

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 3, 2009**

California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	CA Organic								
a. Dry Roughage	\$42.31	\$13.57	\$60.85	\$11.09	\$65.05	\$33.01	\$74.44	\$33.23	\$61.84
b. Wet Feed & Wet Roughage	\$13.44	\$37.02	\$20.56	\$0.00	\$18.07	\$0.00	\$13.29	\$0.00	\$16.44
c. Concentrates	\$80.63	\$0.00	\$102.42	\$121.36	\$87.47	\$91.34	\$0.00	\$110.72	\$58.20
d. Minerals & Supplements	\$3.82	\$3.95	\$7.82	\$0.81	\$0.00	\$0.00	\$3.19	\$0.66	\$9.07
e. Pasture	\$28.39	\$28.47	\$0.00	\$46.86	\$14.36	\$24.87	\$47.61	\$62.22	\$11.69
Total Feed Costs	\$168.59	\$83.01	\$191.64	\$180.12	\$184.95	\$149.21	\$138.53	\$206.82	\$157.24
Total Feed Costs (\$/cwt.)	\$13.24	\$12.62	\$11.32	\$15.70	\$17.29	\$10.92	\$11.20	\$14.25	\$14.65
Total Hired Labor	\$30.03	\$19.26	\$41.93	\$22.00	\$32.12	\$23.66	\$37.47	\$25.78	\$32.10
Total Hired Labor Costs (\$/cwt.)	\$2.36	\$2.93	\$2.48	\$1.92	\$3.00	\$1.73	\$3.03	\$1.78	\$2.99
Herd Replacement	\$28.88	\$30.72	\$24.32	\$27.31	\$27.99	\$19.69	\$25.20	\$30.59	\$34.58
Less: Calf Income (\$/Cow/Month)	\$6.57	\$5.53	\$9.80	\$0.85	\$1.97	\$10.65	\$4.81	\$10.47	\$6.83
Total Herd Replacement	\$22.31	\$25.19	\$14.53	\$26.46	\$26.01	\$9.04	\$20.39	\$20.13	\$27.75
Total Replacement Costs (\$/cwt.)	\$1.75	\$3.83	\$0.86	\$2.31	\$2.43	\$0.66	\$1.65	\$1.39	\$2.58
Total Operating Costs	\$48.22	\$35.28	\$43.74	\$52.32	\$53.68	\$32.86	\$76.76	\$37.86	\$42.07
Total Operating Costs (\$/cwt.)	\$3.79	\$5.36	\$2.58	\$4.56	\$5.02	\$2.41	\$6.21	\$2.61	\$3.92
Total Milk Marketing Costs	\$4.37	\$3.89	\$9.11	\$6.79	\$7.07	\$8.77	\$5.64	\$6.78	\$2.46
Total Milk Marketing Costs (\$/cwt.)	\$0.34	\$0.59	\$0.54	\$0.59	\$0.66	\$0.64	\$0.46	\$0.47	\$0.23
Total Cost (\$/Cow/Month)	\$273.52	\$166.63	\$300.96	\$287.69	\$303.82	\$223.54	\$278.79	\$297.37	\$261.62
Total Cost (\$/cwt)	\$21.48	\$25.33	\$17.78	\$25.08	\$28.40	\$16.37	\$22.54	\$20.49	\$24.37
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.73	6.58	16.93	11.47	10.70	13.66	12.37	14.51	10.74
b. Lbs Milk Sold/milk cow/day	47.42	27.18	66.42	40.71	39.33	48.07	46.55	52.26	43.50
c. Gross Milk Receipts (\$/cwt)	\$24.90	\$19.97	\$28.47	\$20.58	\$31.34	\$18.16	\$20.25	\$21.48	\$22.25
d. Mailbox Price (\$/cwt)	\$25.65	\$20.05	\$28.63	\$20.69	\$31.51	\$18.19	\$20.56	\$21.01	\$25.48
f. Fat Test %	3.86%	4.49%	4.27%	4.62%	4.62%	4.31%	3.66%	3.38%	3.71%
g. SNF Test %	8.81%	8.95%	8.87%	9.16%	9.26%	9.34%	8.42%	8.48%	8.58%
Related Data									
a. Percent Dry Cows	12%	21%	17%	8%	11%	7%	13%	9%	20%
b. Yearly Cull Rate	36%	22%	44%	27%	42%	21%	30%	36%	35%
c. Avg. Value (/Drop Bull Calf)	\$16.92	\$10.00	\$20.00	\$15.00	\$8.69	\$15.00	\$15.00	\$20.00	\$15.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$203.85	\$0.00	\$200.00	\$228.00	\$252.37	\$0.00	\$220.00	\$223.51	\$190.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$433.31	\$287.50	\$370.44	\$481.77	\$426.96	\$509.90	\$400.00	\$495.73	\$482.75
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	14.68	1.14	23.37	17.94	14.39	12.65	0.60	16.00	11.13
g. Milkers (\$/hr with benefits & taxes)	\$13.43	\$13.39	\$14.38	\$11.70	\$22.66	\$12.68	\$12.51	\$11.49	\$10.17
h. Total Labor (\$/hr)	\$13.17	\$13.47	\$14.77	\$11.77	\$21.30	\$12.22	\$11.96	\$11.00	\$10.82
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.87	\$1.44	\$7.22	\$4.70	\$5.88	\$4.34	\$3.04	\$5.06	\$5.03
j. Milk Cow Feed Costs (\$/cwt.)	\$10.28	\$5.30	\$10.87	\$11.55	\$14.96	\$9.02	\$6.53	\$9.68	\$11.55

