed organically increased by 84,383 in 2019. Peak U.S. organic cow numbers during the year were estimated at 363,404 head, ending the year slightly lower at 337,540 head. **Individual states** Three states – New York, Wisconsin and Pennsylvania – were home to nearly one-half of total organic herds. Leading states based on cow numbers were California,

Texas, Wisconsin and New York. While ranking seventh in the number of organic herds, California retained the crown for having the most cows producing organic milk, at 59,427; the highest milk sales, 899.3 million pounds; and the highest value of sales, \$273 million. New York was the growth leader in organic herds selling milk compared to 2016, followed by Wisconsin, up 136 and 72, respectively. Looking at growth in cow numbers compared to 2016, Texas added 14,744 cows, followed by Idaho, up 13,490.

**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 4,744 cows in Texas and 2,142 in Colorado to less than 100 cows in 18 states for which data is provided. The U.S. average was 117 cows per herd, up about 10 cows from 2016. Based on total cows and milk production, there's also a wide range in average milk production per cow, from nearly 21,500 pounds in New Mexico to under 5,000 pounds in Alabama. The U.S. average for milk sold per cow was 14,096 pounds in 2019.