



**ORGANIC**  
**CONSULTING**

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MIDWEST ORGANIC  
GRAIN MARKETS  
UPDATE - MARCH

# General Trends

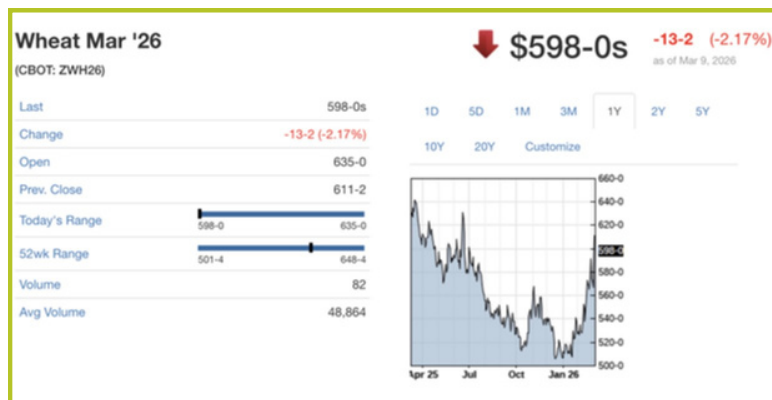
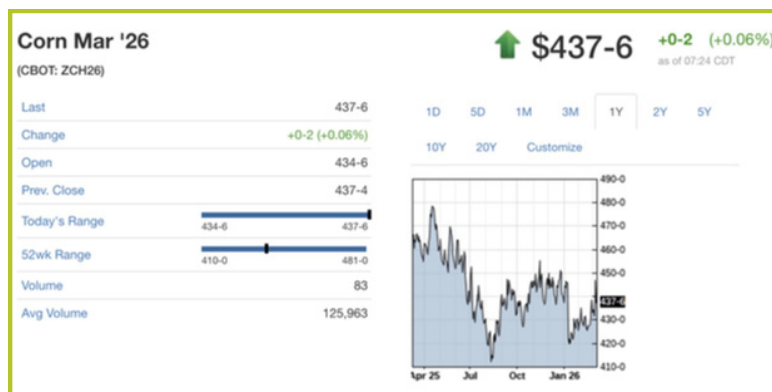
With cautious optimism, farmers have watched organic grain prices move steadily upwards since harvest. In contrast to the typical harvest lows, the poor and variable 2025 organic harvest, combined with tightening stocks, meant that prices started to lift off rock bottom prices that prevailed the last two seasons. Conventional grain prices also moved up post harvest and into the winter.

From Nebraska to Michigan, from the Dakotas to Texas, organic farmers and organic grain buyers report on-farm bids that are \$1, \$2 and even \$3/bu higher than they were in September 2025. And while there are emerging factors that may push prices back down—lifted tariffs, favorable weather for grains in South America, increasing organic grain imports—the first new crop bids for 2026 indicate some stable upward motion.

Looking at conventional grain prices as a proxy for organic trends, corn prices were up just after harvest and have now settled at \$4.38, roughly the same level as at harvest time, while soybeans and wheat, at \$11.75 and \$5.98, respectively, are roughly 10% higher since October, from Agweb.com. (See graphs.). These prices also include an early March jump prompted by the Iran war and spike in oil prices. While note as dramatic a move as we are seeing for organic grains, conventional prices are certainly forming a base as inventories are drawn down. And geopolitics may drive conventional prices further upwards.

Macro factors:

- Imports of organic corn/soy and other grains slowed dramatically when prices were lower and enforcement was strengthening
- With higher prices, suddenly there is import momentum again, which argues for continued regulation on fraud
- Major organic poultry and dairy feed buyers are reporting shortages/underbuying and now scrambling; it's not clear why they didn't buy/contract more at the low prices; maybe they thought prices were going even lower
- Conventional egg prices remain low and that has pushed some barns to flip into organic pullets to catch higher margins. This explains part of the recent, sudden jump in demand for organic feed grains and why feed mills have not contracted ahead. Feed mills also report that current organic customers are looking at a steady growth for 2026.
- Not a lot of new crop bids yet for organic corn/soy yet



Source: Agweb.com

# Organic Corn and Soy

Organic corn and soy prices moved up strongly over the last quarter, although they are still well below pandemic highs. This is driven both by a tighter inventory (as of this writing, very few organic grain growers anywhere in the nation have more than 5,000 or 10,000 unmarketed bushels still in their bin) and demand factors (organic poultry and dairy production remain strong).

