

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 4, 2009**

California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	Organic Herds								
a. Dry Roughage	\$41.38	\$1.78	\$15.44	\$19.56	\$46.43	\$21.73	\$59.69	\$32.16	\$58.96
b. Wet Feed & Wet Roughage	\$15.09	\$5.53	\$0.00	\$39.09	\$20.08	\$0.00	\$15.86	\$15.57	\$18.88
c. Concentrates	\$79.58	\$49.41	\$126.45	\$0.00	\$84.26	\$92.30	\$67.13	\$95.73	\$97.55
d. Minerals & Supplements	\$4.72	\$7.61	\$0.88	\$4.06	\$0.00	\$0.00	\$9.03	\$2.51	\$7.78
e. Pasture	\$20.72	\$65.01	\$26.60	\$20.86	\$15.80	\$12.33	\$11.95	\$16.06	\$0.00
Total Feed Costs	\$161.49	\$129.34	\$169.37	\$83.56	\$166.58	\$126.36	\$163.65	\$162.02	\$183.17
Total Feed Costs (\$/cwt.)	\$13.38	\$17.69	\$16.86	\$14.83	\$14.45	\$10.59	\$15.64	\$13.26	\$11.07
Total Hired Labor	\$31.26	\$26.11	\$5.61	\$19.76	\$34.13	\$25.21	\$31.57	\$31.64	\$39.53
Total Hired Labor Costs (\$/cwt.)	\$2.59	\$3.57	\$0.56	\$3.51	\$2.96	\$2.11	\$3.02	\$2.59	\$2.39
Herd Replacement	\$28.38	\$20.21	\$30.64	\$26.35	\$32.98	\$17.09	\$30.60	\$27.59	\$19.36
Less: Calf Income (\$/Cow/Month)	\$6.88	\$0.00	\$0.00	\$4.99	\$4.05	\$0.64	\$6.29	\$7.31	\$7.12
Total Herd Replacement	\$21.51	\$20.21	\$30.64	\$21.36	\$28.92	\$16.45	\$24.30	\$20.27	\$12.24
Total Replacement Costs (\$/cwt.)	\$1.78	\$2.76	\$3.05	\$3.79	\$2.51	\$1.38	\$2.32	\$1.66	\$0.74
Total Operating Costs	\$51.27	\$59.89	\$57.63	\$38.88	\$68.74	\$32.55	\$48.35	\$43.16	\$44.66
Total Operating Costs (\$/cwt.)	\$4.25	\$8.19	\$5.74	\$6.90	\$5.96	\$2.73	\$4.62	\$3.53	\$2.70
Total Milk Marketing Costs	\$4.17	\$1.90	\$6.68	\$3.57	\$7.57	\$8.00	\$2.40	\$2.28	\$8.95
Total Milk Marketing Costs (\$/cwt.)	\$0.35	\$0.26	\$0.67	\$0.63	\$0.66	\$0.67	\$0.23	\$0.19	\$0.54
Total Cost (\$/Cow/Month)	\$269.69	\$237.44	\$269.93	\$167.13	\$305.94	\$208.58	\$270.27	\$259.38	\$288.55
Total Cost (\$/cwt)	\$22.34	\$32.47	\$26.88	\$29.66	\$26.55	\$17.49	\$25.84	\$21.23	\$17.45
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	12.07	7.31	10.04	5.64	11.52	11.93	10.46	12.22	16.54
b. Lbs Milk Sold/milk cow/day	46.62	28.38	39.74	26.39	41.08	41.63	41.74	48.57	60.57
c. Gross Milk Receipts (\$/cwt)	\$25.91	\$27.21	\$21.83	\$21.53	\$32.31	\$20.18	\$23.61	\$28.42	\$28.06
d. Mailbox Price (\$/cwt)	\$26.68	\$30.94	\$21.98	\$21.46	\$32.51	\$20.18	\$28.10	\$28.23	\$28.22
f. Fat Test %	4.12%	5.07%	5.01%	4.93%	4.89%	4.64%	4.17%	4.14%	4.06%
g. SNF Test %	9.00%	9.45%	9.56%	8.98%	9.37%	9.48%	8.82%	9.20%	8.97%
Related Data									
a. Percent Dry Cows	16%	16%	18%	30%	9%	7%	18%	18%	11%
b. Yearly Cull Rate	35%	33%	36%	22%	55%	20%	30%	33%	43%
c. Avg. Value (/Drop Bull Calf)	\$19.31	\$0.00	\$0.00	\$5.00	\$2.88	\$15.00	\$10.00	\$20.00	\$20.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$200.93	\$210.00	\$225.00	\$0.00	\$204.05	\$0.00	\$190.00	\$200.00	\$200.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$405.66	\$509.32	\$427.94	\$287.50	\$400.00	\$460.10	\$462.78	\$367.22	\$355.67
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	16.24	8.00	23.49	1.32	14.53	14.00	12.99	20.03	21.69
g. Milkers (\$/hr with benefits & taxes)	\$13.34	\$21.25	\$0.00	\$13.39	\$22.66	\$12.68	\$10.17	\$10.47	\$13.93
h. Total Labor (\$/hr)	\$13.47	\$19.34	\$12.35	\$13.47	\$21.30	\$12.22	\$10.82	\$11.28	\$14.52
i. Milk Cow Feed Costs (\$/Cow/Day)	\$4.97	\$2.04	\$5.57	\$1.61	\$5.11	\$3.94	\$5.25	\$5.14	\$6.53
j. Milk Cow Feed Costs (\$/cwt.)	\$10.65	\$7.20	\$14.03	\$6.10	\$12.44	\$9.48	\$12.58	\$10.58	\$10.77

