

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2008**  
**California Organic - Organic Herds**

Dairy ID Number	Averages Organic California	1	2	3	4	5	6	7
<b>Feed Costs</b>								
a. Dry Roughage	\$51.39	\$0.02	\$3.93	\$84.73	\$12.44	\$84.24	\$0.16	\$18.45
b. Wet Feed & Wet Roughage	\$21.33	\$44.89	\$0.00	\$26.60	\$17.05	\$27.99	\$0.12	\$0.00
c. Concentrates	\$111.45	\$63.75	\$139.18	\$90.95	\$129.36	\$73.40	\$109.73	\$104.56
d. Minerals & Supplements	\$3.12	\$1.70	\$0.83	\$5.26	\$3.32	\$7.81	\$0.70	\$0.00
e. Pasture	\$39.72	\$43.96	\$52.12	\$0.00	\$55.47	\$25.85	\$83.00	\$47.85
<b>Total Feed Costs</b>	\$227.01	\$154.32	\$196.06	\$207.54	\$217.65	\$219.29	\$193.72	\$170.86
<b>Total Feed Costs (\$/cwt.)</b>	\$16.75	\$18.62	\$17.30	\$19.26	\$17.65	\$19.47	\$14.49	\$13.62
<b>Total Hired Labor</b>								
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$30.14	\$23.33	\$6.40	\$24.84	\$30.72	\$29.63	\$28.68	\$26.07
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$2.22	\$2.81	\$0.57	\$2.30	\$2.49	\$2.63	\$2.15	\$2.08
<b>Herd Replacement</b>								
<b>Less: Calf Income (\$/Cow/Month)</b>	\$38.27	\$42.00	\$31.61	\$22.77	\$49.57	\$43.86	\$37.66	\$27.79
<b>Total Herd Replacement</b>	\$13.31	\$8.01	\$2.73	\$5.65	\$0.00	\$18.90	\$0.00	\$4.28
<b>Total Replacement Costs (\$/cwt.)</b>	\$24.96	\$33.99	\$28.88	\$17.13	\$49.57	\$24.96	\$37.66	\$23.51
<b>Total Replacement Costs (\$/cwt.)</b>	\$1.84	\$4.10	\$2.55	\$1.59	\$4.02	\$2.22	\$2.82	\$1.87
<b>Total Operating Costs</b>								
<b>Total Operating Costs (\$/cwt.)</b>	\$50.01	\$53.49	\$63.96	\$54.74	\$50.02	\$40.96	\$56.45	\$31.48
<b>Total Operating Costs (\$/cwt.)</b>	\$3.69	\$6.45	\$5.64	\$5.08	\$4.06	\$3.64	\$4.22	\$2.51
<b>Total Milk Marketing Costs</b>								
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$4.73	\$4.61	\$7.04	\$6.91	\$2.61	\$2.33	\$2.78	\$8.26
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.35	\$0.56	\$0.62	\$0.64	\$0.21	\$0.21	\$0.21	\$0.66
<b>Total Cost (\$/Cow/Month)</b>	\$336.85	\$269.75	\$302.33	\$311.16	\$350.57	\$317.17	\$319.28	\$260.16
<b>Total Cost (\$/cwt)</b>	\$24.86	\$32.55	\$26.68	\$28.87	\$28.43	\$28.16	\$23.89	\$20.74
<b>Milk Production Data</b>								
a. Milk Sold/Total Cow/Month/ (cwt.)	13.55	8.29	11.33	10.78	12.33	11.26	13.37	12.54
b. Lbs Milk Sold/milk cow/day	49.56	32.43	38.00	37.84	40.70	44.54	43.71	44.96
c. Gross Milk Receipts (\$/cwt)	\$25.86	\$25.70	\$27.03	\$30.54	\$25.49	\$22.29	\$24.17	\$28.18
d. Mailbox Price (\$/cwt)	\$27.41	\$25.48	\$27.16	\$29.90	\$29.82	\$26.98	\$28.47	\$27.72
f. Fat Test %	3.84%	4.54%	4.78%	4.59%	4.54%	3.69%	4.28%	4.41%
g. SNF Test %	8.83%	9.06%	9.13%	9.30%	9.16%	8.63%	9.01%	9.26%
<b>Related Data</b>								
a. Percent Dry Cows	11%	17%	3%	7%	1%	18%	0%	9%
b. Yearly Cull Rate	35%	43%	28%	17%	51%	32%	42%	29%
c. Avg. Value (/Drop Bull Calf)	\$15.51	\$10.00	\$30.00	\$7.15	\$0.00	\$15.00	\$0.00	\$15.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$295.88	\$270.00	\$320.00	\$325.00	\$234.00	\$280.00	\$0.00	\$172.90
e. Grain, Mnrls & Splmnts (\$/ton)	\$530.50	\$466.63	\$564.68	\$435.96	\$623.89	\$583.32	\$600.85	\$561.33
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.12	11.04	16.63	15.32	14.00	10.87	12.00	13.36
g. Milkers (\$/hr with benefits & taxes)	\$13.76	\$11.28	\$0.00	\$20.45	\$20.99	\$10.64	\$18.52	\$19.68
h. Total Labor (\$/hr)	\$13.81	\$12.53	\$9.42	\$19.07	\$19.51	\$11.35	\$18.56	\$22.31
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.66	\$4.31	\$4.80	\$7.05	\$5.33	\$6.95	\$3.61	\$4.34
j. Milk Cow Feed Costs (\$/cwt.)	\$13.43	\$13.30	\$12.62	\$18.64	\$13.10	\$15.60	\$8.26	\$9.65

