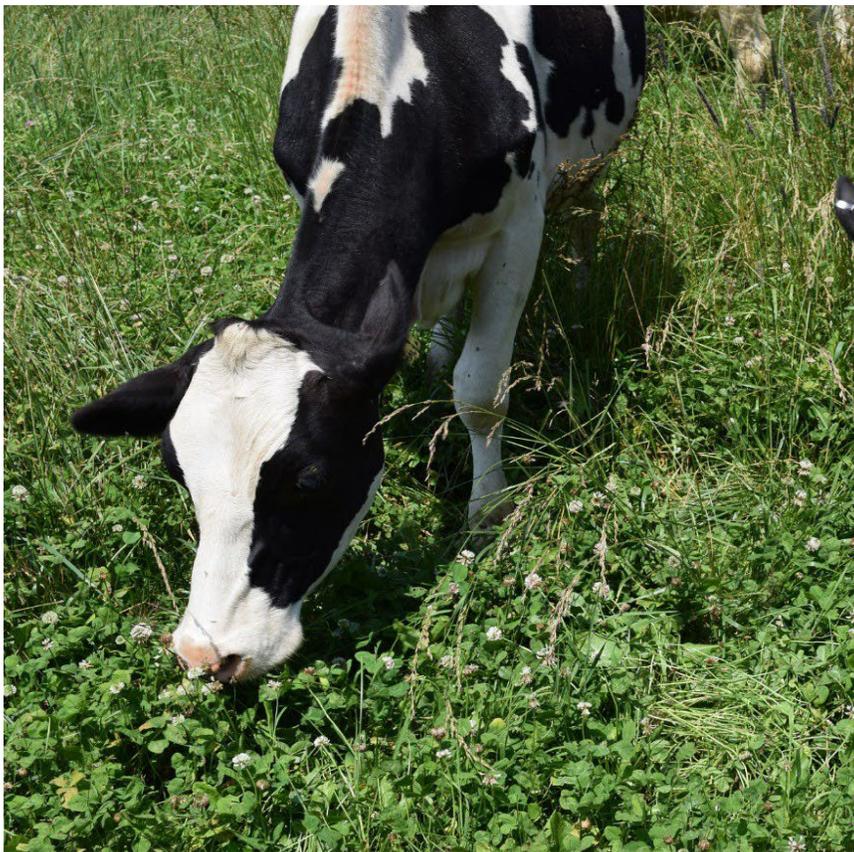




# Upper Midwest Organic Dairy, 2020-22

*Organic Farm Financial Benchmarking in the Upper Midwest* is an integrated regional grant project, led by University of Minnesota Extension. The project is a multi-year farm business management benchmark analysis of organic farm finances and production in Minnesota and Wisconsin. Benchmarking provides a summary of production and financial performance measures, allowing producers to evaluate their individual performance and compare it to a cohort with similar farm characteristics. The newest report uses 2020-2022 three-year averages for Minnesota and Wisconsin farms in the Center for Farm Financial Management's FINBIN database ([finbin.umn.edu](http://finbin.umn.edu)). The report includes financial analyses of organic and organic transition whole farm performance, organic crop enterprises, and organic livestock enterprises. Access the full report at [z.umn.edu/Organic2022](http://z.umn.edu/Organic2022).



2020-2022 Organic Farm Performance in the Upper Midwest

## ORGANIC DAIRY QUICK FACTS

n = 88 certified organic farms in MN and WI



**101**

average number cows per farm

**15,899**

average pounds of milk produced per cow



**\$29.37**

average value per cwt



**\$4,561.37**

gross margin per cow

### Organic Dairy At-a-Glance

Certified organic dairy farms in MN and WI (n = 88) managed an average of 101 cows per farm during 2020-2022. The average farm produced 15,899 pounds of milk per cow and received \$29.37 per cwt. The average gross margin for MN and WI organic dairies was \$4,561.37 per cow over the period. After subtracting direct and overhead expenses (including labor and management), organic dairies in MN-WI averaged a net return of \$192.54 per cow. Organic milk production increased by 10% from 2020 to 2022 while prices remained fairly stable.

2020-2022 Organic Farm Performance in the Upper Midwest

# ORGANIC DAIRY QUICK FACTS

n = 88 certified organic farms in MN and WI

**\$3,392.51**

total direct expense per cow



**\$617.70**

total overhead expense per cow

**\$241.93**

government payments per cow

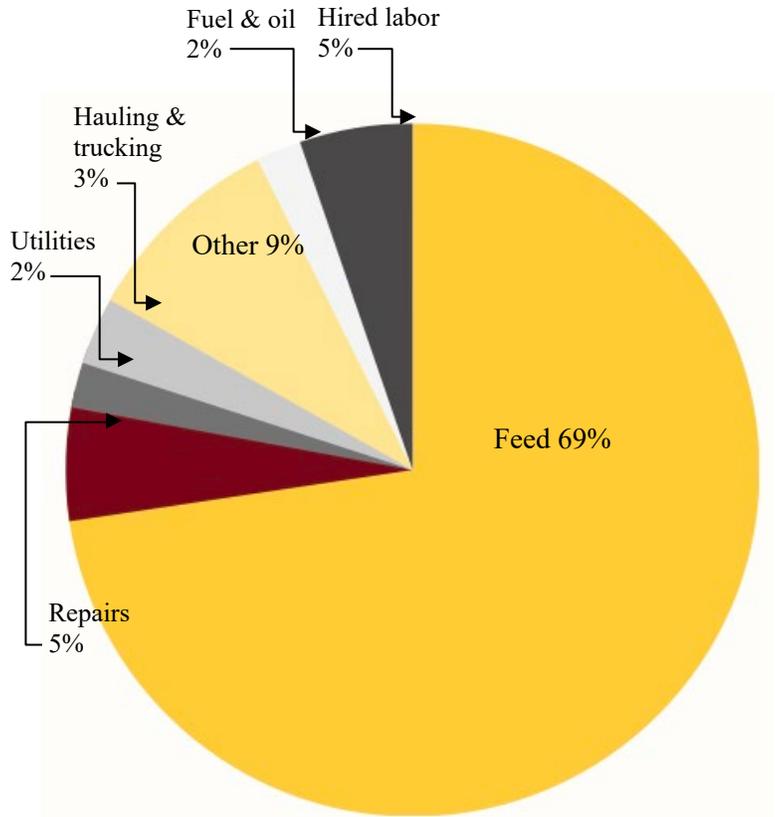


**\$192.54**

net return over labor and management per cow

## Expenses per Cow

Total direct expenses on organic dairy farms increased year-over-year from 2020 to 2022, averaging a total increase of 18% over the three-year period. More than half of direct expenses (53%) came from feedstuffs (grains, hay, silage) and another 16% from protein, vitamins and minerals. Together feed, protein, vitamins and minerals were \$2,342.36/cow or \$14.73/cwt on average in 2020-2022. Another significant direct expense was hired labor at \$180.89 per cow.



## The Bottom Line

Organic dairy farms with < 100 cows lost money or came close to breaking even. The most profitable group among all operation sizes were those organic dairies managing 200-500 cows. The net return over all expenses for this MN-WI group was \$601.67/cow on average in 2020-2022 compared to

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