

**CDFA - DAIRY MARKETING BRANCH
FEEDBACK - Quarter 2, 2010**

California Organic

Dairy ID Number	Averages	1	2	3	4	5	6	7	8
Feed Costs	Organic Herds								
a. Dry Roughage	\$35.73	\$45.20	\$32.23	\$30.77	\$16.23	\$1.31	\$33.21	\$27.51	\$81.67
b. Wet Feed & Wet Roughage	\$13.71	\$10.06	\$0.00	\$2.29	\$0.00	\$4.06	\$25.71	\$0.00	\$12.52
c. Concentrates	\$75.16	\$74.72	\$85.56	\$48.93	\$69.54	\$89.87	\$0.00	\$71.49	\$57.29
d. Minerals & Supplements	\$3.37	\$0.00	\$0.82	\$7.80	\$0.79	\$0.92	\$0.25	\$0.00	\$3.09
e. Pasture	\$26.87	\$26.38	\$54.29	\$62.87	\$31.61	\$58.93	\$27.07	\$3.10	\$9.54
Total Feed Costs	\$154.85	\$156.36	\$172.89	\$152.65	\$118.17	\$155.09	\$86.23	\$102.10	\$164.11
Total Feed Costs (\$/cwt.)	\$11.91	\$13.51	\$12.48	\$9.48	\$14.61	\$12.12	\$14.90	\$12.69	\$12.25
Total Hired Labor	\$31.74	\$34.43	\$30.74	\$44.36	\$8.39	\$21.71	\$17.41	\$27.63	\$46.40
Total Hired Labor Costs (\$/cwt.)	\$2.44	\$2.97	\$2.22	\$2.76	\$1.04	\$1.70	\$3.01	\$3.43	\$3.46
Herd Replacement	\$21.63	\$21.57	\$23.66	\$14.81	\$24.71	\$7.55	\$19.63	\$14.56	\$27.27
Less: Calf Income (\$/Cow/Month)	\$8.15	\$6.82	\$13.23	\$11.49	\$7.55	\$0.22	\$7.33	\$9.11	\$8.18
Total Herd Replacement	\$13.48	\$14.76	\$10.43	\$3.32	\$17.16	\$7.33	\$12.30	\$5.45	\$19.09
Total Replacement Costs (\$/cwt.)	\$1.04	\$1.28	\$0.75	\$0.21	\$2.12	\$0.57	\$2.12	\$0.68	\$1.42
Total Operating Costs	\$52.11	\$56.74	\$37.61	\$55.61	\$54.14	\$56.29	\$32.85	\$33.68	\$65.81
Total Operating Costs (\$/cwt.)	\$4.01	\$4.90	\$2.72	\$3.45	\$6.69	\$4.40	\$5.67	\$4.18	\$4.91
Total Milk Marketing Costs	\$4.14	\$7.51	\$6.47	\$9.04	\$5.55	\$2.66	\$3.41	\$6.44	\$5.94
Total Milk Marketing Costs (\$/cwt.)	\$0.32	\$0.65	\$0.47	\$0.56	\$0.69	\$0.21	\$0.59	\$0.80	\$0.44
Total Cost (\$/Cow/Month)	\$256.33	\$269.79	\$258.14	\$264.98	\$203.41	\$243.08	\$152.20	\$175.30	\$301.34
Total Cost (\$/cwt)	\$19.71	\$23.31	\$18.63	\$16.46	\$25.15	\$19.00	\$26.29	\$21.78	\$22.49
Milk Production Data									
a. Milk Sold/Total Cow/Month/ (cwt.)	13.00	11.57	13.85	16.10	8.09	12.79	5.79	8.05	13.40
b. Lbs Milk Sold/milk cow/day	50.69	44.29	54.14	61.63	38.47	47.93	24.43	35.05	51.99
c. Gross Milk Receipts (\$/cwt)	\$24.26	\$31.21	\$20.60	\$23.99	\$22.96	\$24.05	\$21.58	\$22.22	\$19.40
d. Mailbox Price (\$/cwt)	\$25.11	\$31.40	\$21.12	\$24.13	\$22.53	\$26.89	\$21.61	\$21.51	\$19.73
f. Fat Test %	3.83%	4.57%	3.47%	3.89%	4.47%	4.11%	4.40%	4.54%	3.69%
g. SNF Test %	8.91%	9.34%	8.65%	8.90%	9.23%	9.09%	8.82%	9.55%	8.57%
Related Data									
a. Percent Dry Cows	15%	14%	16%	14%	31%	12%	22%	24%	15%
b. Yearly Cull Rate	29%	45%	48%	43%	26%	8%	20%	26%	33%
c. Avg. Value (/Drop Bull Calf)	\$51.15	\$11.01	\$60.61	\$75.00	\$10.00	\$5.00	\$10.00	\$46.67	\$37.10
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$201.97	\$205.00	\$220.00	\$200.00	\$227.00	\$211.00	\$260.00	\$0.00	\$220.00
e. Grain, Mnrls & Splmnts (\$/ton)	\$396.45	\$400.00	\$414.11	\$369.75	\$398.55	\$427.84	\$400.00	\$394.07	\$368.56
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	15.88	12.97	16.00	11.75	16.79	15.33	0.05	15.81	12.60
g. Milkers (\$/hr with benefits & taxes)	\$13.47	\$22.66	\$11.49	\$14.94	\$0.00	\$20.82	\$13.39	\$12.68	\$12.51
h. Total Labor (\$/hr)	\$13.65	\$21.30	\$11.00	\$15.44	\$11.92	\$19.70	\$13.47	\$12.22	\$12.31
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.24	\$5.31	\$4.37	\$5.52	\$3.83	\$5.14	\$1.91	\$3.90	\$5.65
j. Milk Cow Feed Costs (\$/cwt.)	\$10.34	\$11.98	\$8.06	\$8.95	\$9.95	\$10.72	\$7.81	\$11.11	\$10.86