**CDFA - DAIRY MARKETING BRANCH**  
**FEEDBACK - Quarter 3, 2008**  
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Dairy ID Number	8	9	10	11	12
<b>Feed Costs</b>					
a. Dry Roughage	\$57.86	\$56.54	\$67.52	\$64.52	\$83.13
b. Wet Feed & Wet Roughage	\$31.18	\$0.00	\$13.30	\$25.73	\$30.53
c. Concentrates	\$98.28	\$130.04	\$124.04	\$132.16	\$133.06
d. Minerals & Supplements	\$2.18	\$1.29	\$3.19	\$4.47	\$2.28
e. Pasture	\$19.68	\$89.44	\$39.15	\$37.39	\$12.67
<b>Total Feed Costs</b>	\$209.19	\$277.31	\$247.20	\$264.28	\$261.67
<b>Total Feed Costs (\$/cwt.)</b>	\$16.36	\$18.03	\$15.83	\$17.05	\$15.17
<b>Total Hired Labor</b>	\$31.05	\$31.95	\$34.21	\$30.90	\$35.76
<b>Total Hired Labor Costs (\$/cwt.)</b>	\$2.43	\$2.08	\$2.19	\$1.99	\$2.07
<b>Herd Replacement</b>	\$32.18	\$28.75	\$35.41	\$58.38	\$17.68
Less: Calf Income (\$/Cow/Month)	\$19.20	\$24.28	\$11.72	\$19.44	\$12.25
<b>Total Herd Replacement</b>	\$12.98	\$4.47	\$23.69	\$38.94	\$5.42
<b>Total Replacement Costs (\$/cwt.)</b>	\$1.02	\$0.29	\$1.52	\$2.51	\$0.31
<b>Total Operating Costs</b>	\$49.41	\$33.63	\$71.59	\$57.18	\$38.42
<b>Total Operating Costs (\$/cwt.)</b>	\$3.86	\$2.19	\$4.58	\$3.69	\$2.23
<b>Total Milk Marketing Costs</b>	\$2.36	\$7.11	\$6.79	\$4.90	\$11.43
<b>Total Milk Marketing Costs (\$/cwt.)</b>	\$0.18	\$0.46	\$0.43	\$0.32	\$0.66
<b>Total Cost (\$/Cow/Month)</b>	\$304.99	\$354.47	\$383.47	\$396.19	\$352.69
<b>Total Cost (\$/cwt)</b>	\$23.85	\$23.05	\$24.56	\$25.56	\$20.44
<b>Milk Production Data</b>					
a. Milk Sold/Total Cow/Month/ (cwt.)	12.79	15.38	15.61	15.50	17.25
b. Lbs Milk Sold/milk cow/day	47.55	57.96	58.70	58.53	64.96
c. Gross Milk Receipts (\$/cwt)	\$26.76	\$25.84	\$25.34	\$24.77	\$29.14
d. Mailbox Price (\$/cwt)	\$28.09	\$26.00	\$25.72	\$25.26	\$29.17
f. Fat Test %	3.71%	3.41%	3.70%	3.41%	3.84%
g. SNF Test %	8.85%	8.55%	8.60%	8.68%	8.82%
<b>Related Data</b>					
a. Percent Dry Cows	12%	13%	13%	14%	13%
b. Yearly Cull Rate	30%	23%	24%	44%	29%
c. Avg. Value (/Drop Bull Calf)	\$15.00	\$20.00	\$20.00	\$16.36	\$10.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$310.00	\$320.00	\$304.79	\$286.46	\$300.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$420.00	\$542.33	\$506.19	\$557.57	\$503.30
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	17.38	18.00	18.60	18.14	20.25
g. Milkers (\$/hr with benefits & taxes)	\$10.84	\$12.47	\$11.68	\$18.86	\$14.57
h. Total Labor (\$/hr)	\$11.57	\$12.74	\$11.44	\$16.05	\$14.23
i. Milk Cow Feed Costs (\$/Cow/Day)	\$6.89	\$6.96	\$7.49	\$8.35	\$9.18
j. Milk Cow Feed Costs (\$/cwt.)	\$14.49	\$12.00	\$12.76	\$14.26	\$14.14