At the start of harvest, the national average moved from \$8.96/bu in early December, according to Argus data, to \$10.7/bu in early March. As of the latest Argus accounting, prices ranged from \$9-9.5 in Nebraska and Iowa and \$10.5-11 in Illinois and Michigan, and \$13.5 in Ohio and Pennsylvania. The East Coast price is up about \$1.5/bu compared to last year this time. Large buyers in Pennsylvania and Ohio have been bidding \$13-14 for corn, with some spot buying in Missouri, Arkansas and elsewhere at similar high levels. At the same time, we hear other bids that are substantially lower, including \$8.5-9 delivered in Central Nebraska, \$9.5 delivered in east Texas and \$10 delivered on the Michigan/Ohio border.

Organic soy has not moved up as dramatically, again according to Argus data. But at \$21.70/bu average in the nation, added a \$1 per bushel by early March to \$23.01/bu. Prices range from \$22 in some interior regions to \$24 or higher at the coasts. According to Argus analysis, soybeans may have hit their high as new boats of imported meal are being unloaded.

On the soy front, imports have been the enemy of the US market. Last year, importers set records with imports of organic soy up by 40% over the previous year. Imports in December and January were even more brisk, at 54% over last year's pace. This all works to keep organic soy prices down.



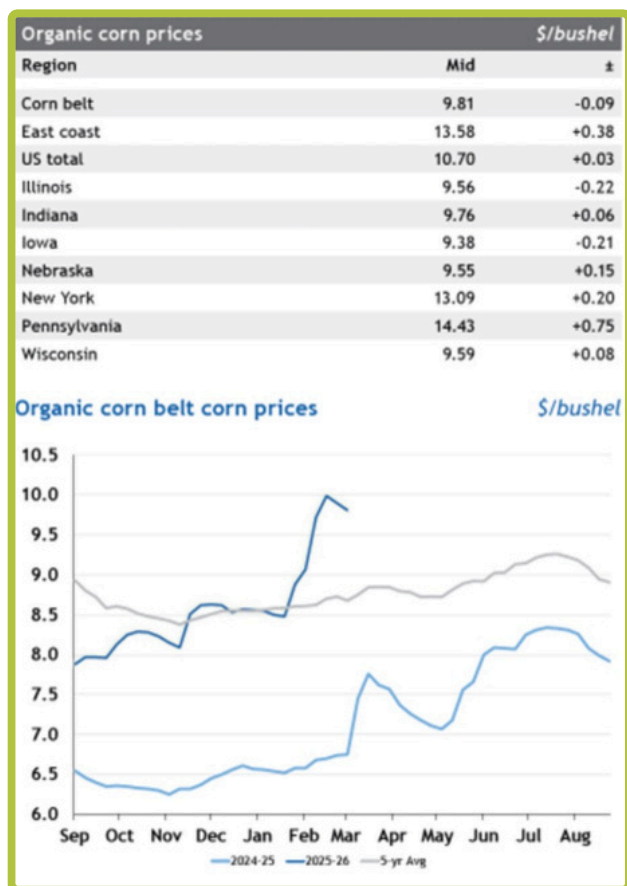
# Organic Corn and Soy

Several large organic poultry producers and organic feed mills continue to seek more organic corn and soy, signaling strong demand at least in the short term. While tariffs and stronger enforcement of fraudulent imported organic grains were creating an environment to reduce imports, driving up import prices and drive-up domestic prices, the instability of tariffs and higher domestic prices have driven up imports in the last month. Despite stricter organic enforcement rules in the last year, it is not clear that any large fraudulent shipments of organic grains have been stopped so far.