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Dairy ID Number	9	10	11
Feed Costs			
a. Dry Roughage	\$77.38	\$56.16	\$34.31
b. Wet Feed & Wet Roughage	\$11.97	\$22.49	\$0.00
c. Concentrates	\$53.00	\$95.13	\$90.02
d. Minerals & Supplements	\$3.12	\$5.58	\$0.70
e. Pasture	\$17.52	\$0.00	\$61.38
Total Feed Costs	\$163.00	\$179.36	\$186.41
Total Feed Costs (\$/cwt.)	\$12.69	\$12.69	\$12.61
Total Hired Labor	\$39.48	\$34.05	\$28.28
Total Hired Labor Costs (\$/cwt.)	\$3.07	\$2.41	\$1.91
Herd Replacement	\$24.66	\$39.00	\$32.43
Less: Calf Income (\$/Cow/Month)	\$7.27	\$10.65	\$14.39
Total Herd Replacement	\$17.39	\$28.35	\$18.05
Total Replacement Costs (\$/cwt.)	\$1.35	\$2.01	\$1.22
Total Operating Costs	\$73.30	\$59.62	\$38.57
Total Operating Costs (\$/cwt.)	\$5.71	\$4.22	\$2.61
Total Milk Marketing Costs	\$5.85	\$3.45	\$5.82
Total Milk Marketing Costs (\$/cwt.)	\$0.46	\$0.24	\$0.39
Total Cost (\$/Cow/Month)	\$299.02	\$304.83	\$277.13
Total Cost (\$/cwt)	\$23.28	\$21.57	\$18.74
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	12.84	14.14	14.79
b. Lbs Milk Sold/milk cow/day	49.38	53.08	55.40
c. Gross Milk Receipts (\$/cwt)	\$21.85	\$26.93	\$19.92
d. Mailbox Price (\$/cwt)	\$22.61	\$26.69	\$20.56
f. Fat Test %	3.88%	3.78%	3.49%
g. SNF Test %	8.61%	8.85%	8.65%
Related Data			
a. Percent Dry Cows	15%	13%	13%
b. Yearly Cull Rate	35%	34%	39%
c. Avg. Value (/Drop Bull Calf)	\$10.00	\$31.42	\$15.00
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$220.00	\$194.50	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$368.70	\$411.01	\$418.05
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	11.59	18.02	16.00
g. Milkers (\$/hr with benefits & taxes)	\$12.67	\$20.01	\$11.94
h. Total Labor (\$/hr)	\$12.13	\$17.16	\$11.48
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.13	\$6.41	\$4.50
j. Milk Cow Feed Costs (\$/cwt.)	\$10.39	\$12.07	\$8.12