

## Increased Demand & Price Volatility

Product	2016 Median Price/lb	2016 Price Range/lb
Organic fluid milk	\$0.38	\$0.37-\$0.45
Organic cream	\$2.93	\$1.35-\$4.50
Organic butter	\$3.75	\$3.00-\$4.50
Organic NFDM	\$3.70	\$2.90-\$4.50
Grass-fed organic fluid milk	n/a	10-15% above organic prices

SOURCE: MERCARIS SURVEY OF ORGANIC DAIRY PROCESSORS; 2017 PROTEIN TRENDS & TECHNOLOGIES SEMINAR.