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Dairy ID Number	9	10	11
Feed Costs			
a. Dry Roughage	\$0.00	\$33.63	\$58.12
b. Wet Feed & Wet Roughage	\$0.00	\$14.99	\$17.19
c. Concentrates	\$65.41	\$96.40	\$105.25
d. Minerals & Supplements	\$1.36	\$2.09	\$5.48
e. Pasture	\$86.22	\$17.22	\$7.91
Total Feed Costs	\$153.00	\$164.34	\$193.95
Total Feed Costs (\$/cwt.)	\$12.66	\$13.21	\$13.77
Total Hired Labor	\$19.49	\$28.55	\$34.47
Total Hired Labor Costs (\$/cwt.)	\$1.61	\$2.30	\$2.45
Herd Replacement	\$17.47	\$24.47	\$43.08
Less: Calf Income (\$/Cow/Month)	\$0.00	\$6.96	\$9.16
Total Herd Replacement	\$17.47	\$17.50	\$33.92
Total Replacement Costs (\$/cwt.)	\$1.45	\$1.41	\$2.41
Total Operating Costs	\$46.61	\$43.29	\$59.77
Total Operating Costs (\$/cwt.)	\$3.86	\$3.48	\$4.24
Total Milk Marketing Costs	\$2.66	\$2.31	\$3.47
Total Milk Marketing Costs (\$/cwt.)	\$0.22	\$0.19	\$0.25
Total Cost (\$/Cow/Month)	\$239.22	\$255.99	\$325.58
Total Cost (\$/cwt)	\$19.79	\$20.58	\$23.11
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	12.09	12.44	14.09
b. Lbs Milk Sold/milk cow/day	39.42	46.18	53.62
c. Gross Milk Receipts (\$/cwt)	\$24.50	\$27.06	\$25.84
d. Mailbox Price (\$/cwt)	\$27.45	\$26.87	\$26.56
f. Fat Test %	4.27%	3.74%	3.44%
g. SNF Test %	9.01%	8.96%	8.68%
Related Data			
a. Percent Dry Cows	0%	12%	14%
b. Yearly Cull Rate	29%	38%	39%
c. Avg. Value (/Drop Bull Calf)	\$0.00	\$20.00	\$15.20
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$210.00	\$200.00	\$194.11
e. Grain, Mnrls & Splmnts (\$/ton)	\$464.47	\$364.66	\$483.53
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	9.35	19.27	16.97
g. Milkers (\$/hr with benefits & taxes)	\$20.40	\$10.52	\$20.01
h. Total Labor (\$/hr)	\$13.92	\$11.50	\$17.16
i. Milk Cow Feed Costs (\$/Cow/Day)	\$2.18	\$5.04	\$6.79
j. Milk Cow Feed Costs (\$/cwt.)	\$5.52	\$10.92	\$12.67