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Dairy ID Number	9	10	11
Feed Costs			
a. Dry Roughage	\$46.56	\$39.08	\$40.35
b. Wet Feed & Wet Roughage	\$26.99	\$19.14	\$18.39
c. Concentrates	\$59.01	\$97.40	\$89.69
d. Minerals & Supplements	\$9.15	\$2.23	\$3.96
e. Pasture	\$14.44	\$5.22	\$15.35
Total Feed Costs	\$156.15	\$163.07	\$167.74
Total Feed Costs (\$/cwt.)	\$14.16	\$11.22	\$11.53
Total Hired Labor	\$31.27	\$32.81	\$34.72
Total Hired Labor Costs (\$/cwt.)	\$2.83	\$2.26	\$2.39
Herd Replacement	\$28.79	\$23.23	\$27.67
Less: Calf Income (\$/Cow/Month)	\$10.04	\$10.03	\$7.63
Total Herd Replacement	\$18.75	\$13.20	\$20.04
Total Replacement Costs (\$/cwt.)	\$1.70	\$0.91	\$1.38
Total Operating Costs	\$48.24	\$55.91	\$52.11
Total Operating Costs (\$/cwt.)	\$4.37	\$3.85	\$3.58
Total Milk Marketing Costs	\$2.41	\$2.57	\$3.16
Total Milk Marketing Costs (\$/cwt.)	\$0.22	\$0.18	\$0.22
Total Cost (\$/Cow/Month)	\$256.81	\$267.55	\$277.78
Total Cost (\$/cwt)	\$23.28	\$18.41	\$19.10
Milk Production Data			
a. Milk Sold/Total Cow/Month/ (cwt.)	11.03	14.53	14.55
b. Lbs Milk Sold/milk cow/day	44.41	56.09	55.12
c. Gross Milk Receipts (\$/cwt)	\$22.54	\$25.54	\$26.29
d. Mailbox Price (\$/cwt)	\$25.01	\$26.36	\$26.07
f. Fat Test %	3.79%	3.73%	3.58%
g. SNF Test %	8.76%	9.06%	8.76%
Related Data			
a. Percent Dry Cows	18%	15%	13%
b. Yearly Cull Rate	28%	30%	27%
c. Avg. Value (/Drop Bull Calf)	\$59.87	\$53.73	\$67.86
d. Milk Cow Alfalfa Hay Price (\$/ton)	\$180.00	\$205.00	\$186.68
e. Grain, Mnrls & Splmnts (\$/ton)	\$434.47	\$324.17	\$429.58
f. Grain, Mnrls. & Splmnts. (lbs/mc/day)	12.49	22.76	16.22
g. Milkers (\$/hr with benefits & taxes)	\$10.17	\$10.52	\$20.08
h. Total Labor (\$/hr)	\$10.82	\$11.64	\$17.20
i. Milk Cow Feed Costs (\$/Cow/Day)	\$5.17	\$5.68	\$6.12
j. Milk Cow Feed Costs (\$/cwt.)	\$11.65	\$10.12	\$11.10