

Organic Markets

- *Market continue to grow*
- *Demand outpaces supplies consistently*
- *Organic food sector worth about 60 billion*
- *Driven by age group of 18-34*
- *Primarily urban*
- *Selling channels are growing*
- *European markets initial driver, but U.S. has become prominent*

Organic Markets

- *Customer base located on coasts*
- *Customer base expanding*
- *Production primarily in Mid-West and West Coast (California)*
- *The California Project*
- *Production expanding to other areas quickly, including Mid-South*
 - *Market accessibility in the Mid-South*
 - *Unfamiliarity with agronomics*
 - *Organic certification*
 - *Pest management in the Mid-South*
 - *Weed management**


Organic Markets

- *Organic grain purchasers follow production*
- *USDA Certified is important for highest premiums*
- *Accessibility is expanding*
- *Purchasers are wide ranging with different models*
 - *Online trading platforms*
 - *Consolidating platforms online*
 - *Traditional purchasers with drop sites*
 - *Local or regional outlets (e.g. feed mills)*
 - *Informational sites*
- *Premium typically range from 2-3X CBOT*
- *No futures or options, cash/forward contracts*



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Thousands of buyers use fieldcraft to source ingredients

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The Mercaris Data Service makes it easy to gain insights into Organic and non-GMO commodity prices, perform analytics, and trade identity preserved commodities.

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 Team ✕

Hi there, let us know if you have any questions :)

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Organic Grains

About our organic products

We specialize in organic, identity-preserved and non-GMO products. From corn, soybeans and wheat to coproducts of oil and meals, we have the expertise to find markets worldwide, as well as to source quality product. If you have a different need, [let us know](#). We'd be happy to help you find a solution.

Talk to our organic team at (402) 342-3500.



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Integrity Driven Team
Serving the Nation's Organic Farmers



Serving the Nation's Organic Farmers





Specialty Grains

Discover our programs for Non-GMO and Organic crop production.

Premium Prices for Premium Grains

Cargill's Specialty Grain program offers a way to connect growers to customers interested in paying a premium for non-commodity crops. Cargill has programs for both corn and soybean growers, offering premium prices for producers that meet specific grain needs.

More information:

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ORGANIC
GRAIN EXCHANGE

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Who are we?

Organic Grain Exchange is the online platform to buy and sell organic commodities. We strive to promote sustainable, organic agriculture by providing the only platform that creates transparency while also solving market inefficiencies. Our mission is to provide hassle-free exposure to the best organically produced commodities.

What do we do?

Organic Grain Exchange unites buyers and sellers. Producers can list their products to sell to a multitude of buyers that were previously unavailable to them. Additionally, potential buyers can use Organic Grain Exchange to fulfill all of their organic needs.



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Organic Markets

- *Conclusions*
 - *Market demand is high and growing*
 - *Accessibility to selling channels is expanding*
 - *Production can be difficult but potential economics are excellent*
 - *Wide and expanding variety of purchasers*