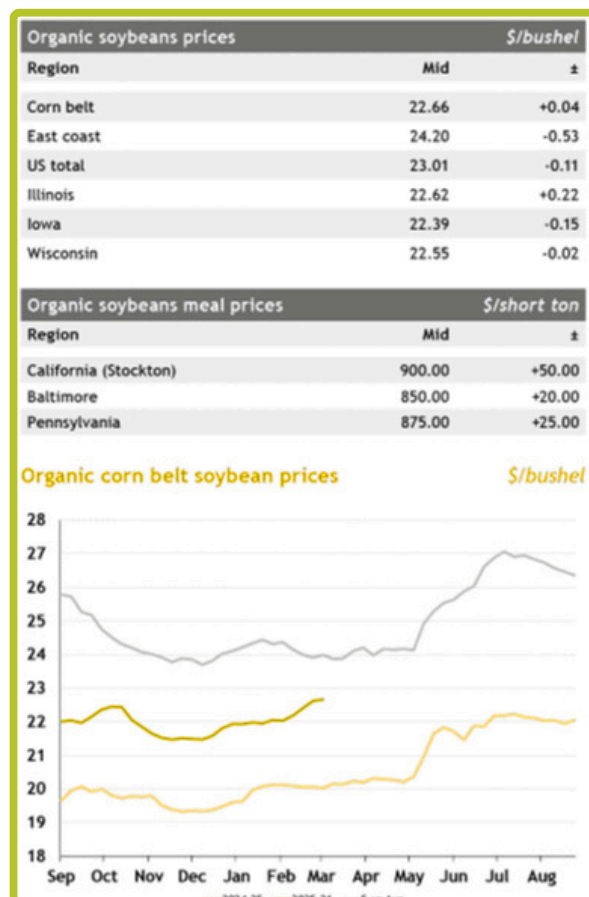
The recently started conflict between the US and Iran has created instability in global oil markets, but it remains unclear how this will affect food prices in the near term.

What is not clear yet is whether these prices will hold. With higher prices for organic corn in the US, several Eastern European suppliers have started shipping to the US, including Turkey, Ukraine and Russia. But these producers also had a relatively poor 2025 harvest, and there is organic feed demand in Europe as well. Still, some analysts predict that, between now and the next harvest, organic corn imports could be up 25% over last year.

On the downside, if bird flu emerges this spring, it would drop demand by organic poultry flocks. On the upside, and there seems to mostly be risk to the upside, if supplies remain tight and organic dairy and poultry demand grows, prices should inch up more. Organic dairy growth seems to be limited right now by organic heifer supply.



Source: Argus Media



Source: Argus Media

# Organic Wheat

Organic wheat, both hard red winter wheat and soft red winter wheat, have recovered somewhat in price in the past few months. A poor 2025 harvest in most of the US, especially on the East Coast, means that supplies are tight going into the 2026 harvest. Prices for organic hard wheat increased to a bit above \$1 per point of protein level (recent bids were \$13.50-14/bu for 13% protein, and \$11.5/bu for 11% protein, etc.). Prices for organic soft wheat improved by \$1-2/bu compared to last year with one large East Coast buyer offering \$10.5-11/bu. New crop offers from large buyers in Michigan and Ohio are lower at \$9.5/bu.

# Specialty Grains

Despite feed corn prices moving up, food grade organic corn continued to see oversupply and low prices. In several key regions, including Nebraska and Illinois, organic feed corn prices are trading just below organic food corn prices, whereas there is historically a \$1/bu or more premium for food grade corn.

While several buckwheat growing regions suffered severe flooding in 2025, and that should have tightened buckwheat supplies, the first 2026 new crop offers are down from last year, at 32-34 cents/lb (or \$15.3-15.5/bu) for organic buckwheat.





# CONNECT WITH US

If you're a producer looking for deeper markets access guidance, organic crop rotation support, or to get connected with buyers, contact Rodale Institute's Consulting Markets Team at [Markets@rodaleinstitute.org](mailto:Markets@rodaleinstitute.org).

**Will Glazik:** [will.glazik@rodaleinstitute.org](mailto:will.glazik@rodaleinstitute.org), (309-824-7467)

**Brian Halweil:** [brian.halweil@rodaleinstitute.org](mailto:brian.halweil@rodaleinstitute.org), (631-833-1178)



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